Meeting 04/03

* How did m-pesa start out, how did they get customers?
* How do you get customers for a new mobile banking system
  + Look into the needs of the different countries in Sub-Saharan Africa
  + If you can tell customers they can convert their e-money to local cash there’s an easy trust
* Look into Raiffeisen Bank and Russia
* Neobanks in Africa
* Customers need an option to complain about faulty transfers (i.e. payment for a pair of boots and not receiving them)
* Money: 3 attributes
  + Unit of exchange, and what they are worth
  + Stability
  + Fungible – Money is money
  + Smurfing money laundering

# For next Thursday

* Research how mobile banking solutions like m-pesa got started and how they got customers
* Research the needs for the SSA countries to enter mobile banking
* Look into Raiffeisen Bank and Russia
* Research how popular neobanks are in SSA
* Research the painpoints from Fritz email and determine if they apply for a given SSA country
* Start looking at requirements for a product
  + Technical (i.e. USSD-based, WAP-based, Bluetooth-based, …)
  + Non-technical