**Summarize of the talk**

**Bakary TOURE**

**Social entrepreneurship:**

According to the talk, social entrepreneurship is the process of tracking innovative solutions to social problems and adopting a mission to create and sustain social value. The concept of social entrepreneurship is centered not just on mission, but on entrepreneurship, making a social benefit-focused organization become more like a business. Social entrepreneurship is an approach to recognizing a social problem and consuming business methods to achieve social adjustment. The concept of the social entrepreneurs is that, rather than leaving societal needs to the government or business sectors, they find what is not working and solve the problem by changing the system, spreading the solution, and persuading entire societies to move in different directions by changing the system and come up with new ideas to solve social difficulties. Social entrepreneurs Innovate solutions by discovering a new product, a new service, or a new approach to a social problem. Social entrepreneurs provide an opportunity for those who would, otherwise, be locked into lives without hope. They are society’s change agents, creators of innovations that disrupt the current situation and transform our world. By identifying the people and programs already bringing positive change, we empower them to extend their reach, deepen their impact and fundamentally improve. Social entrepreneurship and business entrepreneurship: Both approaches fulfill a need in the market and aim to earn a sustainable profit. The main difference is that social entrepreneurship focuses beyond simply generating a profit, and measures its performance on the positive impact the business makes on society – whether social, cultural or environmental. This focus on generating positive social returns make social enterprises an important alternative to conventional and outdated “corporate social responsibility” models which tend to only occur once healthy profits have been achieved.

**Questions and Answers**

* **How does First Access make profit?**

They have tie ups with service providers and the banking institutions which shares a percentage of profits with First access. Also there a subscription required to be purchased to authorize First Access collect the data from potential borrowers.

* **What is the risk for First Access for doing so?**

Paying back the loan is a bit of risky, but the payment procedure is built on belief and understanding so payback is not a great concern. In general, the payment begins in portions within a week. So if the borrower doesn’t pay they can have measure to stop the next partial payout.

* **Does First Access use cellphone data for other analysis?**

First Access do not use customers’ data for other purposes. They only use customers’ data to come up with loan solutions helping them to creates values and resolve social problems.

* **What methods for informed consent might help ensure that individual borrowers understand how First Access uses their information?**

For example, working directly with BoP consumers in Tanzania, CGAP and First Access used a series of field tests to determine appropriate methods for informing borrowers in Tanzania how their data will—and will not—be used by First Access. Consumers can gain a basic understanding of concepts of data privacy and credit scoring through simple messages and the same time, a single message may not be sufficient for consumers to fully understand the use of their mobile data, so opportunities for follow up should be built into the process. Data usage and data privacy are interlinked in consumers’ understanding of the process, and so may need to be presented in a single message to highlight their linkages.

**FIRST ACCESS- MATT HENESSEY:** Matt Henessey is the client and Partnership Director for First Access. First access evaluates the credit score built in numerous aspects comparing to conventional criteria used by other institutions. Financial service providers use First access to have a consistent data about their clients. This information helps microfinance institutes, retail commercial banks, insurance companies, business payment platforms to lend more capital at lower interest rates. The operation of First Access is to support institutions to reduce their costs by expecting credit risk for customers. The process is done step by step:

The loan officer goes in person to the would-be borrower when loan request is received and asks to provide customers’ cell phone number which he/she sends that number to the company. The company which collaborate with phone providers then send a text message confirming the authorization to use the borrower’s phone data for loan process. Phone owner in turn reply the text message confirming the request. The First access evaluates the credit score based on the call history, messaging, and bill payments algorithms that are built on real time demographic, geographic, financial and social data from mobile phones and other sources. The credit risk models have the highest reported accuracy of any in the developing world.

**Who are the users?**

People who are not eligible or denied loans from the financial institutions due to several reasons such as low or no credit score, reason for loan are offered capital by the other relevant institutes based on the credit report of First Access.

**Mobile solutions proposed/used?** This is done bySMS Services

**Why Mobile?**

First Access use this method to aim rural low income and suburban localities for loans. Today, most of people have a cell phone no matter how poor they are. In here, not everyone has a smart phone, therefore the goal for First Access to help these rural and suburban in our communities to get a loan based on their capacity. However, using the mobile phone algorithms is a great way to calculate the customer’s credit score who are not eligible to get loan by conventional procedures. In that way, they reach out more and more customers.