

Startups Role in Building a Digital Economy



An engine of Change:

- Drives innovative thinking
- Advanced Technology

Job Creation:

Generates new Jobs

Wealth Creation:

Attracts Investors

Develop and Retain Talent Pool:

☐ IT & Non-IT

Upgrade Standard of Living:

Cultivates the overall community

Better GDP:

Generate more revenue domestically (e.g., taxes etc.)

Open New Markets:

Create or Transform existing new/existing markets

Why Start Ups Fail?



You mean that 2 guys who might have never worked before, with no experience of making tough business decisions with no financial experience or cash cushion, putting together a product that was never seen and entering a market that does not exists, with a brand that no one cares and a business entity with no real process, but still taking on large complex problems do fail often? Yeah, what do you expect?

Gaps that Startups Have



Start-up	

Lack of broader soft skills e.g.: Negotiation

Business Development Gaps

Stuck at Ideation stage

Customer Journey eg; Lack of empathy

Separating a role of A Founder and CEO

Lack of prototype/ testing with customers

Start-up ecosystem

Lack of testing environment

Lack of Funding

Lack of scale-up opportunities

No access to test customers

Lack of consumer data

Complex regulatory environment



TECH HUB | NMB Sandbox

Operational Model



NMB TECH HUB

SANDBOX PRE-PRODUCTION PRODUCTION Go live Develop and validate Test and confirm (Hosted on NMB Data centers (Cloud based)

NMB SANDBOX

How does it work?





471 Bank API's are available in the Sandbox

- Open-Source Platform
- RESTful APIs
- Sample Codes
- Open Banking Standards



How to register?

https://obp-api-sandbox.nmbbank.co.tz

Comes with...

SDKs for...











PHP

React

Android Django







IOS



Node JS



java | Spring

What is the Sandbox for?

Help you validate your ideas/application

 Help you familiarize with our API's design and integration process

Test your design assumptions

Testing process

Free to register and use (You only need an email address

Can be used for up to six months

by a by a direction and income and

 After completion of testing on sandbox fintech can request to access the

NMB Pre-production Approval Process

Successfully
Application from
the sandbox is
received for
pre-production
access



Application is either granted or rejected approval based on business case, solutions offered and regulator approval.

NMB PRE-PRODUCTION

API'S Connected to Our Test environment

NMB Pre-production APIs

 This test environment is connected to our internal systems such as Test core banking and other system

 To access this environment, one must have tested and showcased the test results from sandbox



API's readily available on Pre-production

Accounts and data

Accounts
Access to accounts
and cards

Payments and Transfers

Initiate Transaction,
Transactions
Requests (transfers
and payments). View
and confirm charges

Transactions History

Access the transaction history and transaction details.

Customer onboarding and KYC

Perform user, customer and account creation. Manage Know Your Customer (KYC) documents, media and status.

FOREX

Get Forex Rates in real time

Consent Management

Request and manage customer's consents

Balance Inquiry

Check funds
availability before
payment for a NMB
customer

Notification

Notification API to allow 3rd Party application to send SMS and Email notification to customers

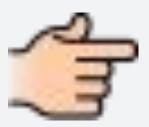
NMB Pre-production APIs

Testing can be done here for up to 3 months

 Fintechs will be given NMB test accounts and balance to test their application

This is a last step to NMB production

How to Access?



https://api-preprod.nmbbank.co.tz/

Note!

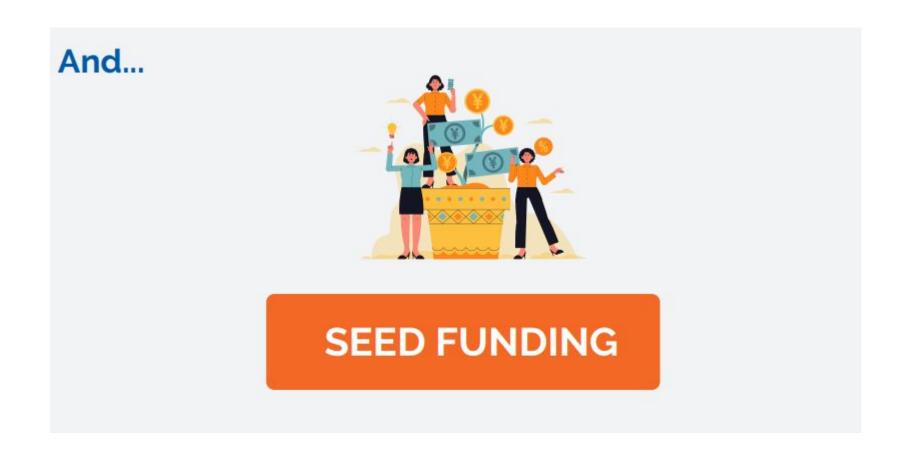
Access to this environment requires a signed NMB Certificate. This will be given after completion of testing on the sandbox.

Go Live

Successful solutions will go live to the market with NMB in the production environment

NMB Seed Funding





NMB Seed Funding Opportunity



The **NMB Seed Funding Scheme** aims to support startups who come up with innovative products, processes or services, or have a scalable business model with high commercialization potential with direct benefits to NMB bank customers.

The bank has set aside: 1 Billion Tanzania shillings.

The seed funding will be available to **Start-ups that have tested on NMB sandbox**, **moved to Pre-production** and have been approved by the NMB **Product Approval Committee** to go live to the market and qualify for seed funding.

We will be posting on our site the process on how you can apply to our seed funding.

Key Take Away



- Stay Passionate "remember why you started what you are doing and hold that close to your heart when things get tougher".
- Be open to learning "never behave as the smartest person in the room, because you may miss some best ideas"
- Jump in and say Yes- " first say YES, If there is something you want to do and figure out a way to.
- Do not let fear stop you " feel the fear and do it anyway and trust you will figure out as you go"
- Trust your intuitions " stay excited, focused on results and be optimistic"
- Continue to improve on soft skills.





Thank You for listening

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