

National Proofs of Concept

Steve Haley
Olivier Manzi



Problems



- Too much potential pipeline – 4 signed Letters of Intent, 3 others in discussion
- Improved messaging – Sovereignty, product clarity
- Improved partnerships – AfricaNenda
- Public national implementation - Rwanda

Problems



- All country stakeholders need to understand Mojaloop before making a decision – proof of concept help with that
- Need standard delivery to ensure quality of POCs
- Need to delivery POCs at speed to enable decision makers – 4 months
 - Cannot wait for fund raising
 - Cannot wait for procurement
 - Cannot wait for reinventing the wheel
- Separation of Demand and Supply
 - community members should not be disqualified from future procurement
 - Potential adopters need clarity on how Mojaloop provides sovereignty

National POC Definition



1. Sponsored by the central bank and regulator
2. Driven by the government or hub operator
3. Sponsor defines learning objectives that cover both Mojaloop and IIPS
4. Publicly executed



National POC Definition

- No real money, no real citizen data
- Cloud based, IaC deployment specific to country
- Account to Account only, phone number alias
- Multiple classes of FSP (bank, mobile money, MFI)
- Manual settlement and operations

Solution



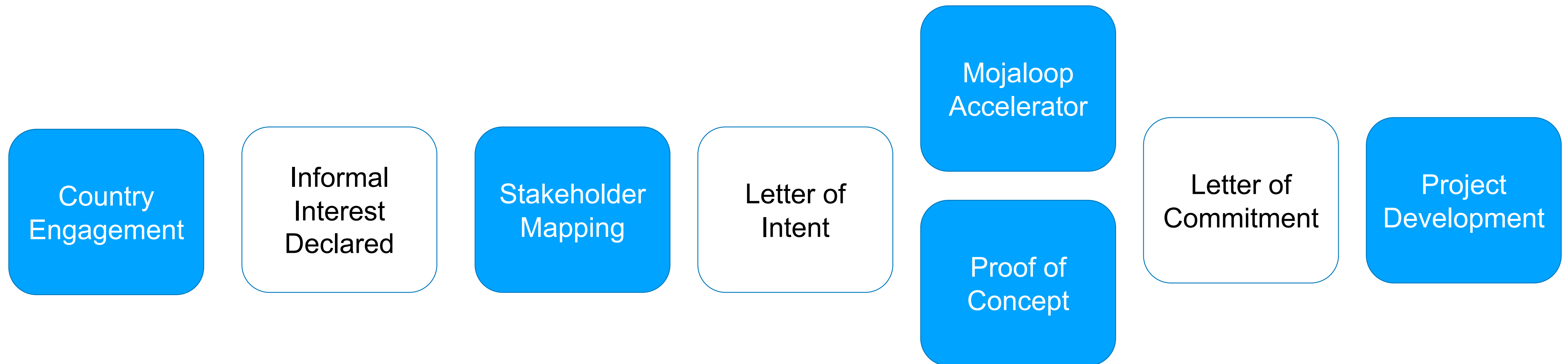
1. Mojaloop Foundation led Proofs of Concept – **Funding approved**
 - Mojaloop Foundation Business Development Lead
 - Mojaloop Foundation POC Technical Lead
2. Standard POC documentation with community contributions – **Project started**
 - PIDs, onboarding and integration documents, use case documentation, stakeholder documentation
3. Standard POC project governance structure – **Project started**
4. Subcontracting to community members for specific roles within a POC – **Funding approved**
 - Devops
 - Integration
 - hub ops
5. Focus on including domestic system integrators and hub operators as much as possible (Mojaloop Accelerator)

POC Roles



1. Project Sponsor – Government lead
2. POC Program Manager – Government or partner – stakeholder management
3. POC Technical Lead – Mojaloop Foundation
4. Mojaloop Accelerator Lead – Mojaloop Foundation
5. DevOps Engineer - Community
6. Integration Engineer - Community
7. Hub Operations Specialist - Community

National Engagement Steps



* Proof of Concept is not our only tool