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# BUILDING ICT ECOSYSTEM OF TANZANIA – opportunities for Startups

# 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

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 exist, 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?

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# 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**

Develop and validate

Test and confirm

Go live

**(Cloud based)**

**(Hosted on NMB Data centers)**

# 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...**



Python



PHP



React



Android



Django



Scala



Flutter



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**
- **After completion of testing on sandbox fintech can request to access the pre-production environment**

# NMB Pre-production Approval Process

Continuous Process



**1 - 4 months**

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 environment**

## 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**

And...



**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.

- **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.

**Keep** Innovating



**Thank You**  
**for listening**

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