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BUSINESS CONFERENCE: WINNING WITH MOJALOOP

Running a Sustainable Business on Open Source

SEPTEMBER 28–30 2021

Partnering with the Mojaloop Foundation

Paula Hunter – Executive Director

Simeon Oriko – Director of Community

The Role of the Mojaloop Foundation

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- Operates as a 501(c)(3) charitable organization and maintains its free, opensource software and community as a public goods in service of financial inclusion.
- Focus on expanding the work the Mojaloop project initiated in Africa, expanding engagement where there is the greatest opportunity to directly affect financial inclusion through interoperable payments.
- Engage with digital financial service providers, regulators, NGOs and governmental offices looking to address the critical challenges faced by local underserved communities.

Requirements

Capture market requirements to drive product strategy and roadmap

Development

Via Community: Enhance, test, document, and maintain code base

Advocacy

Educate market and increase awareness and consideration

Training

Increase expertise in the industry to sell, deploy, and operate Mojaloop

Deployments

Members of the ecosystem provide implementation services

Operations

Customers and/or service providers operate Mojaloop deployments

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The Mojaloop Foundation Organization

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Paula Hunter
Executive Director, Mojaloop Foundation

Members

- Chair
  - Executive Director
  - Treasurer
  - Secretary
  - BoD
  - Simeon Oriko, Director of Community
  - Lesley-Ann Vaughan, Director of Product Strategy
  - TGB

Staff

- Executive Director
  - Finance and Operations
  - Public Relations
  - MARCOM
    - Marketing Steering Group
  - Events
  - Engineering Director
    - Kim Walters, Engineering Director
  - Community Management
    - Community Operations
    - Training Program
    - Community Council
  - Product Strategy
    - Product Council

Community

- TGB
  - Design Authority
  - Change Control Board

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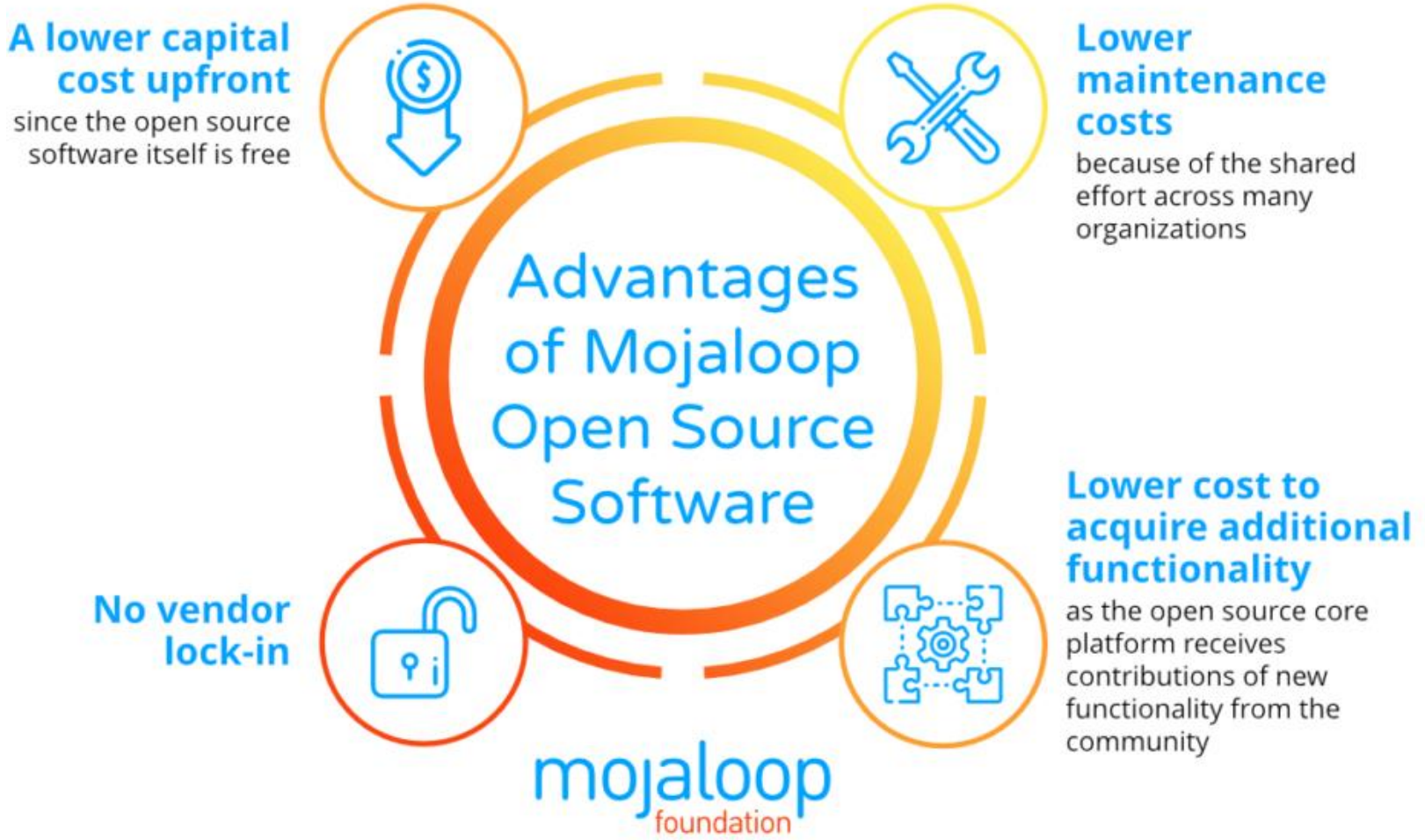
The Opensource Way

- Why did the Mojaloop project form as an open-source initiative?
  - Gaps existed that contributed to a lack of financial inclusion
  - Commercial entities did not appear interested in reaching the unbanked and underserved
  - Cost constraints and legacy systems were barriers to reaching delivering financial services
  - An opensource model was a new and viable approach

Why Open Source?



Mojaloop Development Model

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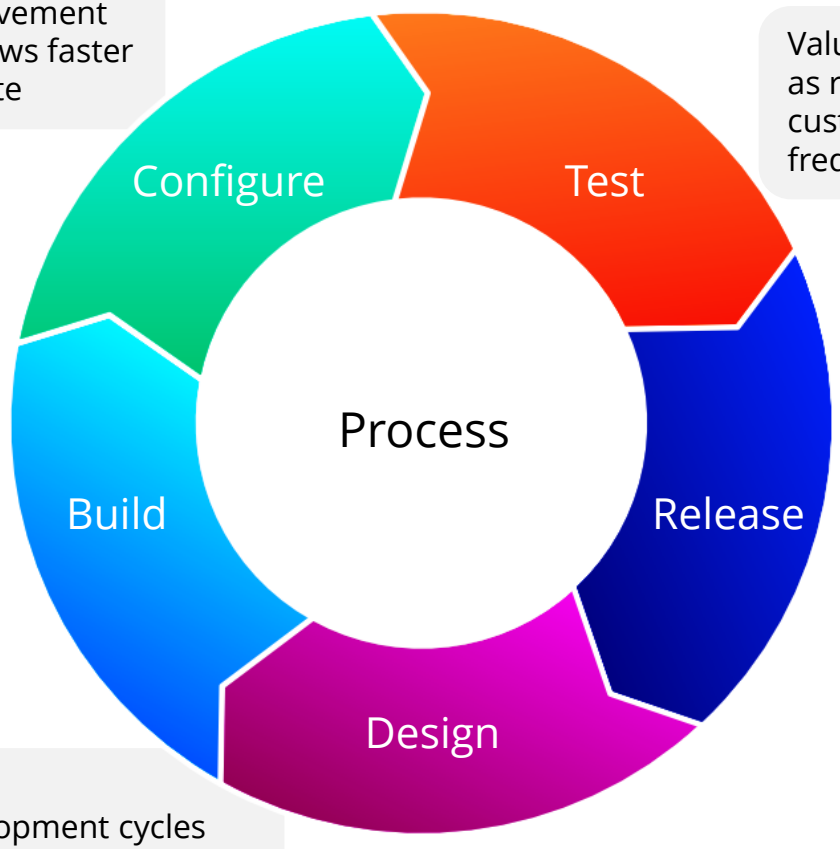
Community Driven Development Cycles

- Agile development process
- Hold 4 community meetings per year
  - Evaluate progress on prior work
  - Establish priorities for next program increment
  - Community votes on workstreams based on requirements and gap analysis
  - Open process, inclusive of developers, implementers, and customers
- January 2021: Entered Phase 5 of development cycle

Development follows a continuous improvement cycle, exposing flaws faster and reducing waste



Value is achieved faster as releases arrive to the customer more frequently

Advantages:
- Shorter development cycles
- Wider market windows
- Early customer feedback
- Continuous improvement

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Our Members

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One loop that brings digital financial services providers and the unbanked together for the benefit of all

Bill & Melinda Gates foundation

Coil

Google

MODUSBOX

The Rockefeller Foundation

ripple

sybrin

MAS
Monetary Authority of Singapore

GIORDIGITAL
TRANSFORMING MONEY

Membership Structure

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Level	Annual Fee	Rights

Sponsor	$200,000
	- Year 1 discount for companies under $25M in revenue ($100K)
	- BoD can waive fee for NGOs/SEs
		• Public recognition as prominent funders and key contributors of the organization
		• New Sponsors must be approved by the current Directors. Unlimited sponsors can be accepted.
		• Maximum of (10) BoD seats
		  • (6) "initial" sponsors have permanent BoD seats as long as they maintain good standing as a member
		  • (4) seats up for annual election from pool of remaining members
		• Initial sponsors can appoint a voting representative to the Technical Governing Board, new sponsors participate in election with promoter members
		• May participate in the Product Council, Community Council, Design Authority, and other groups based on the election and participation rules of said group

Promoter	$10,000 - $100,000 - Based on company revenue Gross Revenue / Dues - <$10M / $10,000 - $10,000,001 - $25M / $25,000 - $25,000,001 - $75M / $50,000 - ≥ $75,000,001 / $100,00	• No approvals required, open entry, unlimited memberships • Nominate a voting representative to the Technical Governing Board elections • May participate in the Product Council, Community Council, Design Authority, and other groups based on the election and participation rules of said group

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The Role of the Mojaloop Community

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Mojaloop works with different organizations to provide a vibrant ecosystem of solutions to facilitate deployment, customization and extension of the software.

It takes a village!

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The Mojaloop Ecosystem

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Consultants

Provide analysis, architecture and advisory support to enable adopters to make the best possible choices.

System Integrators (SI)

Provide systems integration leadership or support for deployment, implementation, management, extension, and customization, while making use of enterprise-grade communications and workflows.

Technical Solution Providers

Enable adopters and testers to get started quickly and easily with test environments, testing toolkits, APIs and pre-integrated solutions.

Training Organizations

Provide standard or tailored training and guidance for adopters to build the skills needed for deployments and daily operations.

Operations Support / BizOps

Provide expertise and best practice guidance or allocate resource capacity for operational support.

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Expectations

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Proactively advocate for Mojaloop with a view to increasing its adoption

Focus on the customer and deliver excellent solutions that deliver true value to the customer

Knowledgeable and constantly evolve with the market

Attend events and connect with other players in the ecosystem with the intention to build improved and new solutions

Conversant with Level 1 Principles

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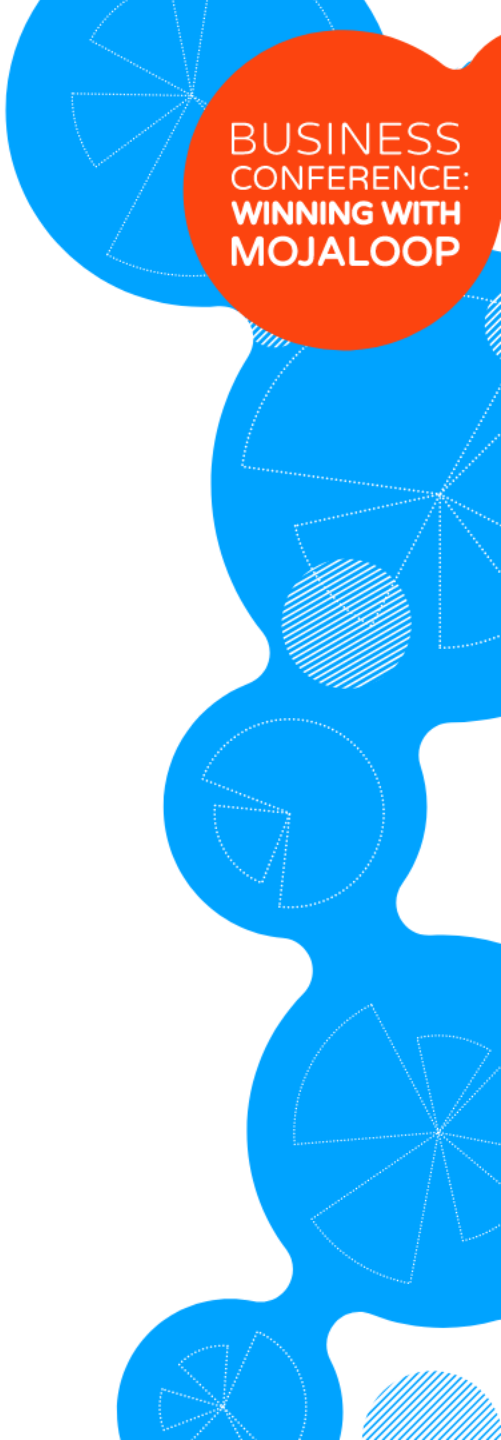
Business Alignment

1. Customer base
2. Ability to produce results (Reach and Capacity)
3. Mission alignment



Adoption Success Factors

1. Willingness to engage/level of interest (Participation in community meetings, taking training programs etc.)
2. Ability to manage POCs
3. Technical proficiency (level of fluency in Mojaloop and related technologies)

New Business Directory

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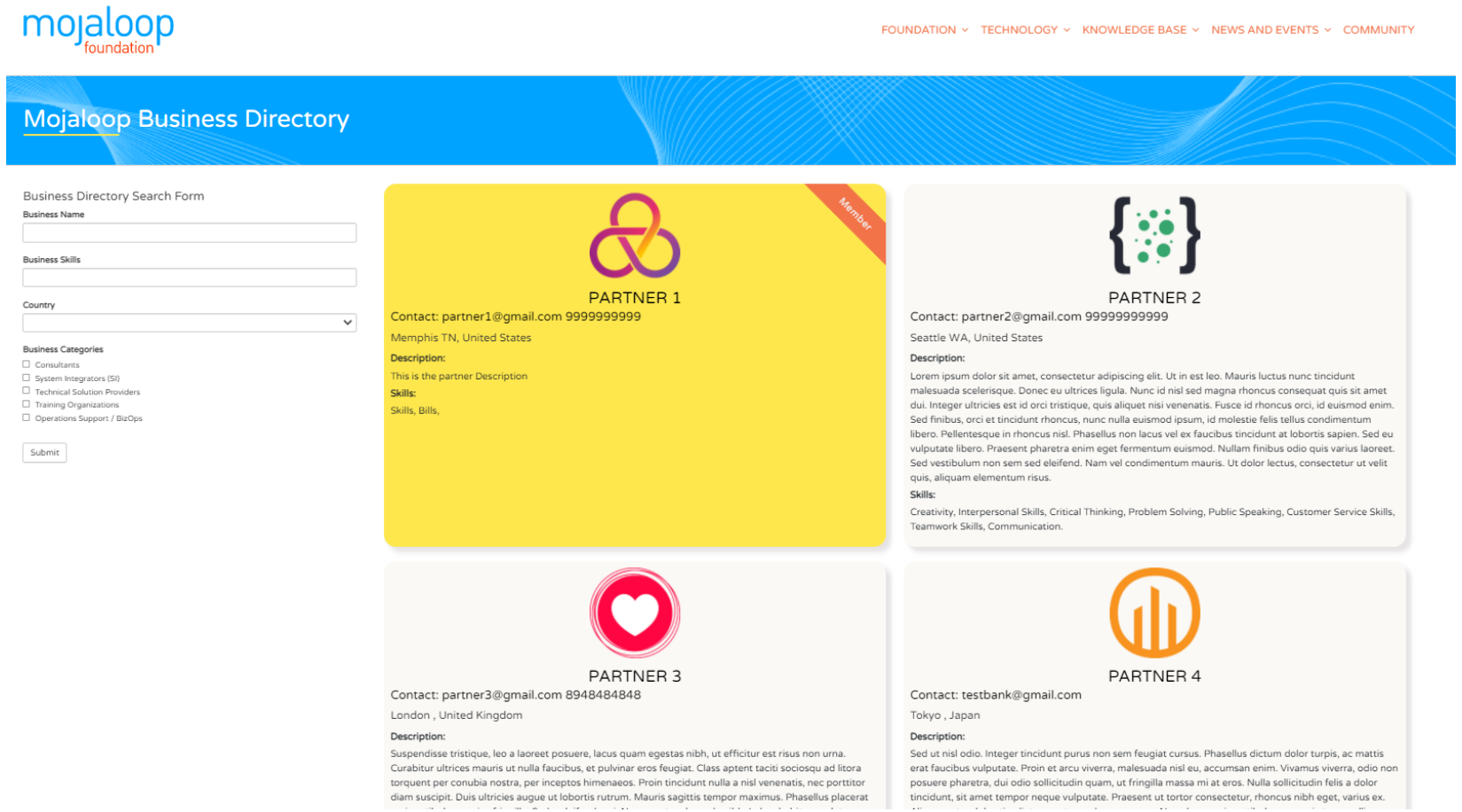

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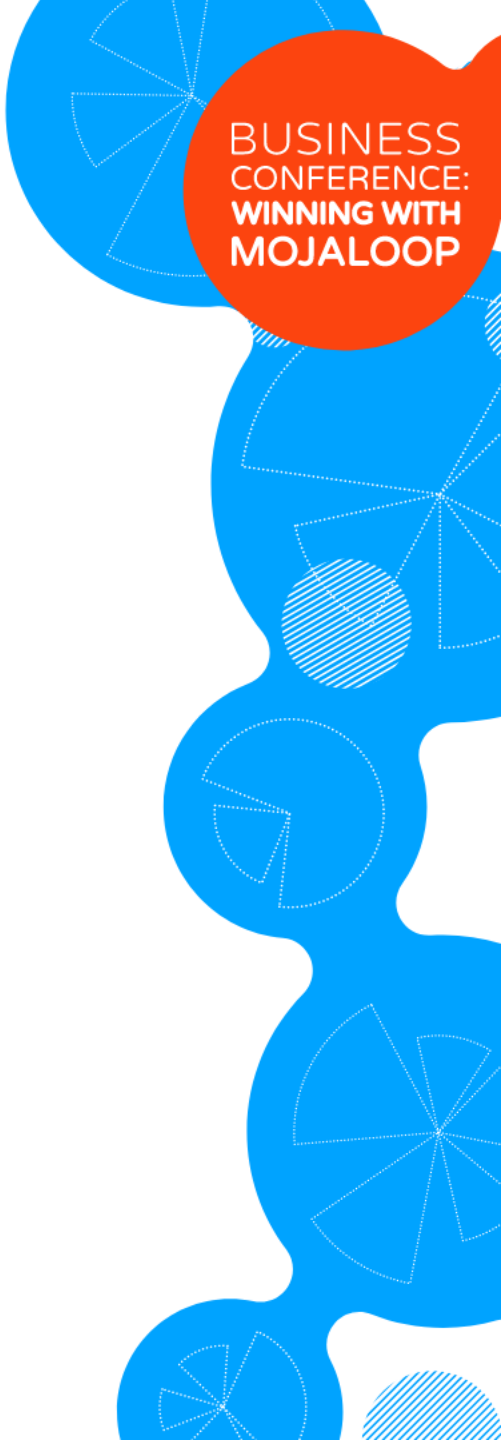
How to Register

- The Mojaloop Business Directory lists organizations that meet the aforementioned criteria.

- The listing makes it easy for Mojaloop adopters and others to identify contacts that are able to respond to their inquiries.

- Mojaloop Business Directory Registration: https://mojaloop.io/mojaloop-business-directory/



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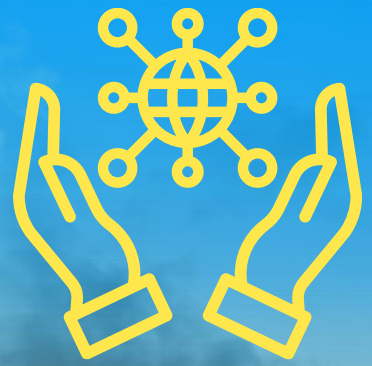
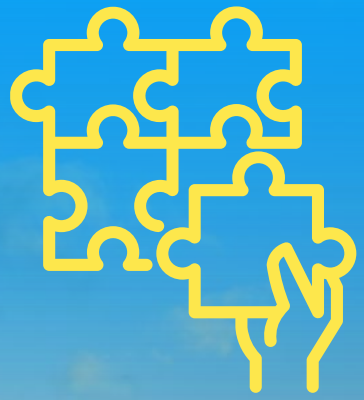
Join Us – There is Plenty of Room to Engage



Adopt



Contribute

Join