

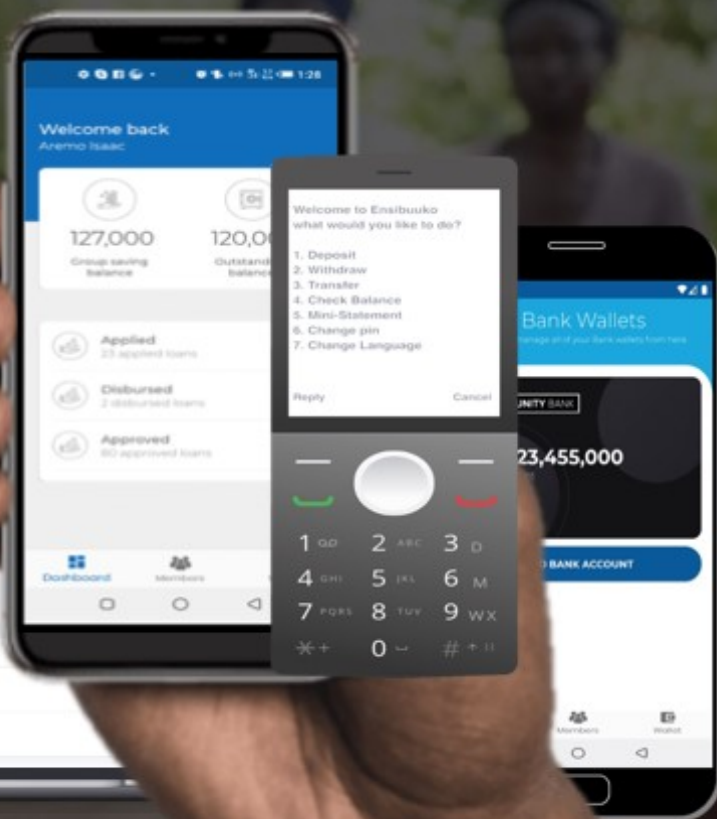


DIGITALISING VSLA's

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#Inclusion



A world where everyone has access to relevant and affordable financial products and services; and possesses the knowledge needed to make sound decisions about using them.

VSLAs are the main alternative means for rural communities to save and access credit. But VSLAs;

- ❖ Are disaggregated
- ❖ Lack reliable financial records
- ❖ Lack access to ecosystem products and services

- VSLAs digitization is not relevant to the rural unbanked if it doesn't deliver "real value", enabling financial inclusion
- Digitization is not how we achieve financial inclusion; it is the services and products that it gives access to that does

DIGITALISATION OF VSLAS AND IMPROVED ACCESS TO CREDIT, IN WEST NILE, UGANDA



Phase I - Digitalization

- Started Jan 2019– Dec 2019 – **12 months**
- Funded by DCA - DANIDA
- Digitalized **100 savings groups**
- Trained **15 Digital and financial literacy agents**

Phase II – Linkage + Scaling

- Start Mar 2021 – Dec 2022 – **24 Months**
- LWF/DCA Funded by DINU/EU
- Scale digitalization to **400** savings groups.
- Linkage of savings groups to **Opportunity Bank and Vision Fund**
- Design and rollout **savings, loans and insurance products** for the groups & Individuals
- Train **57 Digital Community Entrepreneurs**

Phase III – Marketplace + Scaling

- **24 Months**
- Scale digitalization to **2,000** savings groups.
- Linkage of savings groups to a **bank**
- **Scale Marketplace**
- Trained **300 Digital Community Entrepreneurs**



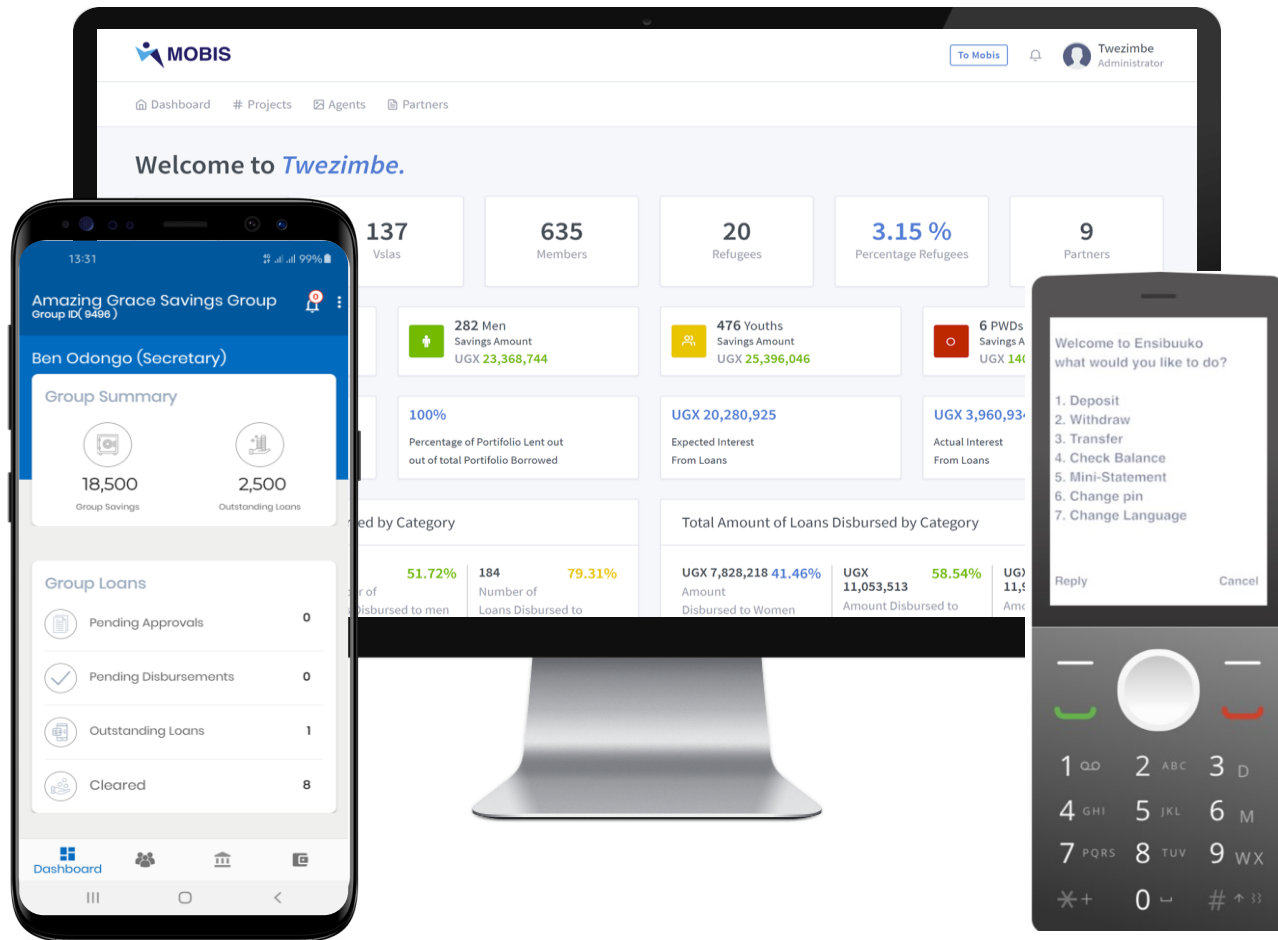
MULTI USER PLATFORM

MOBIS Groups is an industry-leading solution connecting savings groups with financial services and other life changing products.

MOBIS Groups is designed to facilitate Savings groups transformation from paper based records to a digital ledger system creating a digital identity in the process.

MOBIS Groups can be accessed across;

- **Web application** for Partners
- **Android application** for group leaders & support agents
- **USSD service** for group members





PRODUCTS AND SERVICES

Financial Linkages

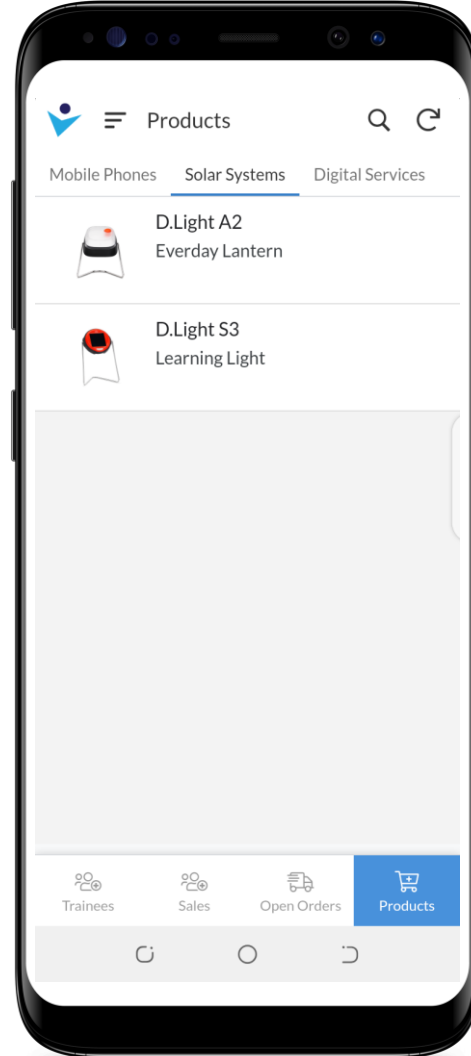
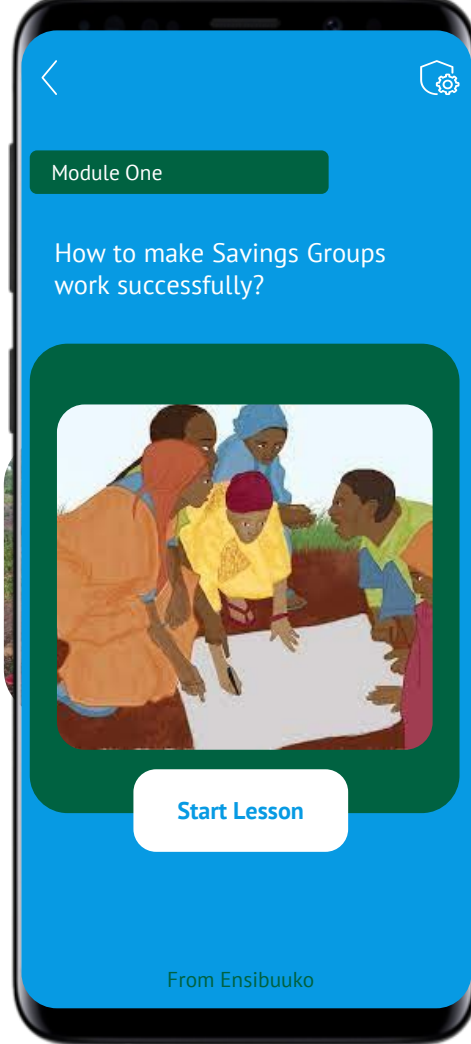
- Linkages to formal financial service providers
- Linkages to mobile money platforms

Iterative Learning

- Driving digital and financial literacy through equitable learning
- Watch bite-sized videos or in-depth courses together with your group members

Marketplace

- Access to high quality products at the best possible prices
- Access to digital services like crop insurance



Key learnings

- **Inclusion:** 84% women representation and 54% youth representation in VSLAs.
- **Shared value:** VSLAs value digitization if it contributes to wider, un-individualised goals and aspiration.
- **Right and timely pricing:** VSLA members are willing and able to pay for a smartphone if the benefit of doing so is clear and immediate for the group and it is well-priced (preferably on a rent-to-own payment plan)
- **New skills is an incentive:** VSLA leaders when provided relevant training, can easily adapt and utilize a smartphone.
- **Bundling services:** Method is successful when digitization also enables access to other essential services desire information and access to other services or products that are essential to their journey of digitization mostly solar and smartphones.
- **Offline is a major trade-off:** Connectivity and cost of internet is a real issue. Yet going offline risks compromising the real value of digitization such as integration to ecosystem, real-time information). Need for innovative online solutions such as reverse billing/ zero rated internet bundles
- **Digitizing cash:** Transition to digital cash should be progressive to allow for building of confidence, growth of digital payment ecosystem
- **Digital is complementary:** In-person meetings is the DNA of VSLAs. Design apps only to make meetings more efficient