

PACIFIC - ASEAN FINANCIAL INNOVATION CHALLENGE

Calling solution providers from the Pacific, Australia, New Zealand, Malaysia and Singapore to co-create market-driven financial solutions for the Pacific

[Key Information Bulletin](#)

Contact Information: pfip@uncdf.org

Objective

Leading financial service providers (FSPs) in Fiji, Papua New Guinea (PNG) and Vanuatu are seeking technology solutions and partnerships to grow their markets, especially for the mass market customers.

UNCDF aims to facilitate new partnerships between FSPs from the Pacific and Fintech companies from Malaysia, Singapore and the Pacific to create new solutions, using digital technology and grow the scope of existing financial services in Pacific markets.

We are looking to support FinTech solution providers, ranging from start-ups to mature with innovative and technology-enabled solutions to expand financial services to mass-market customers for our FSP implementing partners in Fiji, PNG and Vanuatu.

Challenges and Opportunities

Eligible applicants are invited to submit a proposal that addresses one or more of the following challenges faced by the implementing partners:

Challenge 1

Vodafone (Fiji) is seeking solutions to establish its e-commerce platform for merchants on the back of its existing and successful mobile wallet platform, MPAiSA.

<https://bit.ly/2EIM8eM>

Challenge 2

National Bank of Vanuatu (Vanuatu) is seeking solutions for growing its MSME business through improved efficiency and access. <https://bit.ly/2T4aLVJ>

Challenge 3

FijiCare Insurance Limited (Fiji) is looking to expand its insurance coverage to people with Non-Communicable Diseases (NCD) and seeking innovative solutions to promote healthier lifestyle behaviour among Fijians. <https://bit.ly/2U01M56>

Challenge 4

Kina Bank (PNG) is looking to transform its current banking service to offer open banking experience and services to customers. The bank is seeking innovative fintech solutions to form the foundation for a digital strategy based on an open banking model.

For further details about each opportunity: <https://bit.ly/2DZoRxY>

Who can apply?

Eligible applicants include regulated Financial Institutions (Banks and Non-banks), Payment Service Providers, Agent Banking Aggregators, Mobile Network Operators, Technology Service Providers, and FinTech companies.

- > Applicants must be registered entities in Malaysia, Singapore, or the Pacific (including UNDP served South Pacific islands¹, Australia and New Zealand).
- > Applicants must be willing to test and implement their solutions with UNCDF's implementing partners in the Pacific (currently three markets: Fiji, PNG and Vanuatu).
- > Applicants must have an MVP ready for quick deployment or an existing 'in market' solution that can be tailored to the needs of implementing partners.
- > The applicants must be willing to enter into a legal agreement with UNCDF and its implementing partners.
- > Women-led organisations and fintechs from the Pacific Island Countries are strongly encouraged to apply.

Market information

The Pacific remains the least banked region in the world. Information on Pacific Island Countries financial inclusion status: <https://bit.ly/2Emhkeb>

Fiji - <https://bit.ly/2vhhplS>

Papua New Guinea - <https://bit.ly/2liLAun>

Vanuatu - <https://bit.ly/2GvuGa2>

Information roadshows

We will organize information events in five countries.

- > Kuala Lumpur: 9 March 2019
- > Suva, Fiji: 13 March 2019
- > Port Moresby, PNG: 15 March 2019
- > Port Villa, Vanuatu: 15 March 2019
- > Singapore: 19 March 2019

For more information, contact Amit Kumar: pfip@uncdf.org

¹Cook Islands, Federated States of Micronesia, Fiji, Kiribati, Marshall Islands, Nauru, Niue, Palau, Papua New Guinea, Samoa, Solomon Islands, Tokelau, Tonga, Tuvalu and Vanuatu

FinTech challenge key dates



About UNCDF in Asia-Pacific

The UN Capital Development Fund (UNCDF) makes public and private finance work for the poor in the world's 47 least developed countries.

Financial Innovation Lab

The Financial Innovation Lab is a community of practice energized by its mission to achieve digital financial inclusion for the elimination of poverty worldwide. An initiative of UNCDF, the Lab aims to increase the accessibility of digital financial services and products for low- and middle-income people in Africa, Asia, and the Pacific by sharing knowledge and providing resources to develop impactful solutions.

We support the efforts of companies and individuals around the world who strive for financial inclusion, contributing to the Sustainable Development Goals. We provide direct support to such companies and individuals through our innovation challenges. Read more at: www.uncdf.org/finlab

Pacific Financial Inclusion Programme

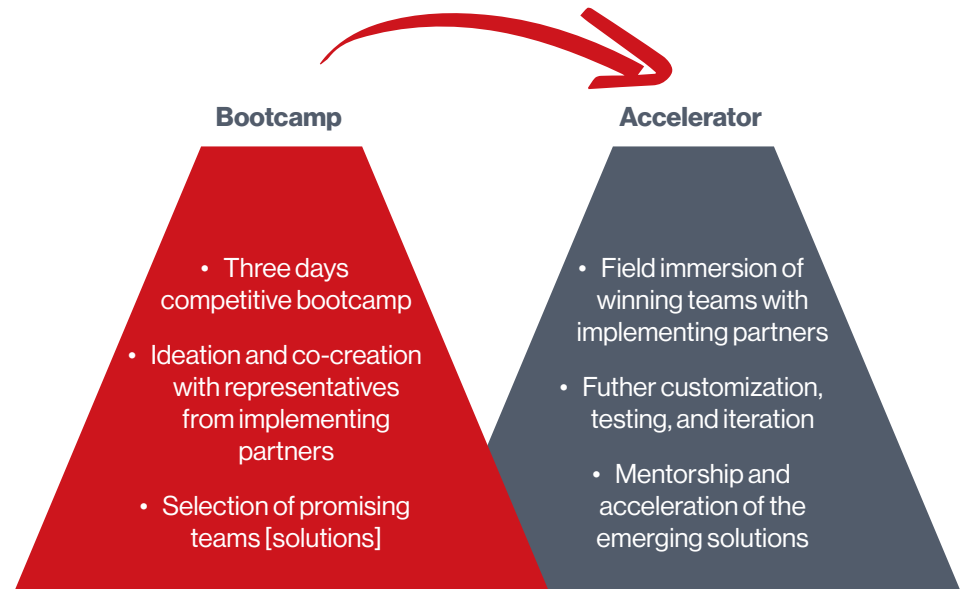
The Pacific Financial Inclusion Programme is a Pacific-wide programme that has helped over two million Pacific islanders gain access to financial services and financial education. It achieves these results by funding innovation with financial services and delivery channels, supports policy and regulatory initiatives, and the empowerment of consumers.

PFIP is jointly administered by the United Nations Capital Development Fund (UNCDF) and the United Nations Development Programme (UNDP) and receives funding from the Governments of Australia and New Zealand and the European Union.

Read more at: www.pfip.org

Support offered by UNCDF

- > The Pacific-ASEAN Financial Innovation Challenge is designed to accelerate the development and validation of high impact solutions and provide scale opportunities to participating solution providers from the Pacific (including Australia and New Zealand), Malaysia and Singapore.



More specifically, it offers:

- Financial support of up to USD 30,000 (for PNG, up to USD 40,000¹) for testing and additional up to USD 50,000 in seed capital for scale up after the accelerator phase
 - Commercial agreement² with market players in Fiji, Papua New Guinea and Vanuatu
 - Customized technical assistance (design and deployment)
 - Ongoing coaching from well-connected and seasoned entrepreneurs as mentors with knowledge and experience of the Pacific market where the team will work
 - Access to the UNCDF global network and its affiliates
- > Successful solutions may be considered for additional financial support from UNCDF or its partners to scale their solutions.

¹Accounts for higher operating costs in PNG.

²Solutions Providers will set the terms of their commercial agreement with FSPs. UNCDF will only facilitate such transactions and provide the mentioned financial and technical support.

Application process

Applicants are requested to provide essential information using a dedicated online application portal: <http://www.unCDF.org/finlab>

- > First, register your entity/entry
- > Use the registration code to access the application
- > Answer the mandatory questions marked as *
- > Upload the relevant documents
- > Submit your completed application
- > Receive a confirmation email

Only shortlisted applicants will be contacted

Project implementation Process

Application Stage

An expert panel from UNCDF and its partners will make a first selection based on the following criteria:

- > Eligibility as set under the eligibility rules
- > Experience of the applicant
- > Relevance and suitability of the proposal for our implementing partner in the Pacific
- > Feasibility and practicality to test and implement the proposed solution in the Pacific context
- > The potential for scalability of the solution with the implementing partner and beyond
- > Potential for financial sustainability after this challenge

Bootcamp

The selected teams will be invited for a three-day bootcamp in Kuala Lumpur, Malaysia, scheduled for 13 May to 15 May 2019.

The bootcamp will provide the platform to work with UNCDF and its partner organizations to validate the ideas and do first-level conceptual testing of the solutions for specific design challenges.

The bootcamp will cover the following topics:

- > Introduction to the implementing partners
- > Access to more specific information about the challenges.
- > Ideation and co-creation with representatives from implementing partners.
- > A knowledge session on 'FinTech for financial inclusion in the Pacific context' to help the participants understand the specifics of the Pacific markets.
- > Re-working their concept and preparing pitches for the presentation on day 3.
- > On day 3, teams will present their solutions to a panel of judges for each challenge.
- > Teams will be asked to present their proposed solution, including the business model and implementation activities.

Note:

Pacific-based applicants may receive travel subsidies to attend the bootcamp in Kuala Lumpur, Malaysia.

All non-Pacific based applicants, including Australia and New Zealand, should make their own travel arrangements for attending the bootcamp.

Accelerator and market testing

- UNCDF PFIP will link the winning teams from the bootcamp to the respective implementing partners, where they will get financial and technical support to refine their design and test prototypes in a live market environment.
- UNCDF PFIP and the respective implementing partners will provide the winning teams the necessary support during this stage.
- Winning teams will get the following specific support:
 - i. PFIP will facilitate an immersion week for all the selected teams in the respective Pacific markets: Fiji, PNG, and Vanuatu.
 - ii. Air travel, accommodation, and living expenses for the immersion week.
 - iii. Up to USD 30,000 (for PNG, 40,000) towards covering expenses related to the testing and communication.
 - iv. A dedicated project manager from within the implementing partners to deal with various business departments.
 - v. Access to co-working space and two students to each winning team from the School of Computing, Information & Mathematical Sciences at the University of the South Pacific (USP) as interns who are locally based.
 - vi. Business mentors and potential investors.
 - vii. Digital finance and innovation experts from UNCDF.

Demo day

At the end of the accelerator phase, UNCDF PFIP will host a 'final demo day', where participants will present their final solution to a panel of judges.

The demonstration of the final outcome will be done at the respective implementing partner's location in the Pacific.

UNCDF PFIP will award additional support of up to USD 50,000 in seed capital in the form of a performance-based grant for each winner that agrees with the implementing partner to implement their solution.

Note:

The business relationship between the FinTech and the national partner organisation will be strictly between these two parties. UNCDF PFIP will remain involved in the scaling through the grant relationship.



Institutional arrangements and expectations

If selected, successful applicants must commit to the following to be eligible for grant funding from UNCDF PFIP:

- All winners must demonstrate their will to take their solution to Pacific markets through formal agreements with UNCDF PFIP and the implementing partners to be able to receive the financial support for implementation.
- UNCDF PFIP will sign a Performance Based Agreement for the financial grant with the winning teams.
- Formally signed service agreements must be in place between the winners and their respective implementing partner for potential further support from UNCDF PFIP (financial and technical) beyond the challenge.
- All participating institutions must comply with local financial regulations and other relevant laws.
- Winners must comply with UNCDF PFIP monitoring and evaluation requirements and allow UNCDF PFIP to publish case studies on the implementation and the results of their solutions.