

12:00:59 From Maxime SERVETTAZ : Hi Everyone! THENEST is happening in 1 hr, Stay tuned!

12:52:03 From MAXIME SERVETTAZ : <https://www.enygmaventures.com/>

12:52:25 From MAXIME SERVETTAZ : This is Sarah Dusek fund for southern Africa

13:05:27 From Maxime SERVETTAZ : Jim Chu

<https://www.linkedin.com/in/jchu45>

<https://www.untapped-inc.com/>

13:05:50 From Carry Fils-aime : Hi Everyone! Go South Africa

13:05:55 From Maxime SERVETTAZ : Zacharia George

<https://www.linkedin.com/in/zachariahgeorge/>

<https://www.launchafrica.vc/>

13:06:02 From Maxime SERVETTAZ : Hannah Subayi

<https://www.linkedin.com/in/hannah-subayi-kamuanga-25122722/>

<https://www.southsuez.com/>

13:06:17 From Maxime SERVETTAZ : Will Green

<https://www.linkedin.com/in/willgreen/>

<https://www.knifecap.com/grindstone>

13:06:27 From Nirjhor Rahman : Hi everyone, nice to meet you. Nirjhor from Bangladesh Angels. Looking forward to having you for the July 16th session.

13:06:57 From Raj Kulasingam : Hello everyone. Raj Kulasingam here and glad to be here. <http://linkedin.com/in/rajkulasingam>

13:07:23 From Runyararo Nyandoro : Logging in from Zimbabwe. Glad to be here

13:07:55 From Kyra Barker : Hi everyone I'm Kyra Barker from Trinidad and Tobago 🇧🇩

13:07:57 From BENEDICT KULOBA : Kenya .Glad to be here

13:07:59 From Carry Fils-aime : I couldn't find Caribbean in the poll

13:08:18 From Gal Peretz : Israel :)

13:08:19 From Magathe Ibrahima Sagna : hi Every one. ibrahim Sagna, logging from Cairo, Egypt

13:08:19 From MAXIME SERVETTAZ : Hey Nice to meet everyone my name is Max from Untapped Kenya, we do leasing for Pay as you Go assets maxime@untapped-inc.com happy to connect

13:08:54 From Huguette Sallah : 🇨🇲 Cameroon

13:08:56 From Fiona Njagi : Hi everyone! I'm Fiona Njagi, a PR specialist based in Nairobi, Kenya. Glad to be here.

13:09:04 From Will Green : Will Green - Grindstone - African Accelerator + VC based in Cape Town

13:09:11 From Owen Sakawa : Hello everyone, Owen Sakawa from RepairNet.io and glad to be here. <https://www.linkedin.com/in/osakawa/>

13:09:17 From Ahmed Yusuf : Hi everyone, nice to be part of this. This is Jawad Yusuf from Bangladesh Angels Network. Looking forward to

hosting you all on the 16th of July.

13:09:27 From Huguette Sallah : Hello here I am Nadine Annimbom, Finance Specialist based in Cameroon

13:10:02 From Eunide Lefevre : My Name is Eunide Lefevre sharing this platform with you from HAITI

13:10:08 From Adam Cole : Adam Cole here from DC - run an crowd-funding micro-finance org Join the Journey.

13:10:56 From fabienne goutier : Hello Everyone! Glad to be back on Nest! From Haiti!

13:10:56 From Will Green : <https://www.linkedin.com/in/willgreen/>

13:11:15 From Tre Hunt : Hey everyone! I'm Tre Hunt of The Afrijob Network, based in Nairobi. Happy to connect: <https://www.linkedin.com/in/trehunt/>

13:11:57 From Rebecca Bregant : Hi everyone, happy to join you here at The Nest.

13:12:01 From Themba Sithole : Hi, Themba Sithole. Progas Zambia, prepaid lp gas distribution

13:12:32 From Rebecca Bregant : This is Rebecca, co-founder of mango solar in Kenya, currently based in Germany. Looking forward to the pitches and discussions!

13:12:46 From Maxime SERVETTAZ : Qwili

<https://qwili.africa/>

<https://www.linkedin.com/in/thandwefika-radebe-82402182/>

13:13:25 From Wisdom Nanor : I'm Wisdom Nanor, a co-founder Goo App, Ghana.

Let's connect; <https://www.linkedin.com/in/wisdom-nanor-3ab80013a>

13:14:55 From Daniel Nolan : Dan Nolan from UNTAPPED, happy to connect (<https://www.linkedin.com/in/dan-nolan-2a660630/>)

13:17:30 From Jessica Colaco : Jessica Colaço from Kenya. My company is in HR and Workforce optimization - www.brave.careers

13:17:47 From Jim Chu : Welcome Jessica and thanks for referring Fiona to us

13:19:07 From MAXIME SERVETTAZ : Phone shall be paid by the companies that make money from smartphones users not by the smarthone owner, that's smart!

13:19:51 From Jessica Colaco : <https://www.linkedin.com/in/jessicacolaco/>

13:20:51 From Jessica Colaco : Welcome Jim 😊

13:20:52 From MAXIME SERVETTAZ : Can we have a demo of the phone?

13:23:04 From Kyra Barker : Hi I'm Kyra Barker, as a Brand + Business Consultant I advise business owners how to anchor on Brand as a competitive strategy. I'm happy to connect on LinkedIn: <https://www.linkedin.com/in/kyrabarker>

13:24:23 From Africa Social Financing Centre -Davis Kambale Tayo : Qwili's business model is very innovative...we think it can be scaled as a discount coupon to other brand of phones...just to take care of customer preferences. Wishing them all the best here in the nest and in future

13:26:37 From Ayo Dawodu : Hello everyone. Ayo from Loystar here, on a mission to digitize retail in Africa. <https://www.linkedin.com/in/ayodawodu/>
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13:29:39 From BENEDICT KULOBA : Qwili's model is Innovative although I have an Issue with advertising metrics they are adopting. Doesn't it compromise user experience considering the market is largely frontier based.

13:30:49 From Rebecca Bregant : Thanks for the great pitch, exciting concept! One question regarding product quality – conventional low-cost smartphones may break faster. Is there some kind of quality assurance, or what's the expected lifetime / warranty? Because you need the phones to last at least 16 months right (if I got it right before)

13:31:34 From Kyra Barker : agreed. especially since he mentioned one of the hurdles hampering smartphone adoption is the perception that there is not enough localized content. it would make sense to double down on partnerships with local creatives

13:32:16 From Raj Kulasingam : using agents to sell is the best model – the main issue is to find an aggregation of distributors

13:36:37 From Runyararo Nyandoro : Recently I've seen COVID-19 impact access to education in Africa, a cheap smartphone would be good for access to the low income brackets.

13:38:00 From Raj Kulasingam : can you sell insurance on the phone with ite

13:39:02 From Runyararo Nyandoro : Interested on the potential impact of the phone of financial literacy and access to financial products and services

13:40:00 From MAXIME SERVETTAZ : Why don't you drop hardware and focus on selling software to phone companies so that they can sell their phones cheaper to low income?

13:46:19 From Ismail Sayeed : Many thanks for organising this high stakes event. As a token of gratitude I would like to share with you all free access to my amazon publications regarding transformation solutions for the post-covid future:

13:46:25 From Will Green : Get LOI from Advertisers / Insurance / Data providers prior to funding.

13:52:43 From MAXIME SERVETTAZ : Hey this is Max:)

13:55:12 From Ayo Dawodu : Lovely innovation with the IOT

13:57:55 From Ayo Dawodu : Haaha

13:59:13 From Dylan Wingrove : What is your cost/month?

14:00:15 From Ayo Dawodu : per transaction or per engagement?

14:03:48 From Raj Kulasingam : the fact that you are incorporated in RSA will deter most international investors – have you thought about establishing an offshore holdco

14:05:25 From Carry Fils-aime : It's also a performance mgmt platform. kudos!

14:06:49 From Ayo Dawodu : How do you handle restaurants chains with existing POS

14:09:33 From Richard Scott-Martin : Convenience stores at garages

with large product skews and multiple promotions going on
14:10:50 From Richard Scott-Martin : "Made-to-stock & Made-to-order"
franchise restaurants
14:11:25 From Richard Scott-Martin : competitors are really
management consulting firms
14:11:36 From Richard Scott-Martin : Differentiating based on
outcomes... clever
14:12:30 From Richard Scott-Martin : Enterprise level selling and
executive engagement is tough - got break consensus decision making.
14:18:48 From Runyararo Nyandoro : IoT and analytics is the future of
POS value added services.
14:21:54 From Tauhir Jardine : <https://www.linkedin.com/in/tauhir-jardine-60908b17/>
14:21:57 From Ayo Dawodu : Nice one Tauhir
14:22:28 From MAXIME SERVETTAZ : Thanks guy!!
14:22:45 From MAXIME SERVETTAZ : Feel free to offer help tot he
comapanies
14:22:53 From Rebecca Bregant : Bye everyone, it was a pleasure, have
a good day!
14:22:55 From Africa Social Financing Centre-Davis Kambale Tayo :
bye
14:23:13 From Karen Muriuki : thank you all
14:23:16 From Fiona Njagi : Great session!