CVPEOPLE AFRICA

PROJECT: WORKNASI (WORK WITH US)

(Kenya, Uganda, Rwanda and Tanzania)

5th November 2018, Dar es salaam, Tanzania

CVPEOPLE AFRICA

House No 68, Msasani Village, Dar es salaam, Tanzania

emwampinge8@gm ail.com

+255712450355

Contract number: 83295971

Processing number (12 digits):15.2148.3-

004.00

Project: Support to EAC Integration Process

Country: Tanzania

Location: Arusha

L

Contents

1.	Executive Summary
2.	Introduction and Background
3.	Objectives of the Project
4.	Did you collaborate with any other organizations? 3
5.	Report of the Project Activities
6.	Outreach of the project (in Numbers)
7.	Describe the Communication interventions
8.	Describe the M & E intervention implemented
9.	Achievements during the project implementation period
10.	To what extent do the outcomes of the project match the objectives of the original
pro	posal? 25
11.	Project's lasting impact and sustainability
12.	Describe the Lesson Learnt during the Implementation of the Project 28
13.	What are some of the Challenges encountered during the Project Implementation 29
14.	What are the Recommendations for the Integration Process from the Project? 30
15.	Next Quarter Work Plan and Budget as per the agreement
16.	Conclusion and Way Forward
17.	Pictures 33

1. Executive Summary

This report narrates the practicalities of CVpeople Africa Tanzania first phase Implementation of the Worknasi (Work with us) project which has been funded by GIZ under the IIDEA programme.

CvPeople Africa would like to report here that it has been able to successfully implement all the activities which were planned for the first phase and the detail thereof are contained in the deliverables session of this report.

The activities included to design and develop an online and mobile booking platform for office spaces and freelance job opportunities; and to facilitate safe and reliable online payment system for securing office space and freelance job done by East Africans.

We were able to buy the Project equipment so as to effectively implemented the project. The grant was also used to contribute to the remunerating staffs who work directly on this project and others who contribute staff time to this project. The GIZ grant also supported the administration costs of CVpeople.

2. Introduction and Background

Due to unemployment, there is a high rise of freelancers and millions of young people in East Africa starting businesses. All of these share the common problem, there is no easy way of accessing work spaces and access opportunities for their businesses.

Worknasi is the project which seeks to create a common ground where citizens of East Africa will be able to easily access flexible work spaces within the region and share business. That will bridge the current gap between the office service providers, freelancers and startups seeking office spaces and freelancing job opportunities around East Africa. Through this project, we bring technology in a simple and easy to use packages, that is through smart mobile phone for East Africans in this sector with the view of bridging the gap of unemployment while at the same time bringing EAC integration closer to the people.

We believe this will create a sense of unity and promote the free movement of people, labor, and finances within East Africa. One does not have to worry about having an office spaces wherever he/she moves to another East African Country or finding a skillful person to outsource a certain work or project to since he/she can work with anyone in East Africa. The project is made possible by the provision of free movement of the people, services and goods across East Africa through the EAC Common Market Protocol. The application of no visas for East Africans traveling in the region further supports the implementation of this project. The right to work freely by East Africans in any East African Countries also makes this project timely and needed for East Africans.

3. Objectives of the Project

The goal is to facilitate online office space acquisition and promote online freelance job opportunities in East Africa. The objectives of the projects are: -

- 1. To design and develop an online and mobile booking platform for office spaces and freelance job opportunities in East Africa;
- 2. To facilitate safe and reliable online payment system for securing office space and freelance job done by East Africans.
- 3. To provide access for easy search for skilful freelancers, start ups and job seekers in East Africa to work together;
- 4. To enhance communication and marketing of the platform

4. Did you collaborate with any other organizations?

For the first phase of the project implementation, all the activities where on the building the technology (website and mobile applications). However that didn't prevent us from starting establishing relationship with different stake holders and organisations from the East African countries for future collaborations.

We have already started the collaboration with two organisation from Tanzania and Rwanda.

Rwanda.

The first organisation is Africa Leadership University (ALU). African Leadership University is the leading education organisation in Africa focusing on training and preparing young African to be leaders in Leadership, business and entrepreneurship. It is training the brightest young people from all African countries. Their graduates are regarded as the best in Africa.

We do believe that their students can help East Africa grow by sharing their skills by way of working as freelancers through Worknasi platform. We are looking forward to working with the student organisation and management in general to realize this dream.



Worknasi's project Lead visiting African Leadership University in Rwanda.



Mr. Edgar Mwampinge, Project Lead at Worknasi and Mr. Edward Mbewe, President of African Leadership University Student's Organization after a successful Meeting.

The second organisation is KLAB Rwanda. KLab (knowledge Lab) is a unique open technology hub in Kigali where students, fresh graduates, entrepreneurs and innovators go to work on their ideas/projects to turn them into viable business models. We are seeking to collaborate with them to help us to introduce Worknasi into Rwanda entrepreneurship ecosystem.



Mr. Edgar Mwampinge, during his visit at KLab-Rwanda.

In Tanzania,

Worknasi enjoys great relationship among the whole innovation ecosystem. The project Lead Mr. Edgar Mwampinge has worked with different stakeholder of the Technology and entrepreneurship ecosystem and he is well respected among the ecosystem. Through that Worknasi has established great relationship with other organisations such as Sahara ventures, SmartCodes, SmartLabs, Buni Hub, Seedspace to name the few. All these organisations are dealing with youth, innovation, entrepreneurship, technology and workspaces in Tanzania.

In Kenya, we are currently into contact with The Kijiji. The Kijiji is home to a growing community of individuals and organisations who are creating a better Kenya and beyond. They provide their members with a space to work, peer-to-peer interaction, business services and learning through programmes and events.

We have identified some organisation in Uganda as well called Outbox and we will soon be in contact with them to start conversation on the collaboration possibility and we strongly believe it will turn out well soon.

5. Report of the Project Activities

What has been implemented as per the work plan agreed? Report on the different activities implemented, dates, venue, objectives, and number of participants, output and outcomes as well as results plus pictures. Please number the activities accordingly.

Our project activities are focusing on the four objectives of the project. At this phase we were focusing on the first two objectives of the project and all the activities we did were under the first two objectives which were;

1. To design and develop an online and mobile booking platform for office spaces and freelance job opportunities in East Africa;

2. To facilitate safe and reliable online payment system for securing office space and freelance job done by East Africans.

Under Objective one, the following activities were successful implemented.

1. Data base development and deployment

The database was designed and developed successful to handle all the data per international standards requirements to make sure the users data are secure. The consultants and Cvpeople team worked hand in hand to make it a success.

2. Web system development with all features

The website with all the required features were developed and just few functionalities have remained for it to done by 100%. The system is a bit complicated and it has to take a bit longer and the team is working day and night to make sure it is completed on time. Currently users can use it since all the basic features are already done.

3. Web service (Application API development

The APIs to link between website and Mobile applications were developed successful to make sure the actions in the web is in correspondent with the actions taking place in the mobile Apps. The team adhered to the international standard of designing.

4. Android and IOS Mobile app development & deployment

-Design (Wire frames MockupsUI/UX)

Our head of creative worked hand in hand with the consultant to design the mockups (the look) of the app before the development starting to make sure that the apps have the best user interface and have the best user experience as well.

-Development (local database, notification app logic & network client)

After all the mock ups completed, the consultant proceeded to start developing the Apps and linked them with the web through the APIs designed. Currently we are finishing some development while testing and fixing some bugs.

5. Analytics Tools deployment

Analytics tools were designed for all the dashboard and the super admin dashboard to enable the real time insight of the performance and the outcome of everything as well as to understand what works better and what doesn't.

6. Testing and Bug fixing

The testing and retesting of all the platform, is an ongoing process to identify the loopholes and to make sure that the platforms function well every day. Through out the development process the testing and bug fixing were carried out and it will continue to be day on daily basis until the system stabilizes.

Currently the website is live and you can access it through the following link

https://worknasi.com/

For the mobile application, the android version is ready in the play store and you can download it here

https://play.google.com/store/apps/details?id=com.worknasi.worknasi

These are some of the screen shot of the website and mobile App

1. Landing page of the website



Looking for?



Find Office Spaces around Africa



Sahara space
Masaki | Mlimani City | City
Centre Dar es salaam, 14111,



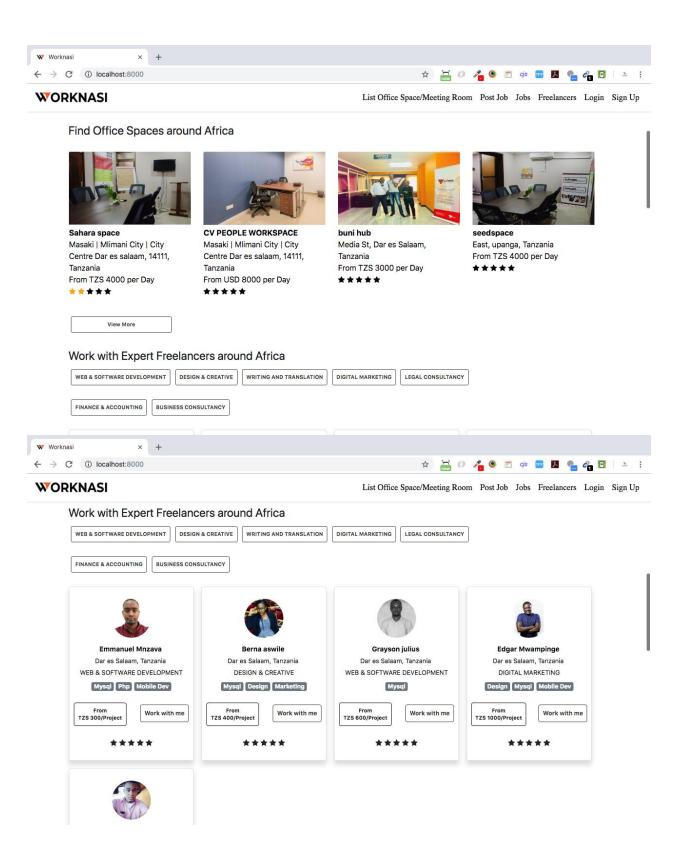
CV PEOPLE WORKSPACE Masaki | Mlimani City | City Centre Dar es salaam, 14111,

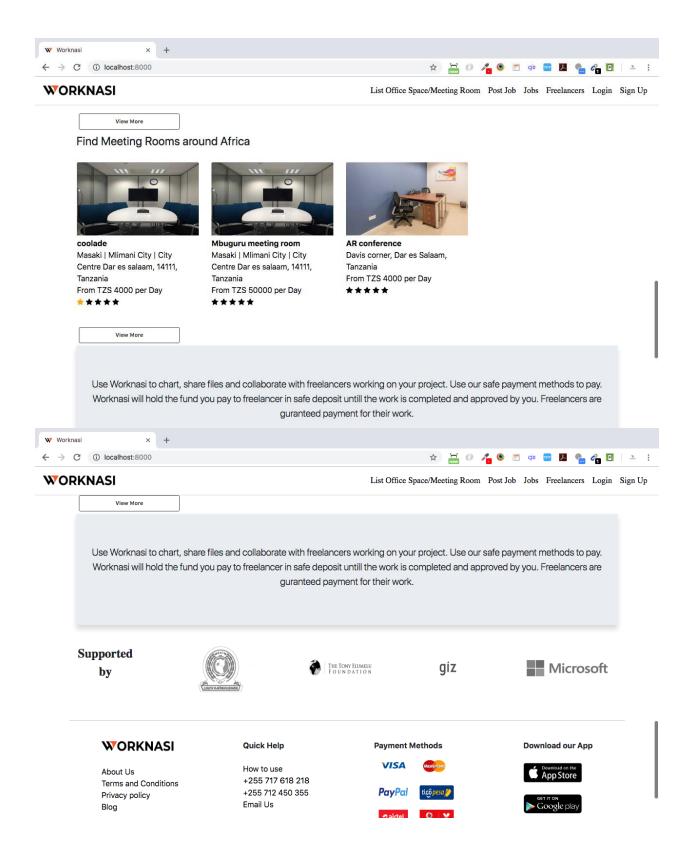


Media St, Dar es Salaam, Tanzania



seedspace East, upanga, Tanzania From TZS 4000 per Day



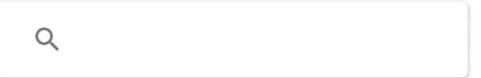


The following are the screen shots of the Mobile Apps. They will be live in the next one week since the publishing take some long procedures. The developers will provide us with the link one they go live and we will share the links to download them. You can get the glimpse of it through the following screen sho

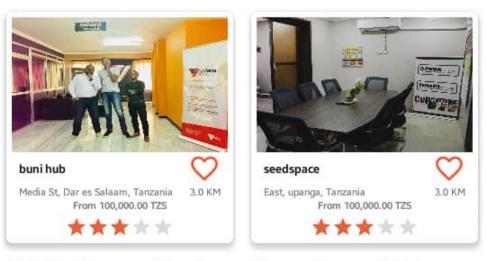


Looking for?





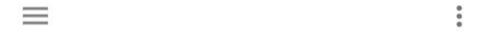
Office spaces and Meeting rooms around Africa



Work with expert freelances from all around Africa









Office spaces and Meeting rooms around Africa

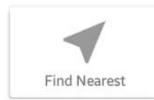




Work with expert freelances from all around Africa





















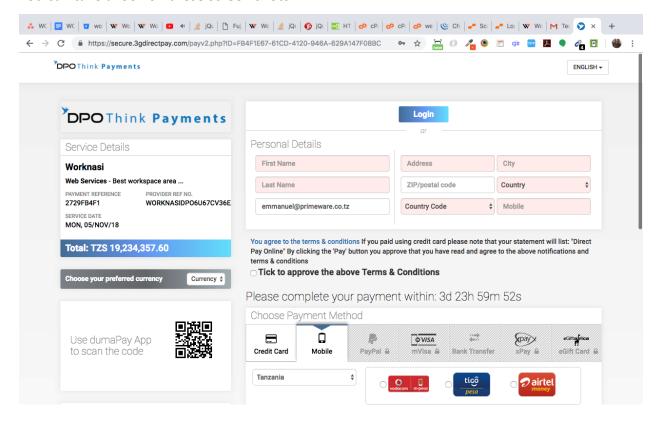
Under objective two, the following activities were implemented successful,

- 1. Configuration of payment gateway
- 2. Escrow account development
- 3. Testing

This is done aby 98% we are currently testing and retesting it to make sure it works perfects. We have integrated with Direct Pay Online (DPO) which is the best and most secure payment gateway in Africa with headquarters in Nairobi Kenya.

A person can choose to use his favourite payment method he want to pay for the office space, meeting room or freelancing service. Payment methods available includes All mobile Money payment (Tigopesa, Mpesa, AirtelMoney and MTN Money), Visa Card, Master Card and Paypal.

You can take a look on these screen shots.



6. Outreach of the project (in Numbers)

While building the platform we decided to start informing our target users of what we are building for them wherever we get a chance. This was done through different ways such as attending various meet ups in Dar es salaam, Tanzania and Kigali Rwanda. We talked about the project to various stakeholders and prospected users and customers. We also created a portal to collect information such as emails and other contacts of the people we reached and make them join our email database waiting list so that we can easily communicate and inform them when the platforms goes live.

The events we attended are; YouthConnekt Africa in Kigali Rwanda. This is the event which gathers youth from all over Africa to discuss youth issues such as employment, Leadership and

entrepreneurship. Sahara and AfriLab annual gathering; Innovation in the data age event, in Dar es salaam Tanzania. This is one of the biggest innovation event in Africa. This brings together different innovation stakeholders in Africa such as innovation hubs, investors and startups.

We have been attending a Founder to Founder event, which is a monthly event organized by SmartCodes which is a youth led successful digital agency in Dar es salaam, which brings together successful start-up founders from the Dar es salaam entrepreneurship ecosystem and the aspiring entrepreneurs and innovators. Us being among the founders we have been invited to all those events and used that opportunity to speak about the project.

Currently our database have more than 353 people on our waiting list.

324 Joined as freelancers, where by 202 are Men and 122 are women

28 joined as office owner whereby 25 are Men and 3 women

Clearly, we need more great strategies to meet more women, and in our second phase which will focus on outreaching out, we will give special attention to this.

Various Communication intervention were used to help collect those people in our database of our waiting list as described below on the communication intervention.

7. Describe the Communication interventions

What have you conducted? Describe the output, outcomes and results achieved with pictures, media clips, videos, links etc.

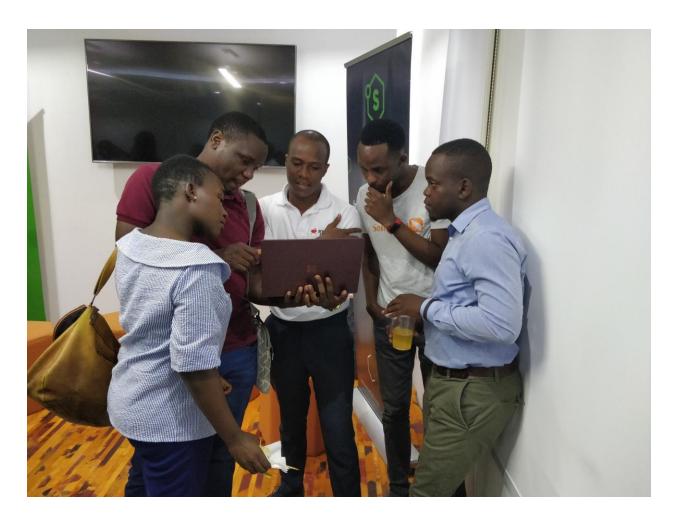
Although at the first phase of the project the main focus was on the first two objectives, but we have been communicating about the project to various people from the stakeholders, community and the targeted users at large.

We have used different communication intervention to communicate about the project to our target people to inform them about our project and register them in our waiting list email database.

As mentioned earlier, we attended various events and also reached out to various stakeholders in entrepreneurship and innovation ecosystem in Tanzania and outside so that we can leverage on their network to easily reach out to our target customers and users.

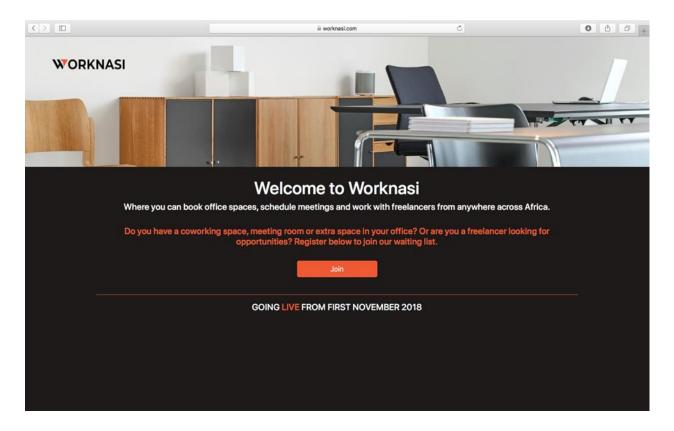


Mr. Edgar Mwampinge, Worknasi project Lead, Ms Naike Moshi, MD at CvPeople, in meeting with Mr. Jumanne Mtambalike, CEO at Sahara Ventures, Sahara Sparks and Sahara Accelerator. The aim of the meeting was to inform Mr. Jumanne about Worknasi and ask his help to introduce us to stakeholders in other East African countries who can help us reach to their country successfully and easily.

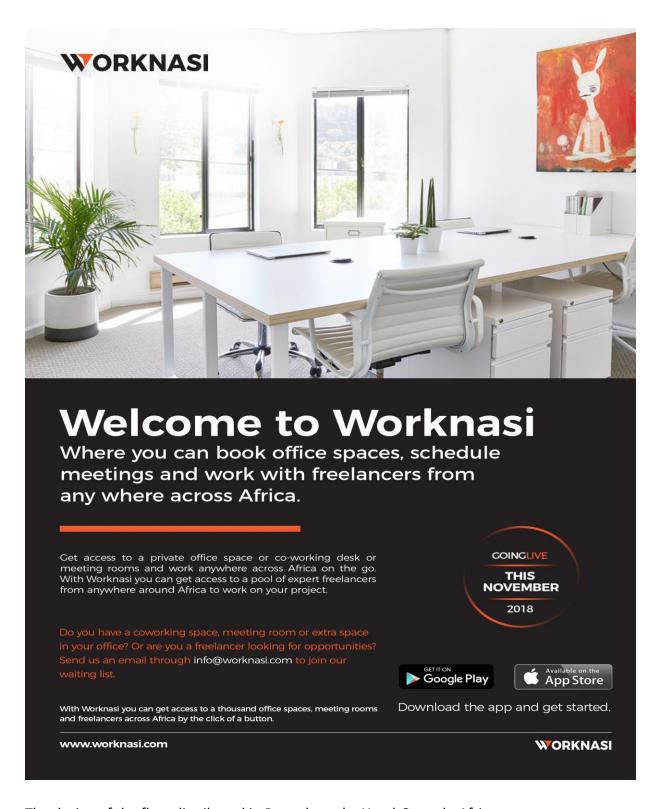


Mr. Edgar Mwampinge and Mr. Albert Secha showing the platforms and explaining about Worknasi to Mr. Edwin Bruno, Founder and CEO at SmartCodes and one of Forbes 30 under 30 in 2016, Mr. Isaya Yunge, Founder and CEO at SomaApps technologies, and Forbes 30 under 30 2018 and Ms. Tully Mwampanga, Manager at Ndoto Hub and Shule Direct. They are all very influential in innovation and entrepreneurship in Tanzania and Africa

In events we also used printed some flyers to inform our target users. flyer we designed to inform them about the project and ask them to join our waiting list. The overall objective of the flyer designed was to inform people about the project we are working on and how they can benefit. It also had a call to action which was asking them to join our waiting list and so that we can notify them once the platforms are ready to use. We targeted office owners and freelances.



The portal designed to collect information for the prospected users while we are working on the actual product.



The design of the flyer distributed in Rwanda at the YouthConnekt Africa event.



Mr. Edgar Mwampinge with the flyers at GIZ exhibition stand during the YouthConnekt Africa event.

We have our social media accounts already for communicating about our project. The social

medias we have created includes, Twitter page, Facebook page, Instagram, LinkedIn and

Medium

Twitter: https://twitter.com/worknasi

Instagram: https://www.instagram.com/worknasi/

Facebook: https://www.facebook.com/worknasi/

Medium: https://medium.com/@worknasi

LinkedIn: https://www.linkedin.com/company/worknasi

8. Describe the M & E intervention implemented

Please describe the output, outcomes as well as results attained (include pics etc.)

To make sure that everything is done correctly and with the speed, we decided to have two

meetings with the developers every week. Fridays were for accessing the development and

testing what have been built. Monday was for the briefing on what is going to be built in that

week.

We also committed the whole team to be accessible through the phone and email throughout

the week and weekends to respond to any inquiry. We did this to ensure that not only we are

building in a speed but we adhere to the highest quality so that we can build a platform which

is at the international standard.

24

Every feature built had to be tested and passed by the whole team before moving on to build the next feature. This insured that every feature designed and built is done perfect.

9. Achievements during the project implementation period

Outline and explain the achievements and showcase the success stories registered during the project time frame. See below the table for projects achievements registered during the project elaborated for specific activity.

Overall we can confidently say that the first two objectives which we are implementing at this first phase was a success. Despite time being not enough but our committed team did and amazing job. The platforms are ready and we are testing and fixing few bugs and within a week from the time of submitting this report they will be ready by 100%.

Not only that but during the implementation of the first phase we were able to communicate about the project to the prospected users and stakeholder in East Africa wherever we had a chance to do so. This also gave us the greenlight and assurance that what we are building is much needed in the region. Also it gave us a chance to understand from the users perspective what exactly is needed and we have build exactly that.

10. To what extent do the outcomes of the project match the objectives of the original proposal?

Please further indicate to what extent (in %) you fulfilled every single objective of the original proposal and briefly elaborate on that.

In the first phase of the project we were implementing the first two objectives of the project. Those objectives are;

- 1. To design and develop an online and mobile booking platform for office spaces and freelance job opportunities in East Africa;
- 2. To facilitate safe and reliable online payment system for securing office space and freelance job done by East Africans.

We can proudly say that we the outcomes are excellent since we were able to implement successfully all those objectives.

- -Objective one is done by 95% at the time we are submitting this report and in next one week it will be done by 100%
- -Objective two is done by 98% and the rest 2% is for testing to make sure that it is working perfect and is maximum secure.

3. Project's lasting impact and sustainability

To ensure that the project continue to impact the East African people even after the GIZ support, we have put in place different strategies to help us continue well beyond GIZ support. First there will be little charges as commission from the users. This will help us generate revenue and support our operation.

Second, we have already started applying for funds from different development partners. And we are also considering on investment funds from Angel investors. On November we are expecting to participate on African Angel Investors summit in Maputo, Mozambique. The plan is to start building relationship with Angel investors so that we can easily raise fund from them when time come.

<u>OUTPUTS</u>: Detail all Planned and actual activities carried out during the reporting period and the actual outputs. Explain any deviation between the planned and actual activities and propose follow-up actions.

Description of activities	Output targets			Level of achievement	Explanation (s) / Performance / Remarks
planned for	Planned		Achieved	(achieved/planne	
the reporting				d) in per cent	
period					
-Database	-The	web	✓	Up to the	Our development team
development	system	and		reporting time this	worked day and night and
and	mobile			is done by 95%	all weekends to make
deployment	application			and within next	sure the development
-Web system	developed			two weeks it will	works are completed in
development				be done by 100%	time without
with all					compromising the quality.
features					Despite starting late but
- Analytics					they did an amazing work.
tools					Currently we are testing
deployment					and re-testing the system
-System					to make sure everything
testing and					works perfect.
bug fixing					
-Android and					
IOS mobile					
Application					
development					
and					

deployment					
-Online	-Payment	✓	This is done 98%,	This is one of the critical	
payment	gateway for		and we are just	system because it involves	
system, E-	settlement of		testing and re-	security for the	
Wallet	payments		testing to make	transaction hence the	
integration	developed and		sure it works 100%	team spent much time to	
and	functioning.		without any	study different payment	
development			loopholes	gateways to choose the	
				best one to deploy and	
				work with. We believe	
				that we have developed	
				the best system.	

4. Describe the Lesson Learnt during the Implementation of the Project

The below are some of the lesion learnt during the implementation of this project so far:

- Majority of youth in East Africa are consumers of the internet, but are yet aware of the big opportunities which comes with it including freelancing jobs.
- More initiatives are needed to realize the dream of East African community including people seeing themselves as one. Currently, many people don't identify themselves as East African, hence it become hard to trust others who are not from their countries especially when it comes on doing business together
- Through this project, we confirmed that there is a huge big opportunity in freelancing and online jobs. The best part is that some of the East African countries have already realized that and they have started an initiatives to prepare the youth. Kenyan

government through Ajira Digital initiative is the best example and it is high time now to make that initiative as East African Community initiative.

- Another lesson learned is that, worknasi project has come in a right time and it will
 much help the East African people grab the freelancing job opportunities and bring
 them more closer as they are working together.
- Lat lesson we learned was that young people of East Africa are capable of doing a lot,
 and we are happy that our project is executed by young people for young people. They
 have the skills and the will to do big things given an opportunity and trust.

5. What are some of the Challenges encountered during the Project Implementation

Please list the biggest challenge on top and sort the others in descending order.

Describe problems / obstacles that were encountered during the reporting period and what was done to overcome them.

1a. Obstacle: One of the biggest obstacle we discovered is that most East Africans doesn't well understand the concept of freelancing and the opportunities which comes with it. Some of them are already working as freelancers but they don't understand that they are freelancers.

1b. Solution: We are using the educating marketing strategies in most our engagements and we have identified soome of the organization working with youth in the area of skills development, employability and online jobs opportunities. For examples, we are now contacting Ajira digital organization (https://ajiradigital.go.ke/home) which is an initiative by the government in Kenya to prepare and educate young people about freelancing and online jobs opportunities. They are conducting trainings and workshops to educate the young people and we are looking forward to partner with them. In Tanzania we are partnering with

some of the organization such as Tanzania Developers Community to educate them about the opportunities as well.

- 2a. Obstacle: Most office owners in other East African countries are skeptical about working with us because we are not operating from their countries. This shows that there is still not much trust among the East Africans people.
- 2b. Solution: We had to mentions the organization which supports us including East African community and GIZ for them at least to continue with the conversation with us. We are also looking forward visiting them physically in their respective countries. We hope that after listing few spaces from those countries we will gain much trust.

6. What are the Recommendations for the Integration Process from the Project?

The following were the recommendations from the implementation and consideration for the project;

- 1. All East Africa Community countries should have the initiatives like Ajira Digital which is implemented by Kenyan government to educate, train and prepare young people on taking the freelancing job opportunities. The initiatives must also highlights the freelancing opportunities available in all East African countries and make them open to everyone from East Africa.
- 2. More dialogues and initiatives which brings East African together in doing business are needed so as to gain more trust of working together and doing business together as one regardless of where we are located in the East Africa.
- 3. It should be emphasised to the East African people to identify themselves as East African rather than their respective countries. Some major initiatives like East African passport is a great move. This will help much in people trusting each other more especially in doing business together regardless of the resident of the company or person in an East African country.

7. Next Quarter Work Plan and Budget as per the agreement

Planned Activities	Objectives	Output	Budget Line	Responsible
			(extract from	
			the agreed	
			budget)	
1.1 Recruiting office	Ojective 1	1. Availability of		1. Project
spaces and to	1.0 To provide	well-functioning	TZS	Lead
register in the system	access for easy	web App and	4,000,000.00	2. Creative
1.2 Recruiting	search for skilful	mobile Apps where	4,000,000.00	and
freelancers to	freelancers, start-	freelancers and		marketing
register in the system	ups and job seekers	office owners can		lead
	in East Africa to	register their		3. System
	work together;	profiles and office		administrat
		spaces		or and
		2. Availability of		customer
		payment gateway		support
		for settlement of		
		payments		
2.1 Design and dev		1. Communication		1. Project Lead
elopement of the		materials designed	TZS	2. Creative and
project brochures	Objective 2	and developed and	32,027,300.00	marketing lead
2.2 Design and	2.0 To enhance	printed		3. System
printing of the	communication and	2. Launching event		administrator and
project banners	marketing of the	done		customer support
2.3 Conducting a	platform	3. Digital marketing		4.Volunteers
one-day project	Piatioiiii	strategy		T. VOIUIILEEIS
launch		implimented		
2.4 Design of a 15				

minutes project		
video		
Attending at least		
three regional event		
for marketing and		
promotion of the		
project in East Africa		

8. Conclusion and Way Forward

The project is coming along very well, and our team is very committed to make this project the biggest success. Despite that the first phase of the implementation was mostly internally as we were building the platforms but wherever we had the chance to communicate with the prospected users, they were so much excited. The next phase which will be even more exciting since it will see the real and actual impact to the East African citizen as they will start using the platform as freelancers or office seekers. Our team is also excited and we can't wait to see our first user.

9. Pictures

Some of the pictures



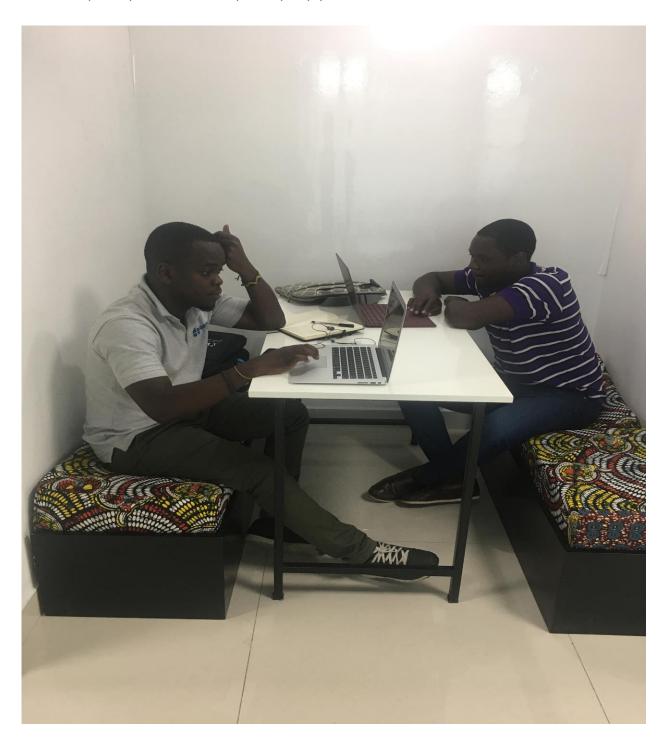
Mr. Edgar Mwampinge, Worknasi's project Lead at the Sahara Spark& AfriLabs event in Dar es salaam October 2018



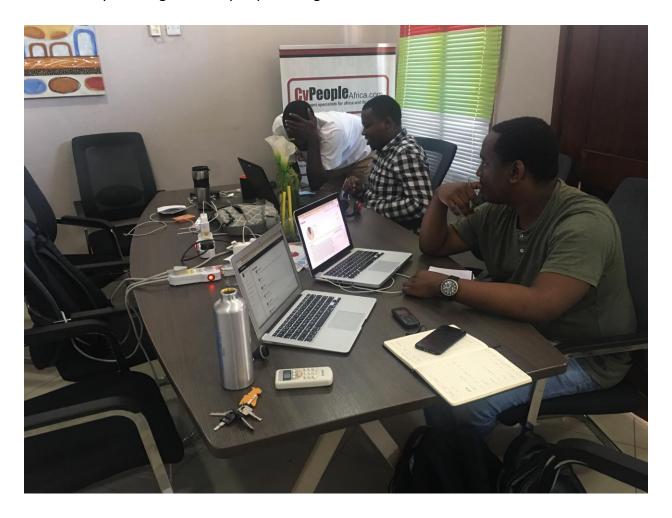
Mr Edgar Mwampinge, Worknasi project Lead with Mr. Innocent Who is a Seedspace Coworking space manager during the visit at the Seedspace to talk about Worknasi and collaboration.



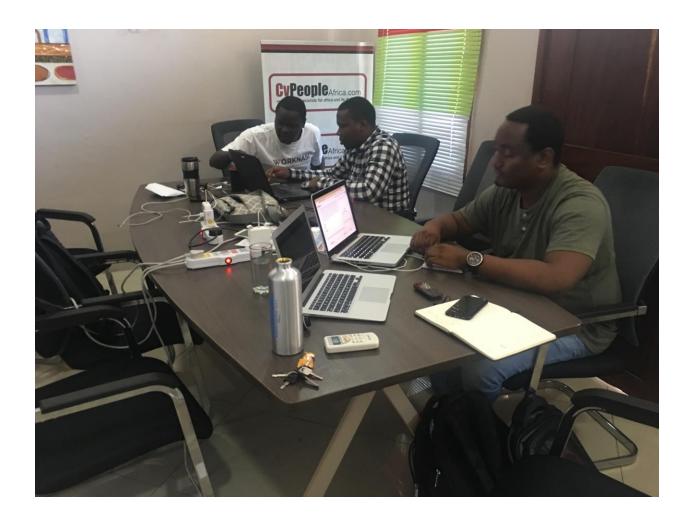
Mr Edgar Mwampinge, Worknasi project lead at the World Bank-Tanzania offices. He was invited to participate on the End poverty day-youth and the future of work.



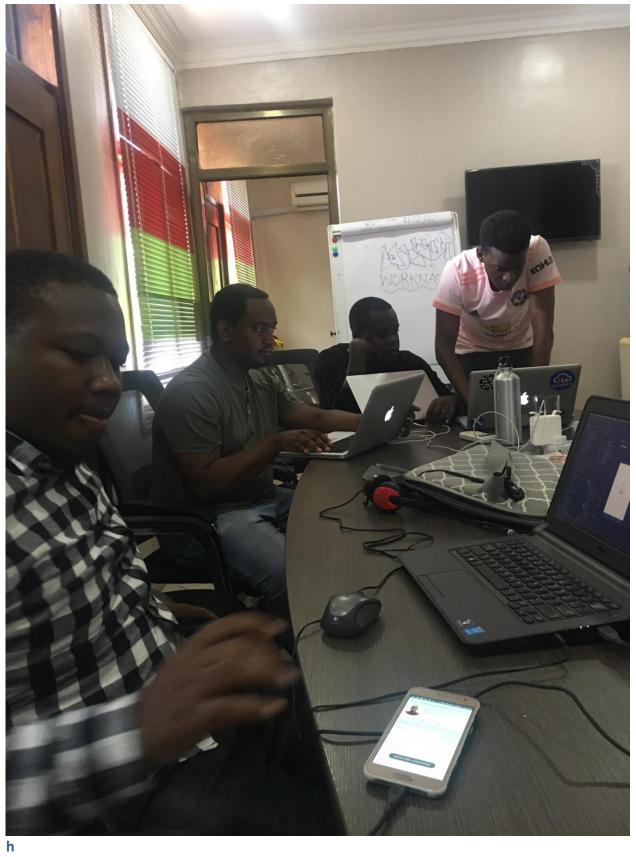
Mr. Albert Secha-Worknasi's Sytems adminstrator and Customer Support and Egar Mwampinge-Worknasi's project lead working from Seedspace coworking space in Dar es salaam. They're doing what they're preaching.

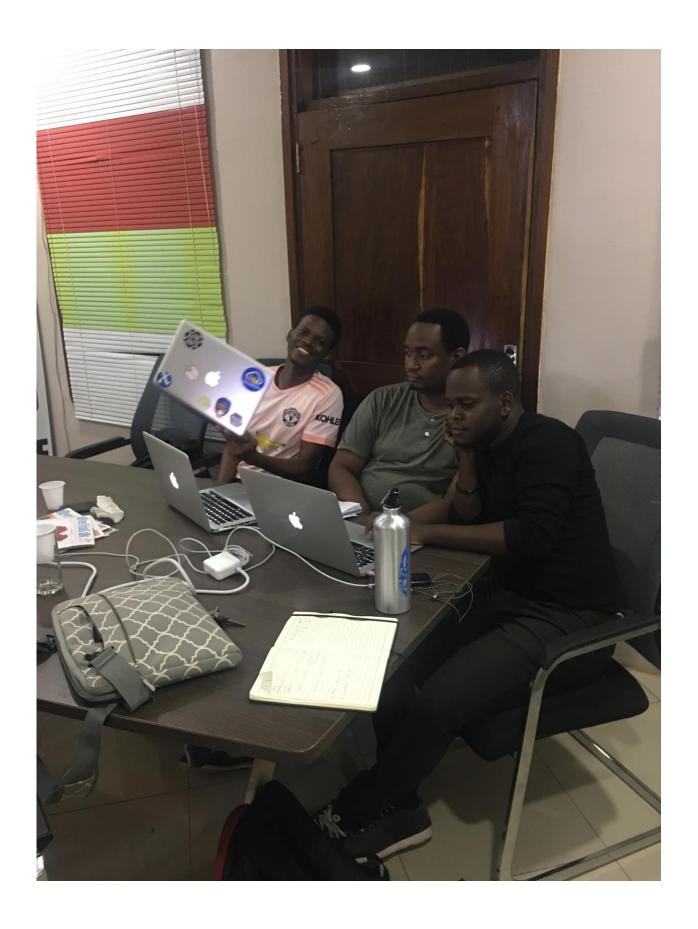


One of the weekly brief meetings to review the progress of the project with the consultants who built the website and mobile Application.













The IIDEA partners from the EAC Partner States, Kenya, Tanzania, Rwanda and Uganda during the YouthConnekt Africa event in Kigali Rwanda.