# Introduction

## What is a digital Identity?



Digital Identity refers to a set of personal attributes stored in computer systems which can be used to identify an entity such as a person, organization, application, or device. These identity components are routinely created or collected, used, shared and stored by organizations as part of their business model, operations, and access management.

There are threats that come with the use of digital Identities. This is why a trusted digital Identity is very Important and with some digital IDs, that safety isn't guaranteed that's where digital identity transformation comes in.

## What is Digital Identity Transformation?



Digital Identity Transformation in part refers to an improved identity and access management (IAM) program which provides users and devices with secure and easy access to enterprise resources.

To improve DIT the concerns must be considered; Identity theft and fraud, Poor access management and reduced security, High administrative and overhead costs, Poor user experience and productivity, etc.

Verified.Africa has successfully mitigated these Issues but Digital Identity Transformation is not a quick process nor is it a one-time event. Continuous assessment, monitoring, and improvement is necessary to ensure an organization continues to transform its digital identity

management practices as threats, business processes, and regulations change. We look forward to inculcating future changes in our work with Verified.Africa's API.

### **Our Problem**



Overtime, Nigerian startups has suffered lack of funding due to the economic recession and also due to the pandemic. Consequently, millions found themselves reliant on smartphones and computers to socialize, work, attend classes, shop, and transact business from the comfort of their homes, leading to a technology boom.

In a recent article published on Punch we read "In fact, according to the firm, funding to Nigerian start-ups declined by 30 per cent in June."

Also, oftentimes venture capitalists, other investors and intending partners and customers find it hard to verify if the startup they are interested in is a legitimate and **verified** business thus making it hard for them to make a decision.

We aim to expose the startups both to investors and to relevant information they need by bringing all the verified Nigerian startups together in one place and making that one place known and in return we hope to get a chain reaction like we experienced in 2020.

In October 2020, Lagos State-based Paystack was acquired by an Irish-American financial services company, Stripe, for \$200m. This was soon followed by the payments startup, Flutterwave, receiving a \$170m grant. Now, the company is valued at more than \$1bn. Also, many of the early Paystack team, the 'Paystack Mafia,' are starting and scaling their next companies. For example;

- <u>Abdulhamid Hassan</u>, CEO of <u>Mono</u>- Mono raised a \$15m Series A round to build the Plaid of Africa.
- <u>Idorenyin O.</u>, Co-Founder of <u>Grey (YC W22)</u>, letting Africans create digital foreign accounts to send and receive international payments. After getting into Y Combinator they raised a \$2m seed round

- <u>Femi Aluko</u> and <u>Olumide Ojo</u>, founders of <u>Chowdeck</u> a food delivery startup which joined the most recent YCombinator batch.
- <u>Emmanuel Okeke</u>, Co-Founder and CTO of <u>Brass</u> building banking solutions for SMEs. Brass closed out a \$1.7m round last year to expand to Kenya.
- Jimmy Kuassi, co-founder of Moneco (YC S22), a neobank for African migrants in Europe, which joined the latest Y Combinator Batch.
- Obi Ik, founder of Alvative, which provides startups with junior and medium technical support teams.
- The Paystack founders, <u>Ezra Olubi</u> and <u>Shola Akinlade</u>, have both gone on to invest in most of the Paystack mafia companies and many other fintechs.

I think we'll see these founders create the next set of success stories in Africa, and the flywheel will be in motion.

With this, you'll agree with me that Nigerian startups are bombs waiting to explode as Just one acquisition has caused massive waves on Africa's tech ecosystem.

We believe the next startup to cause this kind of chain reaction is somewhere out there and our app aims at making them visible.

### **Our Solution**



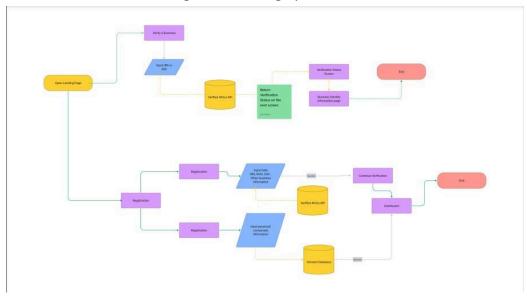
### **Verivent (...All startups in one place)**

Our app basically connects Investors (Venture capitalists and government) to verified Nigerian startups, we also verify the startup Owners Identity using Verifieds API. Verivent is a web app created with Bootstrap, Django, and Python (Machine Learning).

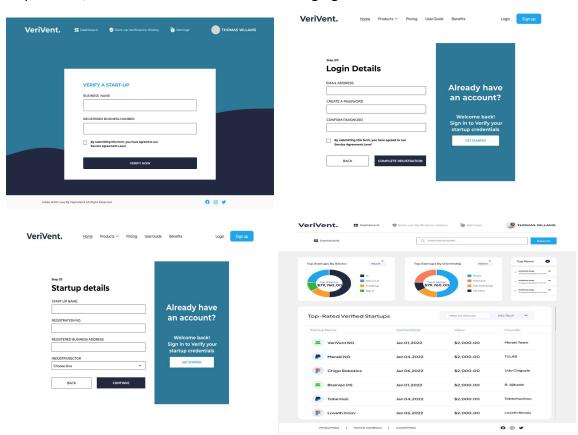
Verified API plays a key role in our solution ensuring that the startups as well as the founders are verified in a secure way.

# How did we go about it?

Step1: We created our user flow to guide our design process



Step 2: Next, we created the user interface using figma



Step 3: We then extracted the HTML and CSS codes using teleporthq and we wrote the backend code that links Verified Africa's API to the web app. The API was used for the verification of the business RC number and the owners Identity using their NIN.

# Step 4; (Added features);

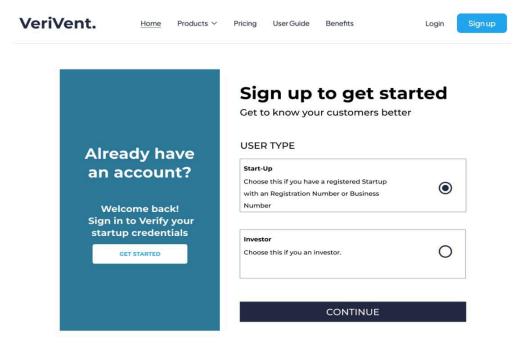
- **News to Startups:** We offer the latest news that could help startups. This serves as an enlightening platform to them, exposing them to more investors and government news concerning them.
  - For example some startups might not know about the recent Startup Act which aims on helping Startups especially in the early stages.
- Categorization: We grouped startups based on their field e.g Finance, Technology, etc.
  We strongly believe that the next big startup would be technology related and could be
  in the domain of sustainable energy or a company implementing AI services for example,
  predictive maintenance. This belief is reinforced by the recent Startup Act by the
  Nigerian government which favors "technology related talent".

So, we used firstly unsupervised learning to cluster a dataset containing description of startups and then having gotten labels, used supervised machine learning to group startups based on their description into Sustainable energy category and Tech category. We aim to add other categories over time.

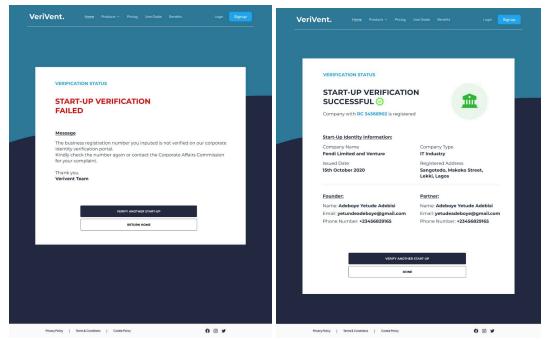
This categorization also helps investors looking to invest in a particular domain, for example Elon musk had an interest in sustainable energy and in 2016 Tesla acquired solar city and reorganized its solar business into Tesla Energy.

## **Using our App**

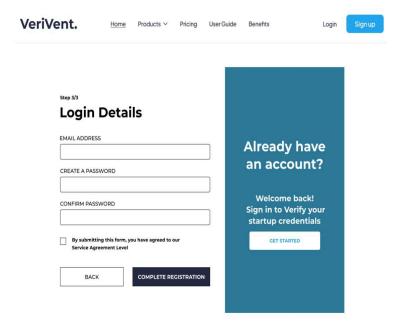
User signs up as either a startup or Investor, see sign up page below;



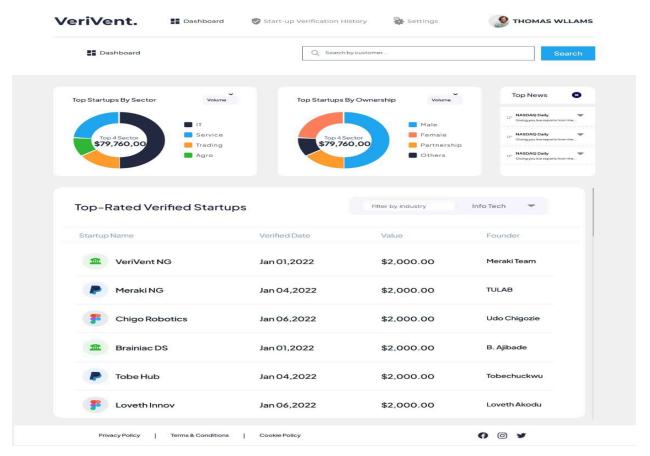
After inputting all the details, we then verify the Identity and owner before we accept or reject them into our app. See below for our acceptance message;



If accepted, the user can complete sign up by inputting other business details



and start exploring right away!



# **Challenges Faced during the Hackathon**

- 1. Time Change of the Hackathon: Although the Hackathon was for three days, the main challenge wasn't the amount of days but the days it fell upon. Earlier, the hackathon was scheduled to start Saturday 5th November and run till Monday 7th November where most of the hacking would be during the weekend. But It was moved and started on Monday 7th Instead. This affected us as some of our team members were working and couldn't give their 100%.
- **2. Integrating Verified.Africa's API**: Due to technical difficulties, the verified api offer wasn't available for use till the last day of the hackathon which left us with a smaller time frame to familiarize ourselves with the API and implementing it.

# **Future Improvements on Verivent!**

- We believe that to keep the space interactive there could be a space within our app where startups interact and similar startups could discuss some problems in our app.
- We also want to give startups the ability to set their status to 'IOOKING FOR INTERNS' (LOFI) such that interns who know about the app could also apply for internship roles.
- We also plan on a **Premium**;

When a startup obtains a premium version, they get some added features like

• **Investor Sources**: We source for Investors and then display possible Investors to startups.

#### Conclusion

There are lots of amazing startups out there with great Ideas, some aren't visible to the right audience so they might not get the chance to sell their product, most of them lack funding and the state of the country makes it harder.

We believe the Startups in Nigeria have capability for great Success as seen from previous stories and Verivent will be the root of more of Such stories.