

2020 Seed Internship Opportunities - Other

A Note about Seed Network Companies



Each company listed below has had a leader/CEO that has completed the Stanford [Seed Transformation Program \(STP\)](#), a one-year intensive leadership program for entrepreneurs in developing and emerging markets.

Conducted largely outside of the classroom, this high touch one-year leadership program challenges entrepreneurs to assess their company's vision, redefine strategies, and make ambitious changes toward exponential growth that will drive impact through their products, services and job creation.

As a Seed intern, you will have the opportunity to work with a Seed Network company to implement a portion of their transformational growth plans through one of the projects listed below.

2020 Seed Internship Program Opportunity

Company name: DreamOval Ltd.

Website: www.dreamoval.com

Project type: Other

Project location: Accra, Ghana

Specific requirements: Proficiency in React, React native, understanding of microservice infrastructure, familiarity with the use of APIs, experience with using a test framework

Internship eligibility requirement: All Stanford students may participate (Stanford undergraduate and graduate students, including MBA, MSx, MA, MS, and PhD students)

About the company

DreamOval Ltd. was co-founded in 2007 by four Ashesi University alumni. We build smart cloud and mobile software solutions in the finance sector and other industries in Ghana and Africa to enhance processes, stimulate trade and create wealth. Through our innovation and products, individuals and businesses have access to smart technology solutions.

Project Description

We have designed a digital banking and mobile money platform to drive financial inclusion in Ghana and Zimbabwe. We are expanding to other African countries in a couple of months. This financial application, Slydepay, has three main actors: end-users, merchants and small-to medium-sized enterprises.

This project is targeted at merchants and businesses with online and in-store presence. Merchants receive payments from multiple payment sources including cards, mobile money, Slydepay (the end-user app) and bank accounts. We need to streamline merchant operations from account opening to when their customers pay in the store or online and then to the point where we settle their bank accounts with the funds collected.

We want to transform onboarding, payment processing, settlements, reporting, and after-sales support.

This project will require the intern to:

- Assist the product team in brainstorming on options and building a 360 merchant payment processing system
- Assist the development team build and migrate existing merchant features and data to our new infrastructure
- Work with the merchant superiority team to develop the best in class training and operation manuals

- Work with the products, marketing, and customer support teams to track merchants' journey with our solution
- Set up monitoring and reporting infrastructure

2020 Seed Internship Program Opportunity

Company name: Printstop India Pvt. Ltd.

Website: www.printstop.co.in

Project type: Other

Project location: Mumbai

Specific requirements: Data analysis, excellent communication skills

Internship eligibility requirement: All Stanford students may participate (Stanford undergraduate and graduate students, including MBA, MSx, MA, MS, and PhD students)

About the company

PrintStop's mission is to transform the print procurement process for large enterprises and reduce the stress in the lives of those buying print. If you want to learn about opportunities in the growing B2B SaaS space, know India by interacting with our multicultural workforce, and engage with senior members of large Indian companies, apply right away!

Project Description

PrintStop offers three distinct technology products namely PRO Admin, PRO Marketing, and PRO BrandStore, which solve the needs of the admin, marketing and HR teams respectively. PrintStop's 150+ customers are large, multilocation enterprises across India in BFSI, pharma, telecom, manufacturing and many such sectors, and include companies such as Siemens, Xerox, Dr. Reddys, Deloitte, PayTM, Yes Bank, Firstsource, HDFC Ergo, Randstad, Tata Capital, SBI Life, Magicbricks, Aadhar, Proptiger, Infoedge, JLL, OYO, Marsh, HDFC Sales and several others. Check one of the explainer videos at

<https://www.youtube.com/watch?v=DjRDVPpHC-4&feature=youtu.be>

Internship objective: PrintStop wants to 1. Quantitatively measure how PrintStop's solutions and products have really "transformed" the way the company procures print. This could be in terms of how much the company is saving in tangible terms (money) and intangible terms (man hours, increase in efficiency, etc.) 2. Engage with the customer to understand challenges in procurement in print that are not solved by PrintStop. We also want to explore if our technology solutions can help procure products beyond print. Having understood challenges, implement design thinking to discuss possible solutions. Key Tasks: 1. Understand PrintStop solutions and products, print jargons, etc 2. Structure the agenda of meeting along with understanding all metrics of measurement 3. Interact with around 25 large customers across various sectors to gather information. Send them prework and brief them about the project. 4. Document, analyze, organize, and present all data gathered Deliverable: 1. Transformation impact of PrintStop's solutions across all customers and broken down to sectors and also per company 2. Create a whitepaper/report that shows all the above data. This can act as a

marketing tool to establish PrintStop as a thought leader in this space. 3. Unsolved challenges for every sector with possible solutions.

2020 Seed Internship Program Opportunity

Company name: Suyati Technologies Pvt. Ltd.

Website: www.suyati.com

Project type: Other

Project location: Cochin, India

Specific requirements: Analytical and data science exposure

Internship eligibility requirement: All Stanford students may participate (Stanford undergraduate and graduate students, including MBA, MSx, MA, MS, and PhD students)

About the company

Suyati Technologies is a digital customer experience (CX) company that helps its customers to acquire and retain customers through innovative CX solutions. The company is focusing on creating and delivering CX solutions using CRM, CMS, e-commerce, and artificial intelligence for better business decisions and growth.

Project Description

Suyati Technologies, a growing customer experience company in the U.S. region, would like to engage an intern to research and develop CX programs that use the modern CX approach and technologies including artificial intelligence and machine learning. The intern will help Suyati and its customers to realize their CX improvement needs, the tangibility of CX projects, and prepare a CX program.

The intern will be asked to:

- 1) Research and develop CX programs for any of the industries from insurance, manufacturing, and retail.
- 2) Research and identify customer journey optimization, CX related business problems, current solutions, market research, and competitor analysis.
- 3) Assist the CX team to implement the self-evaluation CX programs that use the BANW framework, AI and NLP.
- 4) Assist the CX team to improve Suyati's CX framework and tools that solve industry-specific customer experience problem.