

BIG DATA, AI AND BLOCKCHAIN TRANSFORMING CAREERS

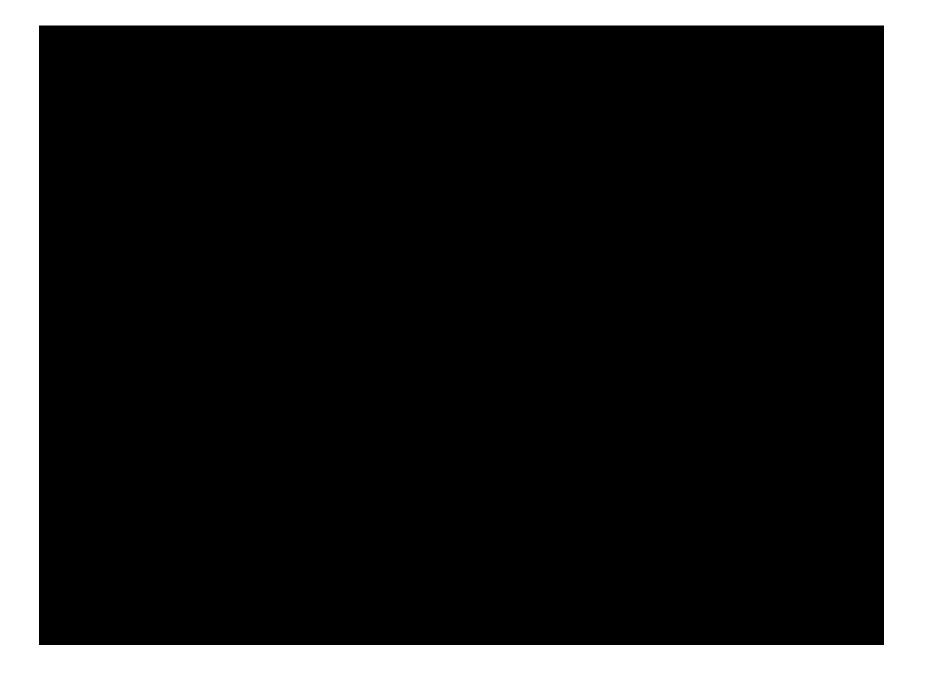
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- WHAT WE DO
- WHAT IT IS
- TRENDS
- WHAT'S DRIVING
- OPPORTUNITIES
- GETTING STARTED





DEPT	BOARD & EXCO	SENIOR LEADERSHIP	PRODUCT TEAMS	TECH	MARKETING, SALES, CUSTOMER SERVICE
ROLES	Strategic Direction	Cascading & Monitoring	Implementat ion	Tools	Monetization
CHALLENGES	Defining A Disruption Driven Culture	Best practices	Knowledge and skill capacity	Knowledge and skill capacity	Leverage and optimisation
FORMAT	Breakfast Roundtable, Coaching	Seminar & Lab, Coaching	Seminar & Lab, Coaching	Seminar And Lab, Coaching	Seminar and Lab, Coaching

TOOLS

- Blockchain Platforms
 - Blockchain TV
 - Tokenisation
 - Social Media Analytics
 - Live stream data
 - Transaction Portals
 - Footfall traffic counting
- Predictive Analytics
 - Recommendation engine
 - Prediction Algorithms

Digitalization

Digital Transformation

Digital Re-Invention



is the identity of Satoshi Nakamoto,







Digital Transformation Requirements



6 TECH THEMES OF DIGITAL TRANSFORMATION LEADERS

1 INTEGRATION
4.5x more likely to
meet their integration
goals



One of the top challenges that other organizations

2 INTELLIGENCE
Cuts across 8
technology classes

deployed

Mix of different analytics, data management and collection techniques. AUTOMATION

Major theme in multiple technologies used



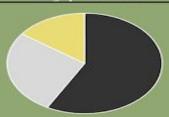




One of the top areas of growth as compared to last year's research and it is being applied to variety of new use cases.

AGILITY

58% are looking to become agile across all key processes



Reported to be one of the top 5 goals for digital transformation for all organizations. COLLABORATION

Nearly 2x more likely to improve collaboration and communication



One of the major areas of innovation both in internally and externally. It's being impacted by culture which was reported as #1 challange.

FLEXIBILITY

Improved flexibility by 1.7x over last 6 months

Mostly driven by changes in customer expectations and pace of change in digital economy.



These findings are based on survey research of more than 1,000 global organizations conducted by Digital Enterprise Journal.



HUMAN DECISION MAKING

TRAP : Over confidence This is when a decision maker places greater weight or value on what they know, and assumes that what they don't know isn't important

TRAP:
ANCHORING
BIAS

This is tendancyto lock onto a single fact as a reference point for future decisions, even though that reference point may not have logical relevance to the decision at hand

TRAP:
FRAMING
EFFECT

This is a bias in which a person's decision is influenced by how the decision is presented. For example humans avoid risk when a positive frame is presented but seek risks when a negative frame is presented

4.

TRAP : RISK AVERSION This is the result of people's preference for certainty over uncertainity, and for minimizing the magnitude of the worst possible outcomes to which they are exposed

TRAP:
SUNK
COSTS

This is are retrospective costs that have already been incurred and cannot be recovered.

Consequently, sunk costs should not factor into going foward decisions, and should be ignored as if they never happened

TRAP:
ENDOWMENT
EFFECT

This is the hypothesis that people ascribe more value to things merely because they own them.

We over-value what we have which leads to unrealistic expectations on price terms

TRAP:
CONFIRMATION
BIAS

This is the tendency to interpret evidence as confrimation of one's existing beliefs of theories.

Confirmation Biases Impact how people gather, interpret and recall information





What is it?

- The first four decades brought about email, Word Wide Wide, dot coms, social media, mobile web, big data, cloud computing and early days of IoT.
- It reduced the cost of searching, collaborating and exchanging
- In 1981 there was an attempt to solve internet problems of privacy, security, and inclusion with cryptography.
- 1n 1993, David Chaum came up with e-Cash that made it possible to safely and anonymously pay over the Internet, but online shoppers didn't care about their privacy and security.
- In 2008, Satoshi Nakamoto came up with peer-to-peer electronic cash system using cryptocurrency known as Bitcoin.
- Cryptocurrency is not created or controlled by countries, but it is a set of rules that ensure the integrity of the data exchanged among billions of devices without going through a trusted third party.
- This Trust protocol allows trusted transactions directly between two/more parties authenticated by mass collaboration and powered by collective self-interests rather than large corporations motivated by profit.
- This technology has led to globally distributed ledgers called blockchain
- Blockchain technology allows us to send money directly and safely without going through a bank, money transfer, credit card or PayPal

Foundational principles that underlie Blockchain Technologies

- Distributed Database: All access all the time! Everyone partaking in the database can see everything in the database. This architecture provides true decentralization where there is no single point of control or failure. This transparency allows independent verification of transactions to occur without a middleman verification step.
- Peer-to-Peer Transaction: Blockchain takes the idea of "serverless computing" to a whole new level as there is no central hub for processing transaction data. All transactions are processed and stored in the nodes plugged into the network and those nodes share that data with all of the other nodes.
- Transparency with Pseudonymity: Blockchain users have the choice to remain anonymous or share their identities. However, the record itself is present and visible to all. Transactions are encrypted and assigned a unique address as the means of identification.
- Irreversibility of Records: Once a record has been transacted in the distributed ledger, it cannot be modified due to the linkage between all records (blocks) that comprise the blockchain. These records are encrypted, ordered chronologically, and visible to all.
- Computational Logic: Due to the programmatic nature of the blockchain, logic and algorithms can be applied to automate transactions between nodes upon pre-defined conditions

Defining Blockchain

A distributed ledger technology

Blockchain is a cryptographic, or encoded ledger – a database of transactions in the form of blocks arranged in a chain. These are validated by multiple users through consensus mechanisms (such as proof-of-work in Bitcoin mining) shared across a public or private network.

Blockchain technology could cut banks' infrastructure costs for cross-border payments, securities trading, and regulatory compliance

2009-2012

Emergence of Bitcoin

On January 3, 2009, the

limited to cryptographic

based on a paper by

Satoshi Nakamoto

Genesis block was

Experimental and

Blockchain as the

backbone of Bitcoin

community

mined

2012-2014

Moving beyond the cryptographers

- Foundation days

 Rise of Bitcoin exchanges
 - Mixed response to Bitcoin as it struggles with money laundering and criminal activity, but also gains acceptance across some online retail stores among others
 - Rise of Bitcoin- based startups
 - Bitcoin price surged to US\$1,000
 - Blockchain gains attention of financial services firms (begins internal trials)

Potential benefits of Blockchain technology for the financial services industry



Reduce costs of overall transactions and IT infrastructure



Irrevocable and tamper-resistant transactions



Reduction in systemic risks (eliminate credit and liquidity risks)



Consensus in a variety of transactions

2014-2015

Blockchain buzz years

- Blockchain, the underlying technology behind Bitcoin, gets serious attention and investment from financial services firms, regulators, and VCs
- Explosion of use cases within BFSI
- Announcement of consortiums to accelerate adoption, innovation, and common standards
- Banks experiment with their versions of cryptocurrencies
- Global service providers and technology companies put their weight behind Blockchain



Ability to store and define ownership of any tangible or intangible asset



Increased accuracy of trade data and reduced settlement risk



Near-instantaneous clearing and settlement 01

Improved security and efficiency of transactions



Enabling effective monitoring and auditing by participants, supervisors, and regulators

2020 & beyond

Accelerated adoption

- Blockchain will gain adoption within and beyond BFSI, leading to new business models at the intersection of advanced analytics, IoT, and Blockchain based smart contracts
- Blockchain is referenced in two major shifts expected to occur in the nearest future, according to a report by World Economic Forum: The first tax collected by government using the Blockchain technology by 2023. The second one is storing more than 10% of global gross domestic product in Blockchains by 2027
- Banks' infrastructure costs for cross-border payments, securities trading, and regulatory compliance reduced by US\$15-20 billion a year from 2022, according to a recent report by Spanish bank Santander

2016-2017

Crossing the chasm

- The next two years are critical for Blockchain technology to demonstrate sustainable value and show adoption beyond proofs of concept by FS firms
- Startups backed by VC funding and consortiums need to show results to justify the large sums of funding and/or investment of time and resources
- Scalability and throughput issues need to be solved for the Blockchain technology to cross the chasm to mainstream adoption

Adoption movement

2018-2020

- Consortiums will be instrumental in defining protocols and common standards to facilitate widespread adoption
- Regulatory bodies likely to play a key role in facilitating adoption while ensuring compliance
- Explosion of use cases beyond BFSI
- IT service providers likely to accelerate investments to build capabilities around Blockchain technology implementation
- Rise of IPOs and Unicorns in the Blockchain startup ecosystem

Everest Group Blockchain in BFSI – Looking Beyond the Hype

You've probably heard of BITCOIN but what about ETHER?



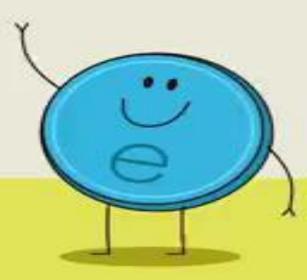




Figure 14: Evolution of Mobile Loan Approvals

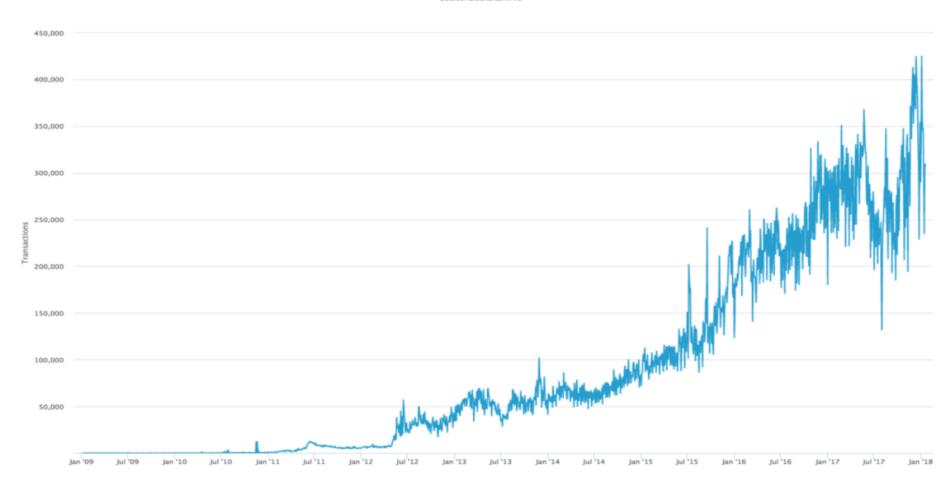


Source: CBK

Confirmed Transactions Per Day

The number of daily confirmed Bitcoin transactions.

Source: blockchain.info



The number of confirmed Bitcoin transactions per day has grown 8x from just over 50.000 in the summer of 2014 to more than 400.000 as of 2018.



Tech angel and seed equity funding vs. ICO funding

Q1'16 - Q3'17



■ Tech Angel & Seed Equity Funding (\$M)

■ICO Funding (\$M)

CBINSIGHTS

KODK Annotated Stock Chart



Source: Bloomberg. Kodak SEC filings, Kodak quarterly earnings presentations.

Enabling smart contracts Establishing transparent P2P transaction



Blockchain technology



Promoting dynamic efficient pricing



system

Establishing

a reputation

Allowing micrometering / micromonetizing





Finance and Banking

- Credit scoring
- · Fraud detection
- Risk analysis
- Client analysis
- Trading exchange forecasting



Travel and Booking

- · Demand forecasting
- Price optimization
- Price forecasting (for dynamically changing prices)



Retail and E-commerce

- Demand forecasting
- · Price optimization
- Recommendations
- Fraud detection
- · Customer segmentation



Healthcare and Life Sciences

- Increase in diagnostic accuracy
- Identifying at-risk patients
- Insurance product cost optimization



Marketing and Sales

- · Market and customer segmentation
- Price optimization
- · Churn rate analysis
- · Customer lifetime value prediction
- Upsell opportunity analysis
- Sentiment analysis in social networks

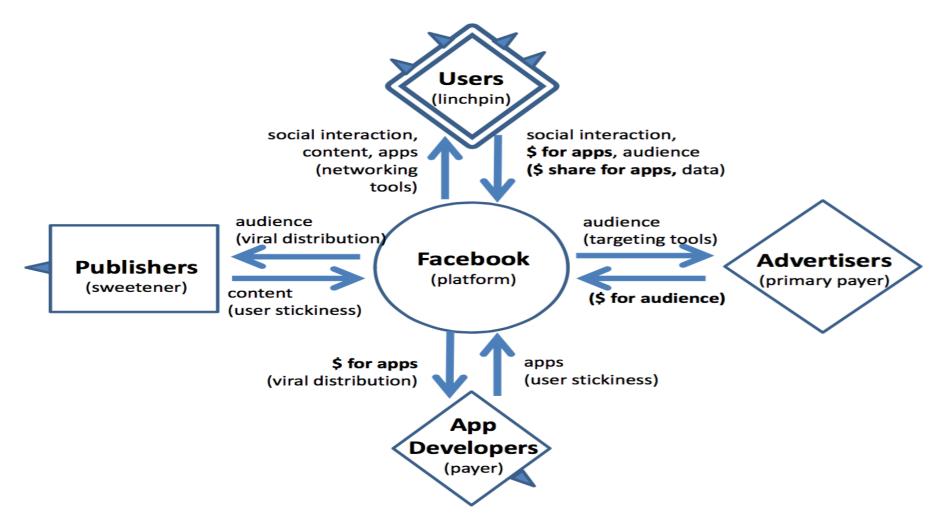


Other

- Object recognition (photo and video)
- Content recommendations (movies, music, articles and news)
- And more



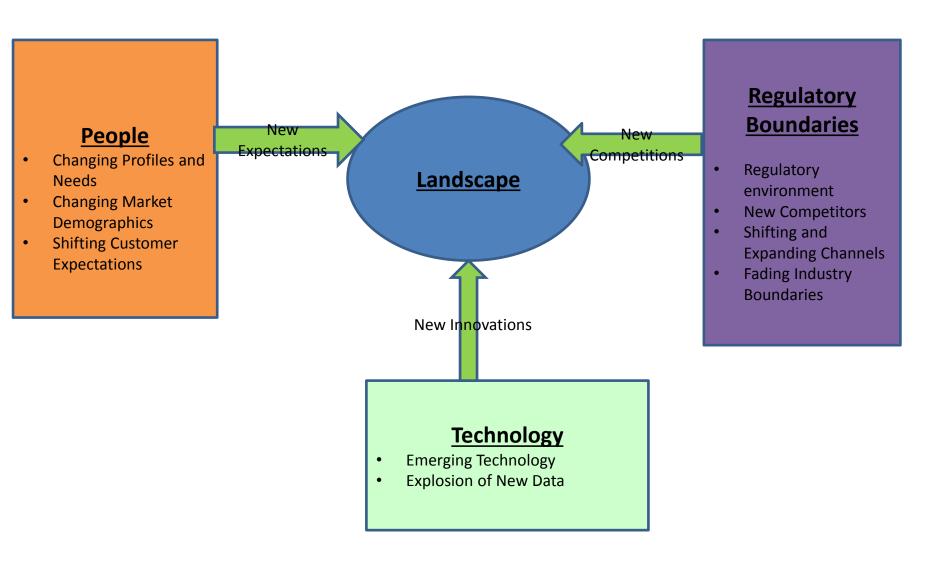
Platform Business Model Map (Facebook)



© 2016 David L. Rogers Excerpted from The Digital Transformation Playbook



Trends Framework

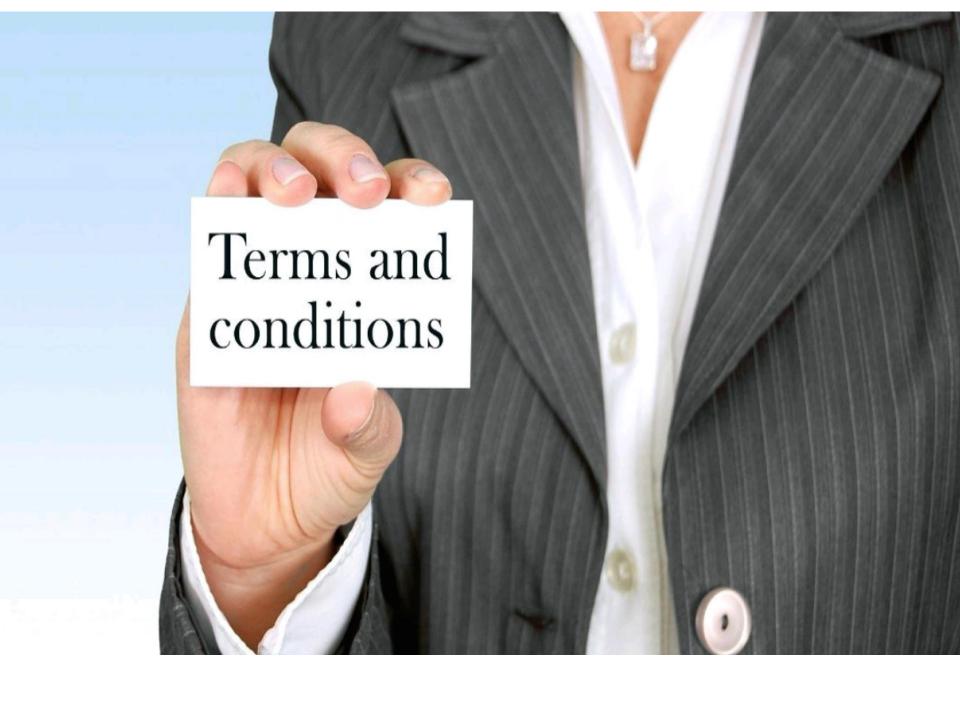


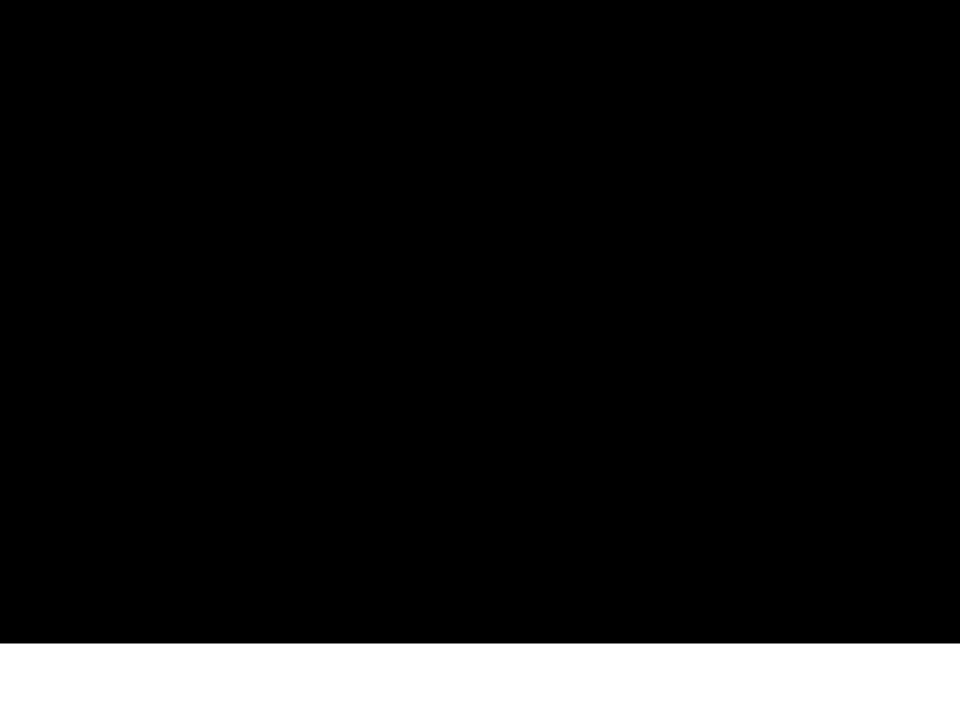












Preparing for the General Data Protection

Regulation (GDPR)

12 steps to take now



Awareness

You should make sure that decision makers and key people in your organisation are aware that the law is changing to the GDPR. They need to appreciate the impact this is likely to have.



Information you hold

You should document what personal data you hold, where it came from and who you share it with. You may need to organise an information audit.



Communicating privacy information

You should review your current privacy notices and put a plan in place for making any necessary changes in time for GDPR implementation.



Individuals' rights

You should check your procedures to ensure they cover all the rights individuals have, including how you would delete personal data or provide data electronically and in a commonly used format.





Subject access requests

You should update your procedures and plan how you will handle requests within the new timescales and provide any additional information.



Lawful basis for processing personal data

You should identify the lawful basis for your processing activity in the GDPR, document it and update your privacy notice to explain it.



Consent

You should review how you seek, record and manage consent and whether you need to make any changes. Refresh existing consents now if they don't meet the GDPR standard.



Children

You should start thinking now about whether you need to put systems in place to verify individuals' ages and to obtain parental or guardian consent for any data processing activity.



Data breaches

You should make sure you have the right procedures in place to detect, report and investigate a personal data breach.

10

Data Protection by Design and Data Protection Impact Assessments

You should familiarise yourself now with the ICO's code of practice on Privacy Impact Assessments as well as the latest guidance from the Article 29 Working Party, and work out how and when to implement them in your organisation.

11

Data Protection Officers

You should designate someone to take responsibility for data protection compliance and assess where this role will sit within your organisation's structure and governance arrangements. You should consider whether you are required to formally designate a Data Protection Office:

12

International

If your organisation operates in more than one EU member state (le you carry out cross-border processing), you should determine your lead data protection supervisory authority. Article 29 Working Party guidelines will help you do this.





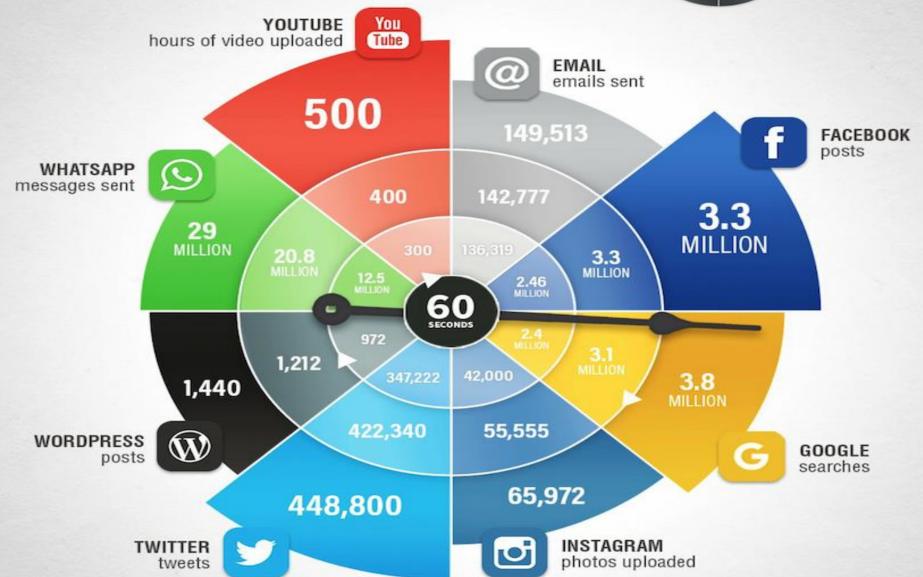




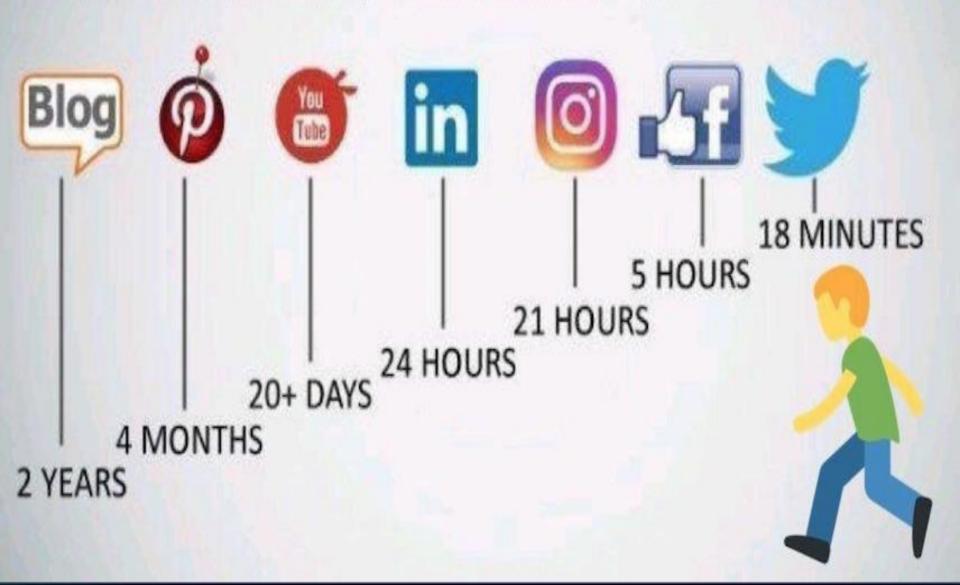
in 60 Seconds?

Managing Content Shock in 2017





HOW LONG DOES CONTENT LAST?





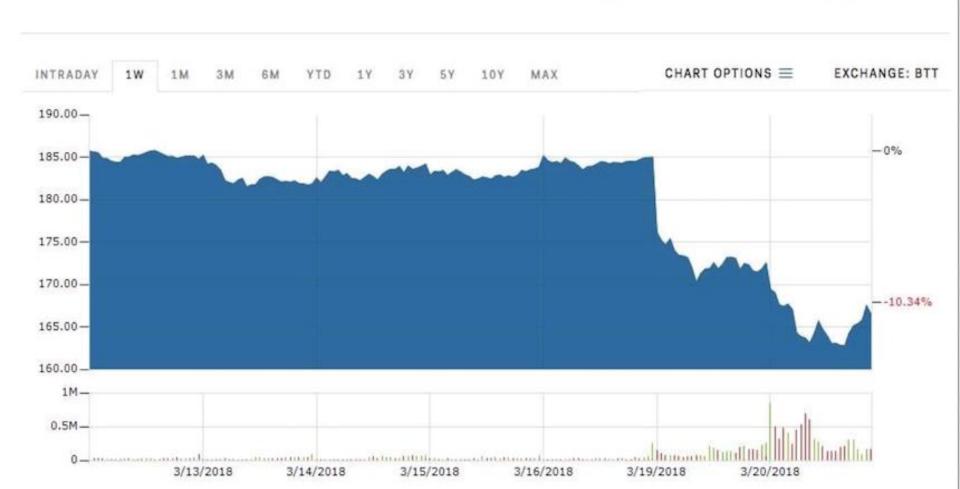
FACEBOOK (FB) STOCK NAS

ADD

↑ SHARE

◆ 168.28 USD -4.28 (-2.48%) 04:01:53 PM EDT BTT





7 Sins in the Digital World





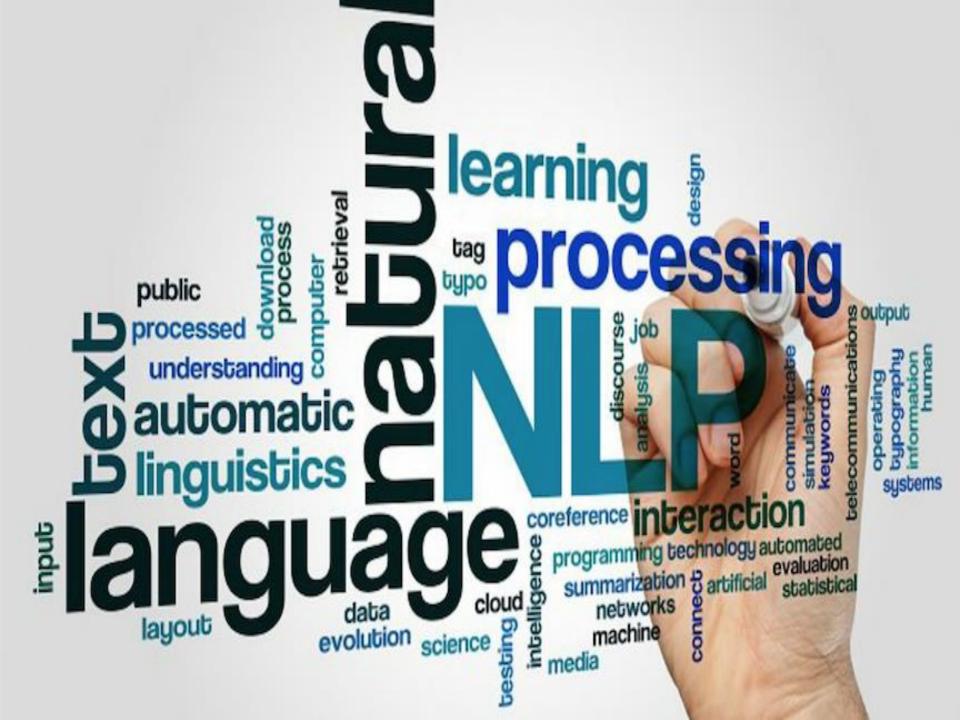






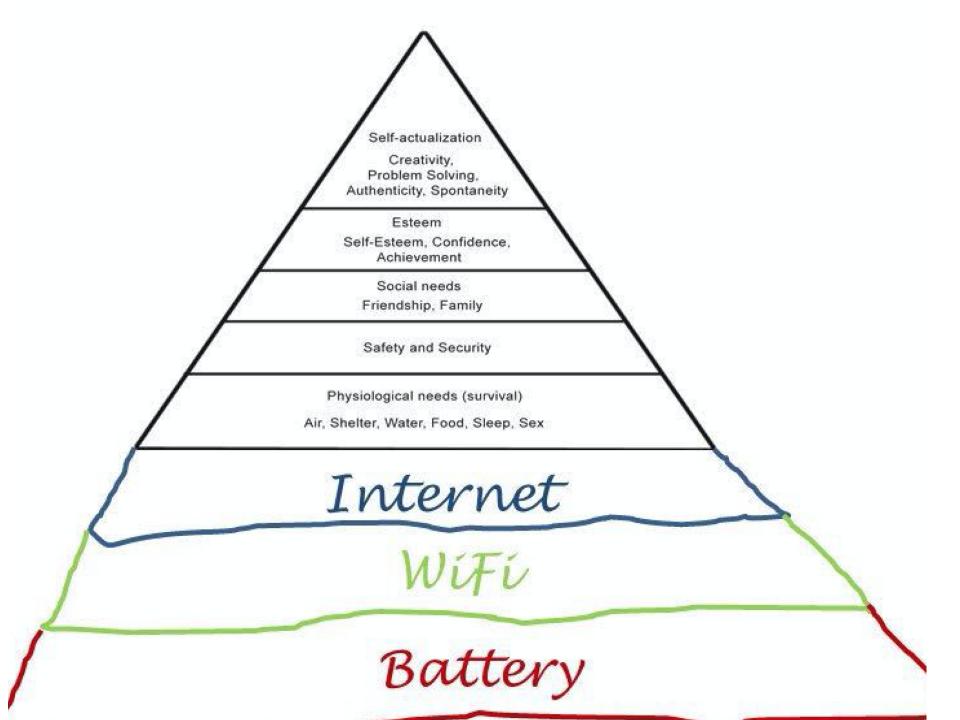






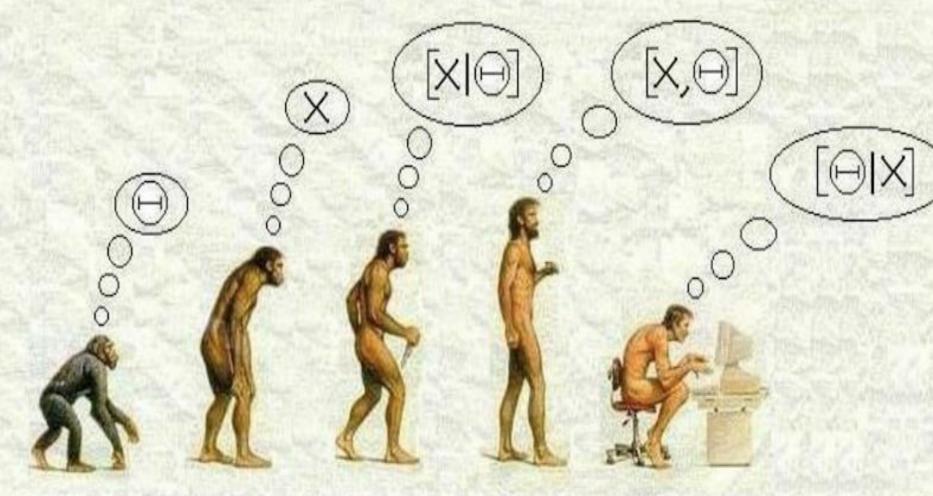
Types Of Data

- Disclosed Data what you post on your own pages.
- Service Data the bio data you give to the site before you use it.
- Entrusted Data- what you post on other peoples pages.
- Incidental data- what others post about you.
- Behavioral data- data the site collects about your habits.
- Derived data, data about you that is inferred from all other data.



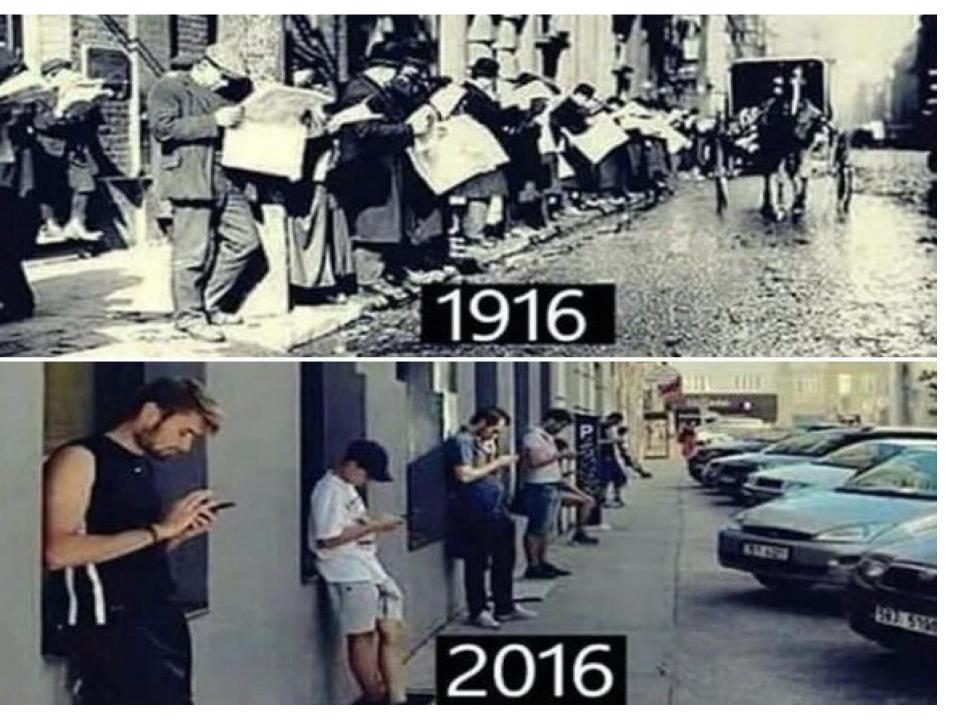
The Fourth Industrial Revolution Intelligence 3rd Industrial Revolution Computing Electricity Steam 1784 1870 1969 TODAY

(YET ANOTHER) HISTORY OF LIFE AS WE KNOW IT ...



HONO HONO HONO HONO HONO
APRIORIUS PRAGNATICUS FREQUENTISTUS SAPIENS BAYESIANIS





LAW OF ACCELERATING RETURNS

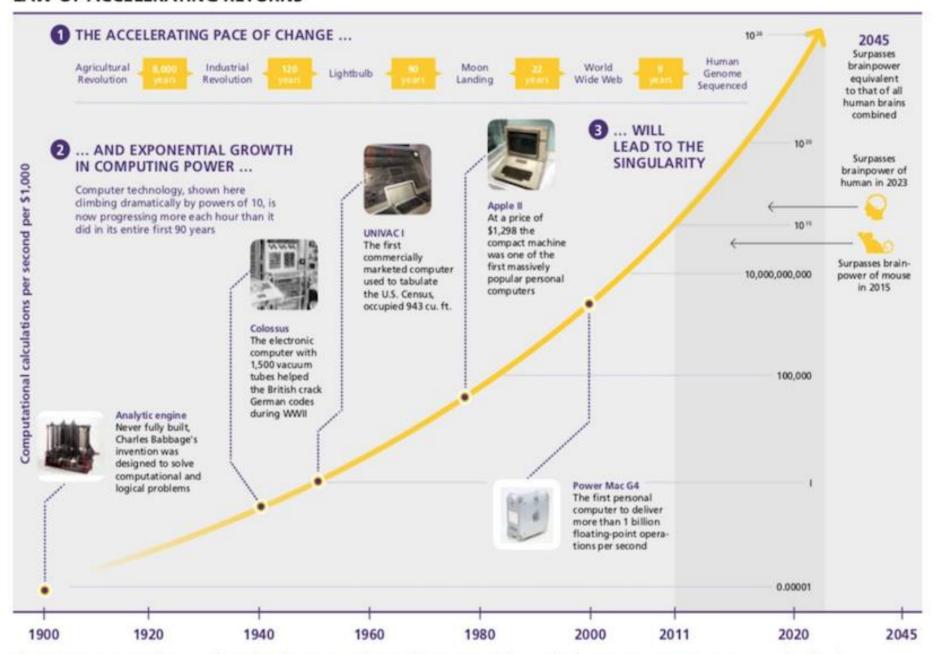
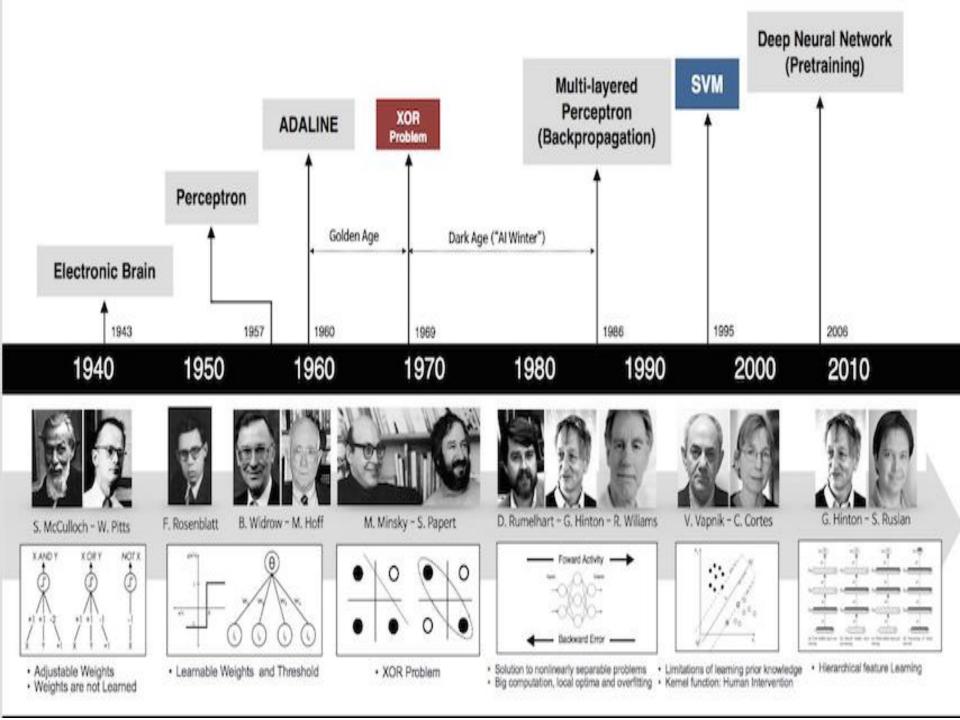
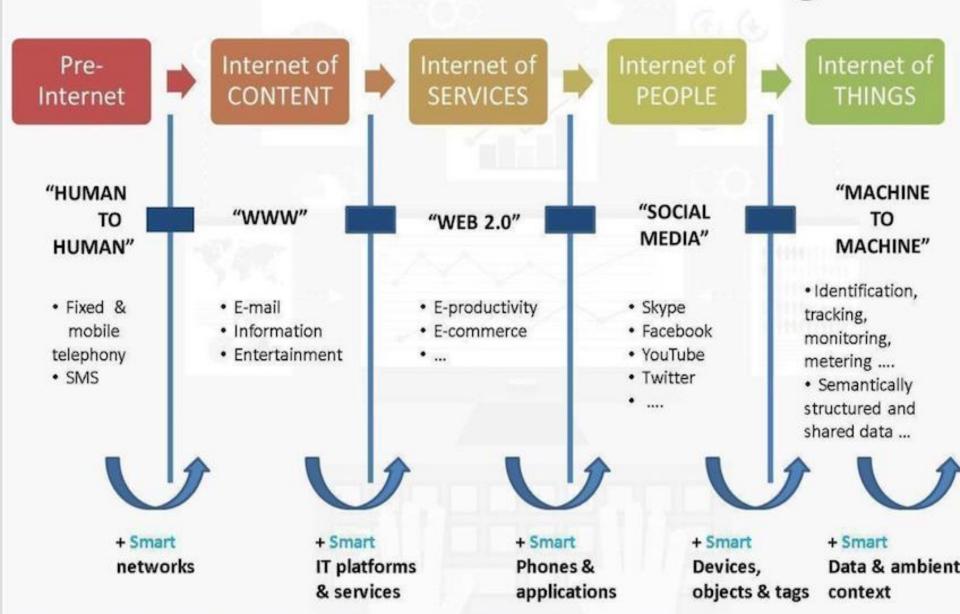


Figure 12: Ray Kurzweil's Law of Accelerating Returns depicts the exponential growth of computer processing power and technology innovations throughout history, and anticipates computers will exceed human intelligence in the future; Source: TIME / Wikipedia



Evolution of Internet of Things



"Ohh.! So you're the one who,



took all our jobs."



Global Broadband Speed League

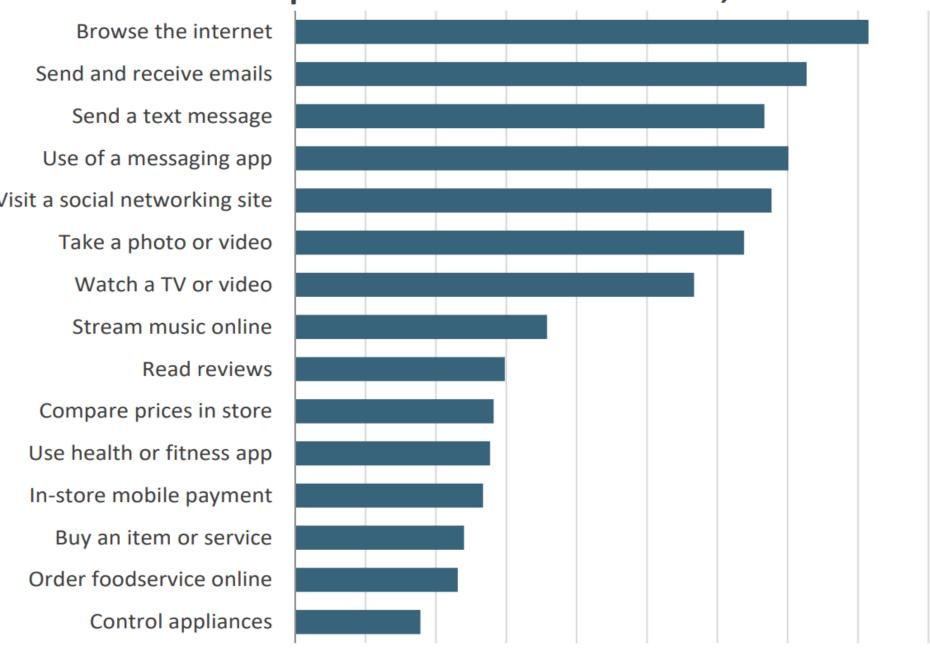
Global ranking	Country	Mean download speed (mbps)	Time to download HD Movie (7.5GB) (DD:HH:MM:SS)	
1	Singapore	55.13	00:00:18:34	
2	Sweden	40.16	00:00:25:30	
3	Taiwan	34.4	00:00:29:46	
4	Denmark	33.54	00:00:30:32	
5	Netherlands	33.52	00:00:30:33	
51	Kenya	8.83	00:01:55:55	
79	Morocco	4.38	00:03:53:40	
80	South Africa	4.36	00:03:54:54	
88	Tunisia	3.5	00:04:52:23	
89	Madagascar	3.49	00:04:53:15	
95	Nigeria	3.15	00:05:25:27	
105	Zimbabwe	2.49	00:06:50:34	
106	Zambia	2.45	00:06:58:05	
110	Ghana	2.3	00:07:26:11	
115	Liberia	2.12	00:08:03:18	
116	Uganda	2.12	00:08:04:00	
117	Rwanda	2.11	00:08:05:02	
126	Namibia	1.81	00:09:26:07	
139	Tanzania	1.49	00:11:28:54	
140	Mozambique	1.45	00:11:46:51	
147	Ethiopia	1.34	00:12:46:40	
151	Djibouti	1.25	00:13:39:29	
153	Togo	1.24	00:13:48:23	
155	Cote D'Ivoire	1.22	00:13:58:30	

At 83 per cent, Kenya is now at the top, with Nigeria coming in second at 81 per cent.

This has been attributed to the country's high level of smartphones penetration rate which recently surpassed the 40 million mobile subscriptions in 2017 and stands at 41 million (+3 per cent), with reach at 90.4 per cent of the adult population.

Other leading countries include India (79 per cent), Singapore (78 per cent), Ghana (75 per cent), Indonesia (72 per cent), South Africa (71 per cent), Thailand (69 per cent), Saudi Arabia (64 per cent), Turkey (62 per cent), China (61 per cent), UAE (61 per cent), Poland (59 per cent), Malaysia (57 per cent), and the rest of the world at 52 per cent.

Most Popular Mobile Phone Activities, 2017



0%

10%

20%

30%

40%

50%

60%

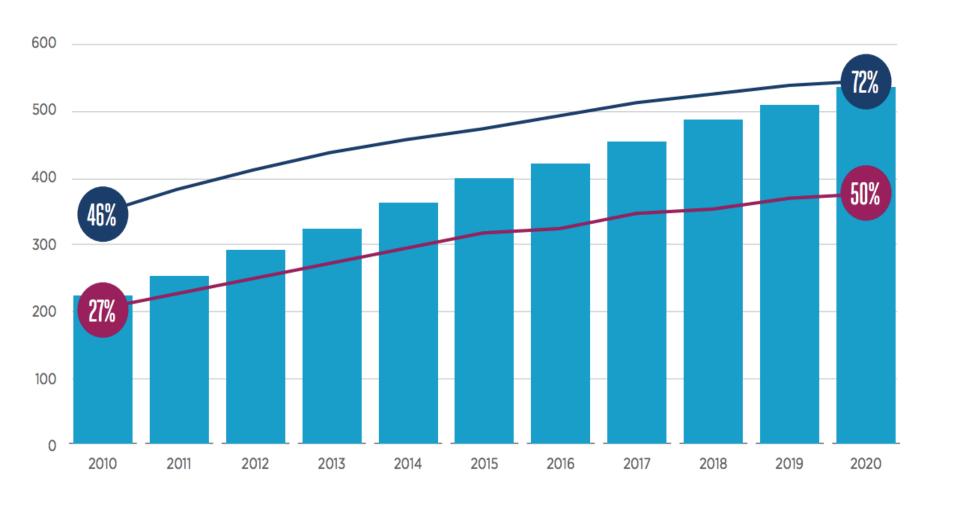
70%

80%

90%

PLATFORM	MONTHLY USERS
(S) Whatsapp	12 million
Facebook	7.1 million
You YouTube	8 million
Instagram	4 million
in LinkedIn	1 million
Twitter	1 million
Snapchat	0.25 million

Sub-Saharan Africa unique mobile subscribers and market penetration



Unique subscribers (million)

Sub-Saharan Africa penetration (% population)

Global penetration (% population)











Branch

750 K

1.5 M

2 Bn

400 Mn

190

14%

>10%

250

50K

M-Shwari	KCB	
	K	

20.1 M

83.3 M

208 Bn

8 Bn

70K

7.5%

1.9%

50

100K

TALA

branch

Tala

770K

1.8 M

3.5 Bn

780 Mn

310

15%

>10%

2000

50K

m-PESA

Service

KCB M-

9.8 M

15.4 M

48.2 Bn

2.4 Bn

21K

3.66%

2.9%

50

100K

Eazzy Loan

M Coop

Mshwari

PESA

1.6 M

4.2 M

57 Bn

3.8 Bn

8.5K

3.66%

3.1%

100

3 Mn

Subscribers

Total Loan

Total Loan

Loan Book

Avg Daily

Fee (MPR)

Minimum

Maximum

Source: WAPI CAPITAL

Count

NPL

Count

Value

Cash

3.3 M

2.8 M

8.7 Bn

860 Mn

1K

3.66%

2.77%

1000

100K

Equity Group The Evolution of Digital

2007 - 2014

Payments Democratization Introduction of Point of Sale



Unparalleled card acceptance: AMEX, MC, V, CUP, D, JC8 etc Agent driven POS

Achievements

Largest Acquirer in Kenya for the past 4 years 10,000 Merchants 28,000 Agents

Finserve Began Operations



2015

Digital disruption
Digital Bank & Digital Payments



MVNO – Equitel
Eazzy loans (mobile approved in 20 sec)
Eazzy Pay (mobile merchant solution)
Mobile App
Retail Internet Banking
Corporate Internet Banking
Digital Group based Banking
Digital international money remittances

Achievements

Fastest growing MVNO in the world 2.6M Equitet Activations 70,000 mobile payment merchants 22% Market share in 2 years on txns No1 Bank app on playstore & appstore Most Innovative Bank (2017) 1# Bank in Kenya with PCI-DSS certification

2017

Open Financial Services API based Fintech Enables



Banking platform white labeling
Payment APIs
IMT APIs
E-commerce APIs & services
Credit APIs
Loans & Working Capital Loans APIs
Currency APIs
Stock market APIs
Insurance APIs
Big data & analytics
Digital only Bank

Achievements

1" Bank to expose full set of APIs to 3" parties & developer community

2004

Choose & Receive USSD Financial Services



Creation of banking on *247#

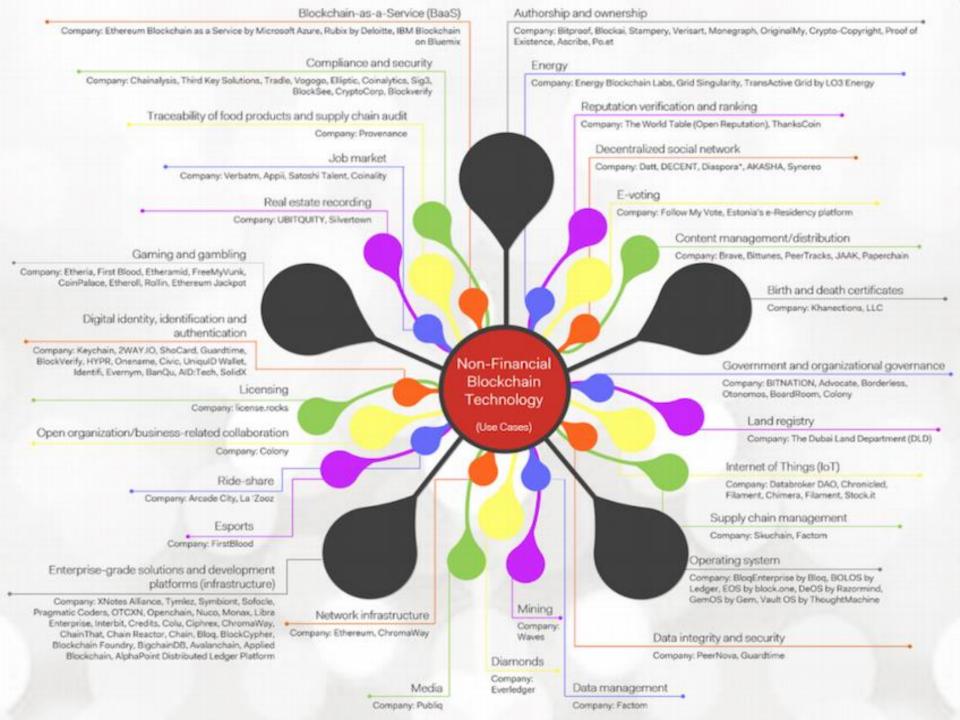
Achievements

Ist bank in Kenya to blaze USSD banking trail

1994-2004

SMS based Financial Services

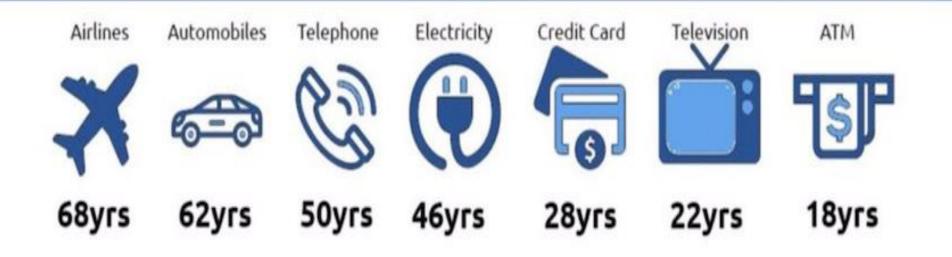
Send & Wait



AUTOMATION



NUMBER OF YEARS IT TOOK FOR EACH PRODUCT TO GAIN 50 MILLION USERS:



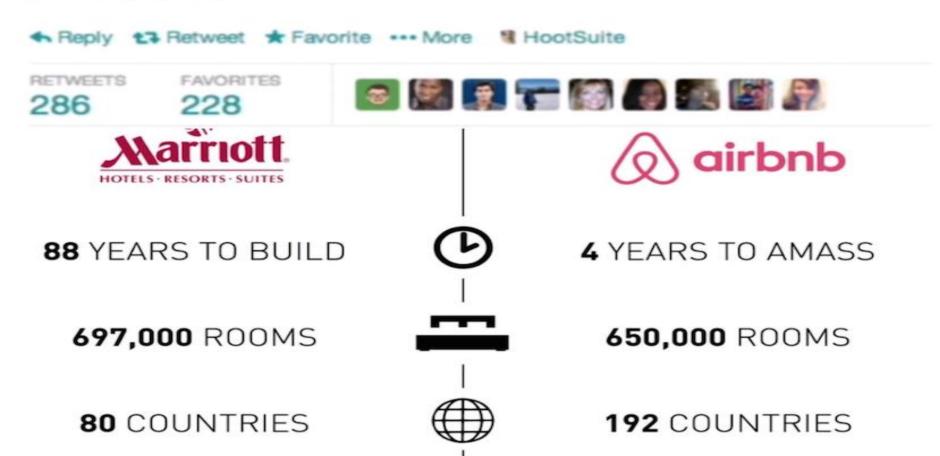


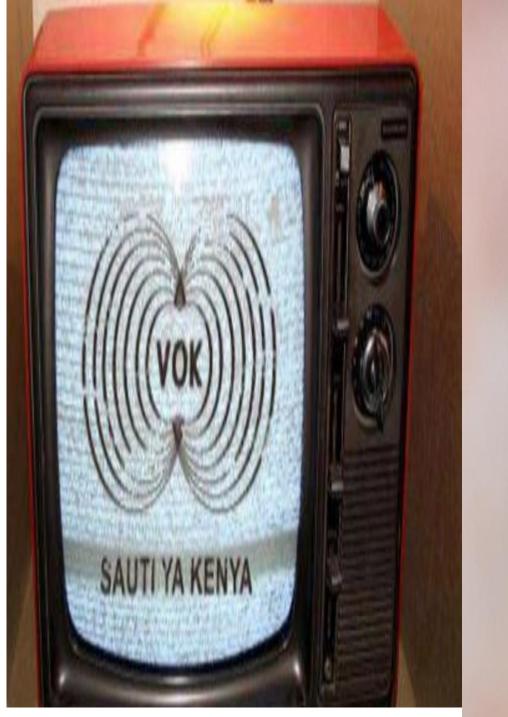






Marriott wants to add 30,000 rooms this year. We will add that in the next 2 weeks.









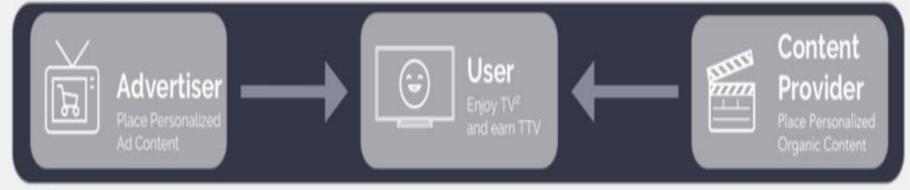


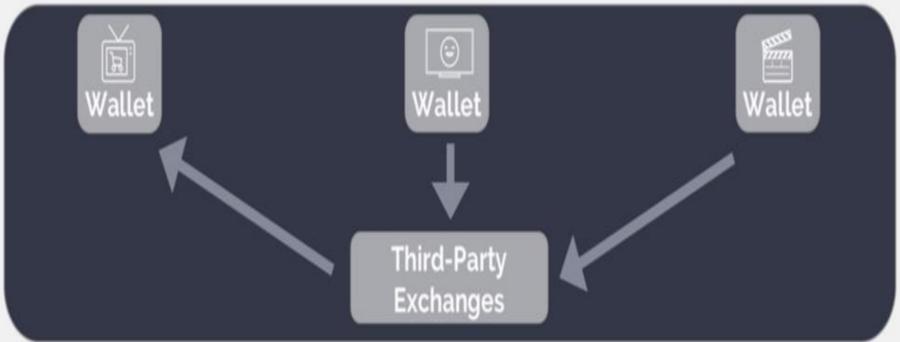
Half the money I spend on advertising is wasted; the trouble is, I don't know which half.

(John Wanamaker)

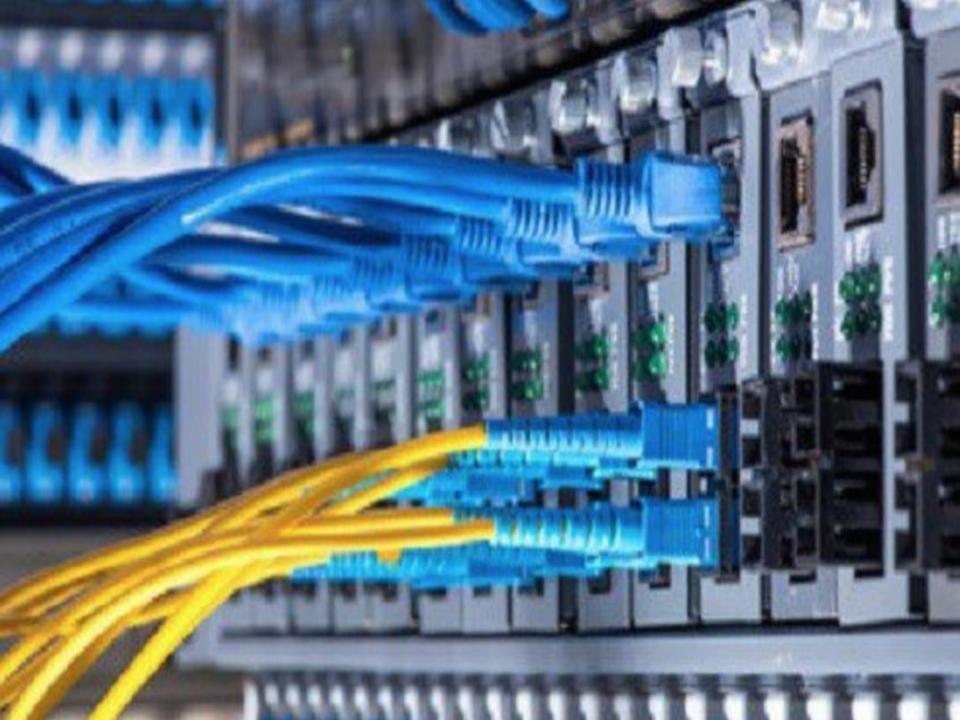
Content Delivery Structure

TTV Ecosystem





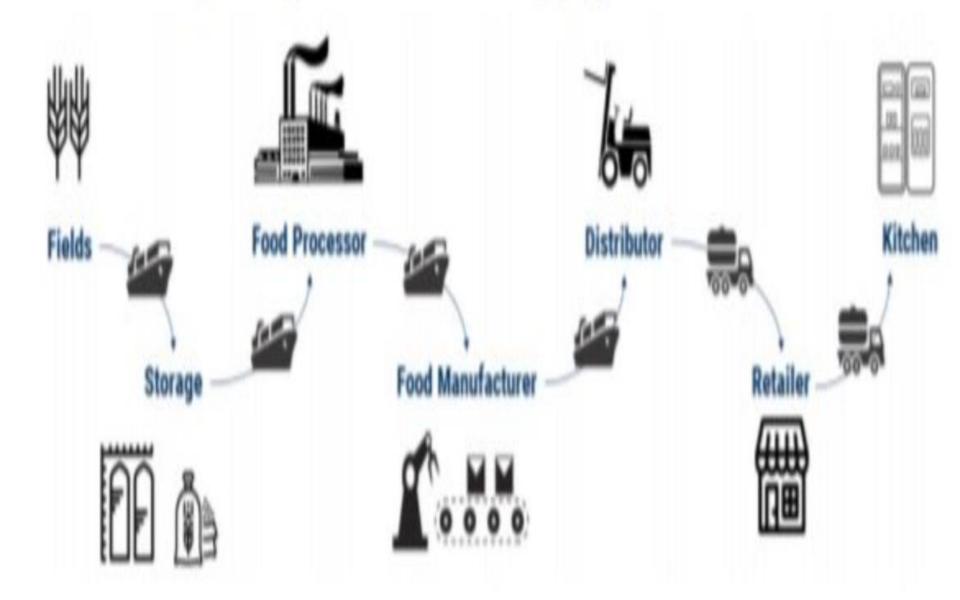
Payment Structure







The complex global food supply chain







The emerging blockchain ecosystem

Wallets & Payments

















Micropayments





Exchanges





QUOINEXCHINGE

Bank-to-Bank











Mining Hardware





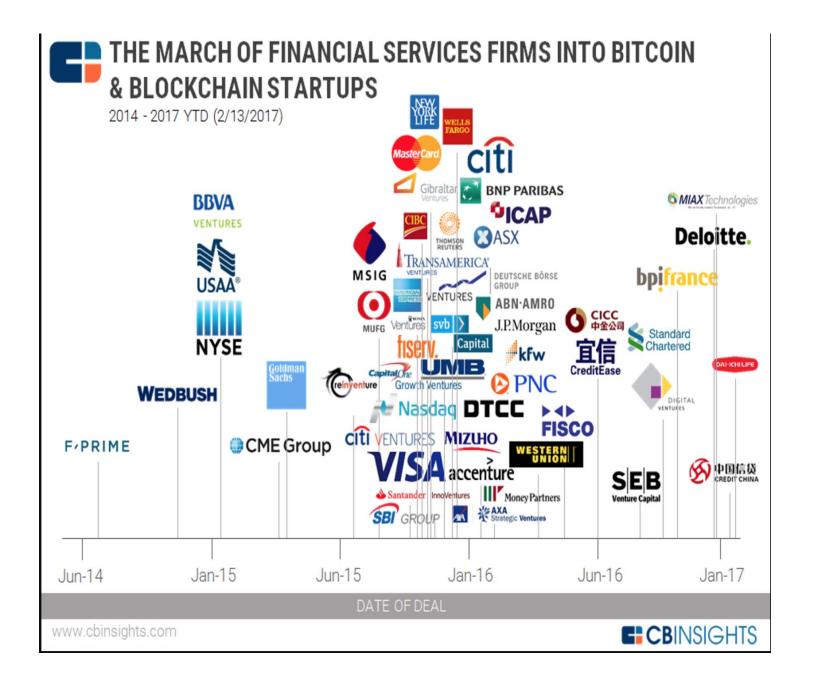
Smart Contracts



ETHEREUM Slock.it











HOW UBER'S FIRST SELF-DRIVING CAR WORKS





"Do you have FOMO-fear of missing out?"

OUR TEAM JOIN

