



NEDBANK

THE DISRUPTION AGENDA

INTRODUCING THE TOP 10

PLUGANDPLAY

THE DISRUPTION AGENDA

The Disruption Agenda is a Nedbank CIB and Plug and Play Tech Centre initiative.

The event will bring 10 visionary innovators from across the globe to South Africa and introduce them to some of the top high-profile business leaders of the country.

The startups that will be in attendance are at the leading edge of digital transformation. They have been accelerated via the Plug and Play platform and identified as relevant disruptors to solving cross-sector business challenges at a corporate level within the local market.

The Disruption Agenda will bring a variety of startups across all verticals to South Africa. These include some of the best and brightest minds from the United States, Israel and the United Kingdom, as well as three South African startups that will also be participating.



Damien Reddy
Strategy and Marketing
Executive at Nedbank CIB

"Africa is a stomping ground for startups at present and actually represents a great opportunity because it's the boiling point of innovation."

"This first-of-its-kind programme aims to accelerate the matching of startups to corporates and business leaders in South Africa and Africa."

Damien Reddy is the Strategy and Marketing Executive for Nedbank CIB. His portfolio of responsibility includes; Disruption and Innovation, Strategy, Research and Strategic Alliances, Analytics and Client Intelligence, Marketing and PR and Communication. He has 13 years' experience within Nedbank, and a proven track record of delivery that's benefited Nedbank CIB and its' clients.

TOP 10 STARTUPS

The ten visionary startups selected for The Disruption Agenda each have a unique value proposition that Nedbank is bringing to the doorstep of African business leaders.

Koniku:

Starts with the premise that biology is the most advanced technology on earth. Their belief is that Bio is Tech™. Koniku builds living machines with synthetic biology. Machines which can detect fake food, design taste, detect explosives, infectious diseases, cancers and more. Nature is our open source library. Currently the company grafts custom proteins which act sensors on living cells – neurons - and encapsulate them within a silicon chip. The chips – Koniku Kore's - will one day power the next generation of cognitive robots – synthetic cognition.



GOTBQT

GotBot:

GotBot is machine learning platform that automates conversations between brands and their customers and staff. They are focused on increasing and improving staff and customer experience for businesses through always-on ML and real-time training. Businesses contact centres, social media teams and internal departments have down time, struggle with human error, poor first call resolution rates, are often expensive to run, invest a lot of time and money into agent training and have high staff turn over rates. This all results in poor staff and customer service experience. Gotbot believes that agents should spend time offering a personalised customer experience instead of doing menial, repetitive tasks. That's why we train our Machine Learning to predict case meta-data & suggest or automate answers.

Sentiance:

Sentiance analyses sensor data to understand human behaviour and context so clients can develop new products and services that turn the Internet of Things (IoT) into the Internet of You. Sentiance context intelligence enables solutions for lifestyle-based insurance, contextual marketing and commerce, smart mobility, connected health, smart home, smart city and connected car.

sentiance

TOP 10 STARTUPS

LifeQ

LifeQ:

LifeQ implements a unique multidisciplinary approach underpinned by in-depth knowledge and understanding of human physiology and systems biology to extract and deliver relevant and meaningful person-specific digital biomarkers from various curated data sources. They are a world-leading science and technology company that want people from all walks of life to enjoy optimal health. LifeQ generates, and makes available, high-value personalized health information and solutions, which would traditionally be inaccessible or only obtainable through costly, invasive and inaccessible means, at a reliability level suitable for use by individuals, businesses, and clinical providers.

Wasteless:

Wasteless is the world's first machine-learning solution with real-time tracking for grocery stores looking to offer customers dynamic pricing based on a product's expiration date. Wasteless takes machine learning capabilities used online and brings them to Brick and Mortar outlets. Tracking products at the item level, automating manual processes, and applying dynamic pricing have been the foundation of successful e-commerce platforms enabling them to substantially increase their profits. Wasteless allows supermarkets to close the gap and compete in the digital era.



trueface.ai

Trueface AI:

Trueface computer vision solutions augment any existing camera feed into intelligent, actionable data capable of identifying persons-of-interest, objects and more. Trueface AI provides facial recognition and spoof detection solutions for clients of all sizes. It provides an API, on-premise solution and a no-code solution for identity management. The Trueface mission is to educate on the benefits of computer vision and make it accessible for businesses looking for more unique and secure solutions.

Aerobotics:

Aerobotics provides farmers around the world with world-leading pest and disease management systems for tree crop protection using drone and satellite data. Aerobotics' software, Aeroview, empowers Tree Crop Farmers to identify early stage problems in their orchards. Used in conjunction with the Aerobotics' Aeroview Scout App on their smartphone, farmers are able to locate problem areas on a tree-by-tree basis. Achieving success for over 6 million trees to-date, Aerobotics is setting the standard for tree crop analytics globally and innovating the agricultural processes as we know them.



WHAT3WORDS

What3Words:

What3Words is a universal addressing system provides a precise and incredibly simple way to talk about location. They have divided the world into a grid of 3m x 3m squares and assigned each one a unique 3-word address. Better addressing can enhance customer experience, deliver business efficiency, drive growth and support social and economic development. It was the first system designed for voice and human interaction with machines.

Dispel:

Dispel makes cloaking technology, rendering networked infrastructure and endpoints invisible and segmented, stopping attackers from gaining actionable knowledge usable in a cyberattack. Dispel cloaking is a secure overlay network in which applications can be deployed, or around which infrastructure can be concealed. They accomplish this cloaking through network-level Moving Target Defense: an orchestrated mass-virtualization and encryption technology designed to disrupt attacker's operations. An offensive, moving target defence stops attacks well ahead of older technologies. Dispel has established an industry-leading security program, ensuring customers have a high degree of confidence and trust in their stewardship of customer data and operations.



IoT.nxt:

IoT.nxt has developed a world-leading framework that makes efficiencies, cost savings and increased revenue from IoT (Internet of Things) a reality for businesses. The IoT.nxt platform allows rapid deployment and businesses to action an Internet of Things strategy with little disruption to current operations.

The major strength of the IoT.nxt framework is that the solution is technology-agnostic. They can help digitise any industry, any system and any process. IoT.nxt lays the foundation for rapid digitisation, creating agile, efficient, future-proofed businesses. They'll help you create an interconnected, interoperable ecosystem without disrupting your business.

The Disruption Agenda will introduce South African corporates and business leaders to international startups offering global solutions applicable to the African continent.

AFRICAN TALENT AT THE DISRUPTION AGENDA

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"There is no doubt that the South African agriculture industry plays an important role in job creation and foreign exchange and that there is potential to increase the sector's contribution to the gross domestic product. Pre-empting serious agricultural challenges for our Farmers is a massive step towards achieving this and is something our funders clearly recognise."

- James Paterson, CEO of Aerobotics

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"It is IoT.nxt's strategy to build innovative software that we can take to market through channel and strategic partnerships. Our technology stack is designed to be a toolset for partners to utilise as part of their technology ecosystems, which enables digital transformation." - Nico Steyn, CEO of IoT.nxt

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TOP INTERNATIONAL TALENT COMES TO SOUTH AFRICA

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Africa deserves access to cutting-edge technology like everywhere else. Imagine being able to screen for any illness by breath alone. Personal and population health data at your fingertips using volatile organic compounds produced by the body. At Koniku we believe any sufficiently advanced technology is indistinguishable from Nature. Using synthetic biology, we can build from the same building blocks as nature. - Oshiorenoya Agabi, founder and CEO of Koniku

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"Sentiance carries the company goal "Improving people's lives using AI". The technology is used today to help people live a healthier life and, amongst others, to reduce accidents. Our insights can be used by our customers to engage with their users and to improve their daily lives. Healthcare and insurance providers can, for example, provide lifestyle coaching and also detect and predict heart arrhythmia. Mobility and automotive companies can provide driver coaching and increase road safety and more. The Sentiance platform allows companies to engage with their end-users in a privacy-aware manner, at right time in the right moment, thereby improving the user's quality of life and assisting in day to day tasks." - Oliver Bath, Head of Client Services at Sentiance

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"At LifeQ we saw the opportunity to leverage physiological data by bridging the gap between insights generated from limited access to expensive medical grade outputs and the easily accessible inexpensive consumable devices with their low efficacy outputs. I am very excited that LifeQ has been selected for Plug and Play as it will undoubtedly serve as a great platform to help identify and, along with others, address real needs that exist in South Africa and the broader African continent, thereby furthering LifeQ's vision of improving human health and wellbeing at scale."

- Dylan Garnett, COO of LifeQ

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PLUG & PLAY

THE ULTIMATE INNOVATION PLATFORM

Plug and Play is the ultimate global innovation platform, bringing together the best startups and the world's largest corporations. Their main goal is to find, invest in and accelerate great startups.

Their interesting history dates back to the 1990's. Saeed Amidi is the founder and CEO of Plug and Play and is a traditional man who has been very involved in a number of business ventures. Plug and Play stemmed out of the Amidi family's real estate portfolio. The Amidi's own a large portion of University Avenue in downtown Palo Alto, which is essentially the epicentre of Silicon Valley. It was there that Amidi was able to house, invest in and accelerate companies like Google, PayPal and Logitech. This all happened in a small building in University Avenue, and from there the idea was born.

In 2006 Amidi invested in the current Plug and Play Tech Centre headquarters which plays host to 450 different startup companies at any given time and their mission has stayed the same.

Nedbank initiated their relationship with Plug and Play, described as the ultimate matchmaking machine between startups and corporates, two years ago as a sponsor of the global FinTech programme.

Nedbank's participation in Plug and Play's FinTech accelerator program abroad supports its commitment to source innovative digital enhancements to meet the changing needs of its clients. Nedbank has sponsored Plug and Play's Fintech initiative for close on two years and for each of the four batches that Nedbank has been involved in, the bank's teams actively engaged with the startups to source new ideas and partnerships with the aim of delivering delightful client experiences and disruptive client value propositions.

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“The opportunity in Africa as a whole is endless and we view The Disruption Agenda as an integral first step for opening and developing an Innovation Hub in South Africa in 2019.” - Saeed Amidi, Founder & CEO of Plug and Play.

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“Our partnership with Nedbank has given our startups a successful route to expand their business to South Africa. The CIB group, responsible for innovation within Nedbank, has been instrumental in sourcing startups to digitally transform their company.” - Max Koenig, Director of Plug and Play FinTech, Silicon Valley.

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PLUG AND PLAY BY NUMBERS

200+

startups
accelerated

426

startups
accelerated
in 2017

262

investments
in 2017

\$7 BILLION

raised by portfolio companies

750+

portfolio
companies

220+

corporate
partners

300+

VC partners

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DISCUSSION



Ray Naicker
Chief Digital Officer
at Nedbank

"I think what's the most exciting thing when you're trying to mainstream disruption and innovation is the approach, which is in order to try do this you have to immerse yourself and participate in it. And participating in it means creating the platform for doing it which I think Nedbank is trying to lead."

Ray assumes overall accountability for Nedbank's digital aspiration to be 'Africa's number one digital financial services provider'.

In this capacity, Ray and his team have been highly successful in infusing new innovation capabilities into our existing innovation capable DNA by focusing on increased speed to market, high velocity customer feedback and an improved commercialisation capability.

Ray is personally obsessed with responding to customer needs and has assumed a lead role in anchoring Nedbank's digital efforts around the pursuit of new to market experiences that fulfil those needs, embracing new technologies and fundamentally new ways of working with new partners and novel go-to-market strategies.

A qualified chemical engineer, Ray has held senior positions across the engineering, strategy, project management, technology architecture and financial disciplines.



Stuart van der Veen
Head of Disruption and
Innovation at Nedbank CIB

"We see the biggest opportunity in Africa being the fact that the population is going to go from 1.1 to 4 billion in the next 80 years. Africa and South Africa are going to need to leap-frog in terms of infrastructure, and to be honest the only way for us to really do this is with disruptive or digital technologies. So, if there's ever been a once-in-a-generation opportunity – this is it."

Stuart is Nedbank CIB's Head of Disruption and Innovation. His team, NEDX, have a global mandate to experiment with tech teams working on the biggest opportunities to do good. They were recently awarded the FT's 2018 Tech Award from The Banker for their Fintech partnership with Aerobotics, the world's leading agricultural drone analytics scaleup. Stuart works with the world's best tech talent and venture capital firms, and shares time with Google Launchpad, Plug and Play Tech Centre, Startupbootcamp and select universities. Stuart is a Singularity University and University of Cape Town alumnus and was a 2016 top 35-under-35 CA (SA). Most importantly, Stuart has a demonstrated talent and track record for the successful investment in, and commercialization of, emerging technologies.

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DISCUSSION



Chipo Mushwana
Head of Emerging Payments
at Nedbank

"The ability to leverage technology presents an opportunity to transcend geography and space and deliver disruption for social and economic benefit."

Chipo is currently Head of Emerging Payments at Nedbank, where she has taken functional ownership for the Emerging Payments strategy, which includes our incubator environment. The incubator has been formulated in order to address the need to focus on and deliver step-change product and service innovation in the payments environment, which is central to innovation in financial services. The role has a strong collaborative focus and works closely with all existing members of the CPT Exco, the wider payments community and other key stakeholders in the bank. Prior to this Chipo was the head of Alphacode, Rand Merchant's Investement Holdings' innovation centre, managing 83 fintech businesses comprising of over 130 founding entrepreneur members. Her role focuses on creating an investment pipeline for RMIH and driving corporate innovation within the RMIH portfolio. She has over 10 years industry experience, 5 of which has included, leading the implementation of projects and directing and motivating teams within Southern Africa.



Tawanda Chatikobo
Head of Digital Channels
and Product at Nedbank

"Businesses need to innovate because their customers naturally do."

Tawanda is Digital Customer Strategist and Speaker, whose work is focused on developing and implementing market leading customer experience focused digital strategy for financial services businesses to drive acquisition and retention, and grow revenue. He has a background in management consulting, and has worked extensively in banking product and customer segment management. He is currently the Head of Digital Channels and Product for Nedbank Retail and Business Banking, where he is responsible for digital product and channel strategy and implementation. Prior to this, he was the Head of Digital at Nedbank Insurance, a division of Nedbank Group Ltd, where he was responsible for the development and implementation of the business digital strategy, with a focus on enhanced customer experience through Artificial Intelligence, and IOT/Connected Home applications. As a speaker he has spoken extensively in South Africa, Kenya and Rwanda on areas including Customer Experience, Insuretech Innovation and Digital Transformation.

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DISCUSSION



Janade du Plessis
Head of Principal and
Alternative Investments
at Nedbank CIB

"Nedbank CIB is at the forefront of investing in technology and SME's, while introducing our clients to disruptive innovation. Firstly, we partner with the business through experimentation and distribute the innovation to improve not only our own growth but also improve efficiencies within our clients' businesses along with banking solutions. The Plug & Play event is just one example of ensuring our clients are linked into the best global tech ecosystems and the advancements of leading technologies. Secondly, under the Venture Capital mandate, we invest in technology companies that are category defining, working alongside the management teams to scale their businesses."

Janade is the Head of CIB Principal & Alternative Investments (Venture Capital and SME Private Equity). Prior to joining Nedbank, he was the Founder of Abrazo Capital, an impact investment fund focused on social and economic infrastructure development of rural communities throughout Sub-Saharan Africa. Previously Janade held various corporate positions in Development Finance at the African Development Bank (AfDB) and M&A/Corporate Finance at Rand Merchant Bank (RMB) and Standard Bank. He is an investor in a number of start-up and growth companies and plays an active mentoring role for start-up entrepreneurs. Janade holds a Master's degree in Mathematical Economics, in Finance and an MBA and currently completing a PhD in Human Behavioural Sciences, researching vulnerability and trust and the impact it has on leadership and decision making.



Paul Nel
Co-Founder 3ONINE

"Disruption is no longer a trend or a side agenda item in a Exco session. Its more than real, its tasty and tangible. Corporates should not fear it, they need to be leading it. These initiatives that Nedbank and Plug n Play are driving are instrumental in a culture shift for companies to discover, validate, explore and build beautiful products and services that delight customers. This should be a journey worth travelling."

Paul has a strong corporate experience in both the FMCG and Financial Services sectors and is passionate about growing innovation in the corporate world. Paul spent 6 years at Rainbow Chicken in late 90s doing business turnaround. He also worked at Standard Bank for a decade focused on growing the CIB business and spent that last 4 years working on the ICBC / Standard Bank strategic partnership in Beijing. At Barclays Africa, he was Chief of Staff for RBB and ran Open Innovation for Africa where he was responsible for the bank's first business accelerator run in partnership with Techstars. Since then, Paul has worked with Startupbootcamp and Innoleaps and engaged with multi-national corporates to grow and develop their innovation business strategies.

OTHER INNOVATION INVESTMENTS

"Nedbank's had a very good journey in this space. We're a founding sponsor of the Nedbank Stellenbosch University Launch-Lab which focuses on incubation, and we're also the first African bank to sponsor a Startupbootcamp programme, being the AfriTech programme. Plug and Play was a very natural step for us onto the global scene, they've got their head office in Sunnyvale in California and multiple hubs across the world," states Stuart van der Veen, Head of Disruption and Innovation for Nedbank CIB.

Startupbootcamp AfriTech

Nedbank was the first African bank to sponsor a Startupbootcamp Programme – Startupbootcamp AfriTech. They have been a sponsor since the launch of the accelerator in 2017.

Startupbootcamp AfriTech is part of the global Startupbootcamp family of industry-focused programs supporting early-stage tech founders to rapidly scale their companies by providing direct access to an international network of the most relevant mentors, partners, and investors in their industry.

Their core mission is supporting the world's best entrepreneurs through all stages of their growth, and they run 19 programmes across 6 continents.

Startupbootcamp now has more industry-focused accelerator programs than any other organization and holds events in more than 100 cities each year supporting the world's most talented founders with hands-on mentorship and access to key industry connections.



OTHER INNOVATION INVESTMENTS

Stellenbosch University LaunchLab

The Nedbank Stellenbosch University LaunchLab is a startup incubator, and their goal is to build a thriving ecosystem for entrepreneurs in Africa.

LaunchLab facilitates valuable connections between startups and corporates. It is an initiative of Innovus, the industry interaction and innovation company of Stellenbosch University, and was created in partnership with Nedbank.

The LaunchLab was founded in 2013 with the goal to establish a network of university campus-based business incubators across Africa and create an entrepreneurial ecosystem that can benefit and accelerate entrepreneurs and startups around the continent.

The primary LaunchLab incubator is based at Stellenbosch University, but it is open to all entrepreneurs. The LaunchLab is actively running programmes on other partner campuses, while at the same time pursuing new partner universities in South Africa and Africa.

In 2015 the LaunchLab opened its new 1200m2 facility on campus thanks to its founding sponsor, Nedbank, and matching funding from South Africa's DTI Incubation Support Programme.

This facility now provides everything new businesses need to get started, and they are forging ahead with their goal to make entrepreneurship not just aspirational, but achievable.

LaunchLab by Numbers:

- 215 people in the LaunchLab
- R110 million raised since 2016

The LaunchLab takes entrepreneurs through the process of building a proven business – from validating your concept to proving your business model in your industry or market. It connects startups and entrepreneurs to key people within their corporate partners to get real feedback from potential customers. Whether the companies are just at the idea stage, or looking for better market access or an introduction to Africa's top investors, the Nedbank Stellenbosch University LaunchLab can help launch any budding business.





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Follow the conversation:
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For more information please contact
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