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# REVERSE INNOVATION

WE NEED YOU TO JOIN US TO SOLVE THE REAL PROBLEMS

## REVERSE PITCH DAY

JOIN US FOR THE REVERSE PITCH DAY  
15 DECEMBER 2020 | 1:30 PM - 5:00 PM



TECH STARTUP CENTER

PLATINUM SPONSOR



CHALLENGE PARTNER



IN-KIND SUPPORTER



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# Introduction

## About the company

Bongloy is a Southeast Asia based fintech company focusing on open API for card issuance and digital payment infrastructure. our secure, flexible and scalable open API platform enables businesses to acquire and issue cards. We believe everyone should have access and be able to contribute to the digital economy in developing countries seamlessly.

## Challenge #1

Connection between Payment Gateway & Accounting System

# Problem Statement

## Overview of the problem

It takes much unnecessary time and effort to extract transactions from payment portals and fill them up in the accounting system manually. Is there a way to automate this process?

## Detail of Problem Statement

- One of the widely used accounting systems/ softwares in Cambodia is QuickBook. It is relatively flexible in recording and bookkeeping according to the businesses' operational models. However, all the items/transactions are manually key-in one by one, although the list of sales/transactions are already available from the payment gateway portal.
- It takes long time and effort to do this manually and there is high percentage of key-in mistakes and information lost.
- The software does not recognize/allow the upload of the transaction records from the payment gateway dashboard.

Expectation



- Create an linkage that can synchronize data from payment gateway dashboard to accounting software (e.g. QuickBook) automatically

## **Potential working areas:**

- Webhook
- Quickbook API
- Bongloy API (Sandbox)

## Challenge #2

# Users' Identity Verification

# Problem Statement

## Overview of the problem

Remote client onboarding is a crucial part in fintech development particularly in financial inclusion, and an accurate eKYC plays a vital role to successfully implement it. How to ensure true identity through digital onboarding?

## Detail of Problem Statement

- Currently full Know-Your-Customer (KYC) cannot be done remotely/ without physical presence of the customers as the institutions cannot guarantee the true identity of the customers this way
- The lack of database for identity verification makes this an industry/ infrastructure issue
- There is no tool/technology yet in Cambodia to extract the data and do the verification with the submitting files

Expectation

- Build an identity verification portal that can be integrated to financial apps

## **Potential working areas:**

- Data sources from institutions that possibly hold/gather the data, i.e. Credit Bureau Cambodia (CBC), Ministry of Interior (Mol)
- AI Technology
- Open API Integration

## Challenge #3

A Donation Hub for all  
Sources of Fund



# Problem Statement

## Overview of the problem

As we have seen in the past week, vaccine donation has tremendously spurred up the need of digital payments. However, the need also indicates the fragmentation between various payment sources and methods that make the cash collection difficult. Is there a synchronized portal to accept payments from all sources and do one-point settlement to the collector?

- Have to open/have accounts at different institutions to accept payments from various sources, i.e. the Prime Minister has to publicise a list of accounts at different banks to accept the donations
- Difficulty and complication in cash collection from various institutions, hard to track especially while there are different owners to the donation accounts

Expectation

- Build a synchronized portal/hub that able to receive payment/donation from various (if not all) existing financial institutions

## **Potential working areas:**

- Bakong
- Transfer/settlement portal

Thank You