



Mezzanine Overview

For Village Reach Nov 2019



mezzanine
creating productive societies

Mezzanine

- Digital Solutions & IoT Company with Shared Value Objective
- Industry Expertise in Health, Agriculture and Last Mile Supply Chain Management
- Network & Implementation Partner Agnostic
- Experience Implementing at Scale in complex, resource limited settings



Mezzanine Impact & Reach

Estimated **62 m lives** positively impacted since 2012, in 7 countries across the continent.

Some of our VGE Clients & Partners -



Mezzanine Focus

HEALTHCARE

Pathology & Pharma

> 23 million transactions

Last Mile Logistics & Supply Chain

15,000 Service points registered

FMCG & CPG

eVouchering

4.1m USD Value distributed in 2019

AGRICULTURE

MyFarmWeb

>1.2m Ha Precision Farming Data Mapped

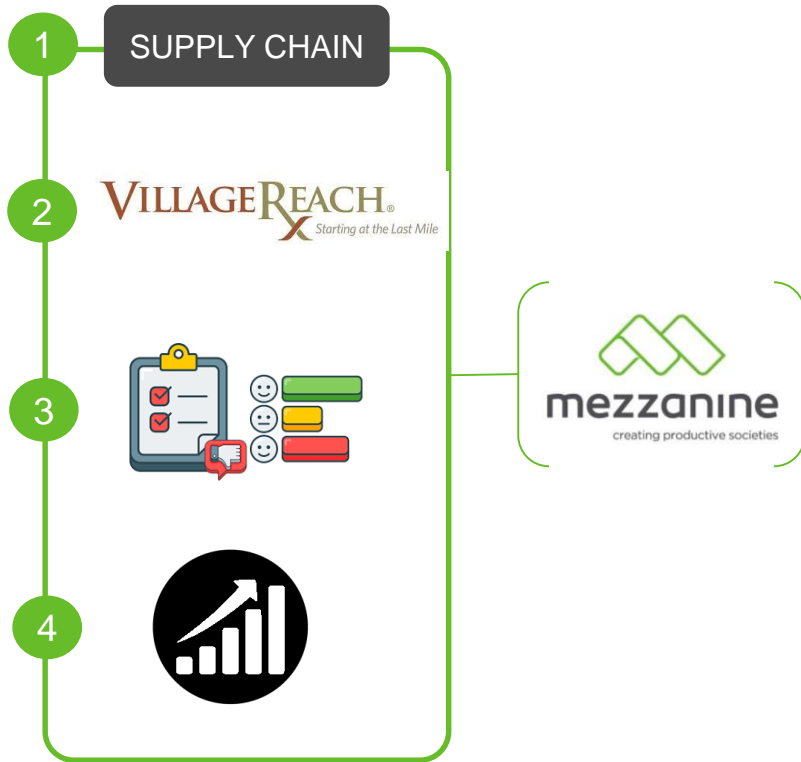
Connected Farmer

1.2. Million Smallholder Farmers
42 Crop types registered

FIN SERVICES



Mezzanine Approach



1. Industry/Vertical/Market specific
2. Customer specific
3. Products that will **reduce inefficiencies** and fragmentation, and improve **cost-effective** service delivery.
4. Co-design implementation plans that lead to scale and **amplified impact**

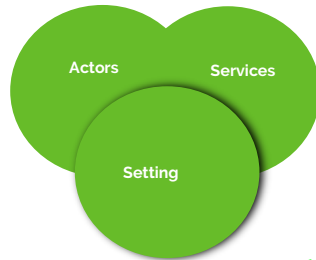


Mezzanine Supporting Digital Transformation

Reliability & Availability: Health services available when and where they are needed

Reporting (Visibility)

Digitising the building blocks that will allow you to build a functional value chain.



Transaction support/enforcement

Digitising the rules that govern the interactions between these building blocks.

What should be available where, to whom, how.

Responsiveness & Cost-effectiveness: The right services provided to the right recipients, at the right cost to the health system.

Transaction optimisation & automation

Can we improve how we deliver these services.

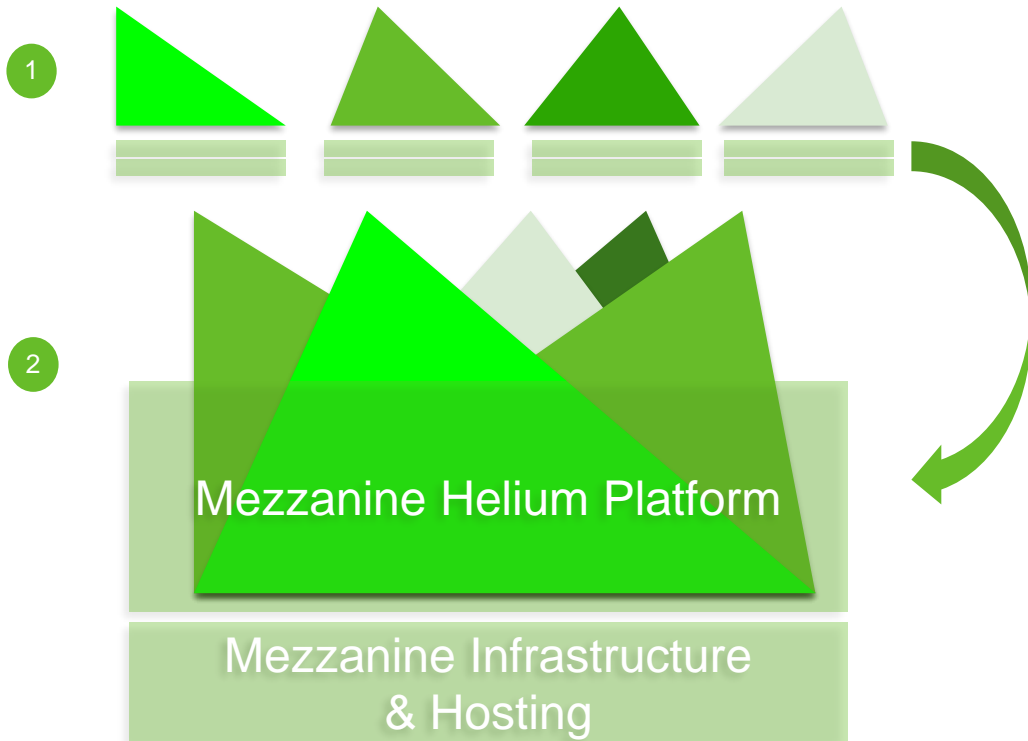
Horizon expansion - links between value chains

Can we build links into other services.

Value & criticality of service



Mezzanine Managed Services



- Technology partners often provide bespoke, **stand-alone** solutions
 - Clients pay for **total cost of ownership**
 - **Fragmented** ICT Landscape
 - Poor data portability
 - Poor sustainability
- **Software as a Service, Platform as a Service** and Infrastructure as a Service result in **economies of scale** for a **multi-tenant model**.
 - Improved **data availability** and **interoperability**
 - **Reduced cost** per client & improved sustainability



Software as a Service

Software as a Service



1. Agile product roadmap governance
2. Maintenance and support, 2nd Line
3. Platform supporting scalability
4. Data security
5. Hosting and infrastructure
6. Managing APIs
7. 2nd Line support
8. 99% SLA for availability







Mezzanine provides all products as full Software as a Service offering (SaaS).

Cost:

- Once-off setup fee per new country
- SaaS fee per site, or user or per transaction (depending on model)V
- Variable fees linked to number of integrations or other local requirements.
- Variable fees linked to local connectivity requirements. Where Mezzanine can provide a zero-rated service, this is default.



Mezzanine Analytics

	Collection: What data, where, at what frequency, how is it collected
	Storage: Where is it stored, according to what rules & conditions
	Processing: How is the data processed so that it can be used meaningfully
	Exploration & representation: What meaning can be extracted and represented
	Interpretation: How do users interpret the output reports/representations
	Action: What actions are taken as a result of the interpretation

Last mile data collection/harvesting, storage and processing. Data orchestration and interoperability.

BI platform with predictive and visual analytics and reports.

Digitised workflow linked to actionable triggers.

Mezzanine Deployment

	Design: Program/project design – People, policy, process and technology
	Deployment & Logistics: Getting devices setup and to the end users
	Training: Ensuring mobile and web users are trained
	Project Management: Keeping the project on-time and within budget
	Support & Maintenance: 1 st , 2 nd and 3 rd line support
	User adoption of digital strategy: Monitoring and supporting people

As the technology partner
Mezzanine can support
Implementation Partners in all aspects, with details defined by SoW.

Remote support and maintenance linked to technology