OUTSOURCED RESOURCES FOR M&E.
B.O.T
BRIDGE · OUTSOURCE · TRANSFORM

Lebanon’s First
IMPACT SOURCING
PLATFORM
for every child

Save Time
Save Money
Create an Impact
INTRODUCTIONS | Market Assessment
To better understand the Lebanese market demands for digital services, a comprehensive survey was conducted during Q3 of 2017 with 134 entities.

- **56%** Outsourced digital work
- **44%** No system to manage data & information
- **28%** Only trained staff on basic digital skills
- **60%** No Budget for IT
- **13%** No Access to digital services
- **41%** Do not use ICT Tools for M&E
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THE NUMBERS IMPLICATE

01. CRITICAL DATA PROBLEMS

02. INEFFICIENCY OF FIELD OPERATIONS

03. POOR DONOR REPORTING

04. POOR INTERNAL REPORTING

The Survey: http://digitalassessment.letsbot.io
Hundreds of skilled Freelance youth

Leverage a Managed Workforce

Get Quality Assured Services

Contribute to a Positive Social Impact
OUTSOURCED SERVICES FOR M&E

- Adapt and Digitize Surveys
- Field Surveys
- Online Surveys (Mobile Friendly)
- Call Survey
- Data Analysis & Visualization

- Transcription and Translation
- Note Takers
- On site Assistance / Support

- Data Entry, Validation, Cleansing
- Merging
- Deduplication
- Data Analysis & Visualization

- Archive M&E documents
- Archive Financial & Procurement documents
- Create searchable copies of files
B.O.T Value Proposition

DON'T go through a hiring process
DON'T worry about the staff turnover
DON'T go through full-time hiring due to the freelance model

B.O.T CAN SHORTLIST 20 YOUTH WITHIN 5 WORKING DAYS

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SAVE MONEY on skilled staff
SAVE MONEY in staff turnover minimization
SAVE MONEY by an on-demand and flexible pricing

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B.O.T Value Proposition

Recruitment Process

Onboarding Process

Turnover Management Process

Quality Assurance & Delivery
Identify Skills

Receive from the customer the desired skills that a youth should have in order to perform the tasks at hand, which also includes:

• Deliverables/Service/Results
• Timeline
• Skills and expertise
• Milestone
• Reports

Find Talent

Search B.O.T’s Platform to select the youth based on the skills identified. The platform provides insights about the youth including:

• Location
• Qualifications and experience
• Field work/Remote work
• Availability
• Project timeline
B.O.T Value Proposition

B.O.T Platform reflecting the registered youth with criteria to onboard youth based on project’s scope
Youth portfolio segmented into Biodata, Skills, Education, Training
B.O.T’s account executive briefs the youth about the project.

Youth training is conducted by the client who further explains the project and the tools to be used in the presence of B.O.T’s account executive.
To ensure the Legal Security of the Client’s information B.O.T youth sign
Monitor the Youth work

Setup a Live channel for potential skip or bail

Have a pool of youth ready to act as rapid backup

Account Executive
B.O.T Value Proposition

Quality Assurance Process

Account Executive shares the final report with the client

Youth are paid upon the delivery of the project
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To ensure high level of data quality, we start by minimizing data errors and inconsistencies.

- Ensure data validation on answers
- Design logical jumps / skipping patterns on questionnaires
- Minimize open-ended questions (categorizing and updating choices)

No matter how exacting the questionnaire design and enumerator training process may be, further quality controls are applied during work.

1. Collecting paradata
   - Timestamp (time taken by enumerators to progress through an interview and compare it with other enumerators
   - GPS readings (Ensure that enumerators are where they are supposed to be)
2. Audio Audit Recordings (listening in on parts of the interview alongside the data set as received from the field)
3. Supervisor validation on each survey using metadata status of the interview file
4. Spot checks and random phone calls by the supervisor
B.0.T Pricing

**Hourly Rate**

- $4.3 - $10

- $10 - $22
  - On-site Survey

- $35 - $45
  - Staff Augmentation Daily

- $0.25
  - Phone Call Survey 1 minute

- $50 - $60
  - Transcribing 1 hour (Audio)

- $60 - $300
  - Digital Survey

- $0.11 / min
  - Data Management (Remote)
B.O.T Clients

“Thanks to B.O.T, led by the skilled youth who adapted easily to our needs and delivered outstanding results.”

- HICART
"Intelligent, asked good questions, and showed a willingness to understand and work with our team, Martina, a youth from B.O.T joined our team to support in DATA Entry tasks. She was later promoted as a longer-term team member. The B.O.T team were helpful in facilitating this. We were in general very impressed."

“Successful. Interesting. Prompt Answer and Good Outcome.”

“As a fast growing E-Commerce platform we HiCart.com required Data Entry support for massive amounts of content in a very short period of time. Thanks to B.O.T, led by the skilled youth who adapted easily to our needs and delivered outstanding results.”
THE STAKEHOLDERS

B.O.T
BRIDGE • OUTSOURCE • TRANSFORM

Powered by
unicef
for every child
dot.
LEBANON

Impact Sourcing Platform of
Generation of Innovation Leaders
unicef

Funded by
Kingdom of the Netherlands
german cooperation
implemented by
KFW
B.O.T IMPACT
[Up to January 2019]

25+ CLIENTS

500 TRAINED YOUTH

160 YOUTH > 61% GIRLS 75% REMOTE

40+ PROJECTS

USD 67,000 GENERATED REVENUE

56% RETENTION RATE

12% NORTH

53% BEIRUT & MOUNT LEBANON

7% BEKAA

28% SOUTH
THE TEAM

MARIANNE BITAR KARAM
Managing Director

MARWAN MOGHRABI
Director

CHARBEL TRAD
Project Manager

CHARBEL SALIBA
Operation Manager

CHARBEL KARAM
Marketing Manager

IMAD HTEIT
Account Executive

WISSAM EL JURDY
Account Executive
THE ADVISORY BOARD

DANNY KARAM
Digital Strategy & Consulting

NADA KHORCHID
ICT Services for B2B

HODA DAOU
Research Data Analytics

DIKRAN KALYDJIAN
Financial Planning & Acquisitions

NISRINE SALHAB
Legal for Startups
THANK YOU