B.O.T
BRIDGE · OUTSOURCE · TRANSFORM

Powered by
unicef
for every child

dot.
LEBANON

OUTSOURCED
RESOURCES
FOR M&E.

B.O.T

BRIDGE · OUTSOURCE · TRANSFORM

Lebanon's First
IMPACT
SOURCING
PLATFORM

Powered by

unicef
for every child

dot.
LEBANON

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

What does this mean?

B.O.T

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

THE NUMBERS **IMPLICATE**

01. CRITICAL DATA PROBLEMS

02. INEFFICIENCY OF FIELD OPERATIONS

03. POOR DONOR REPORTING

04. POOR INTERNAL REPORTING

B.O.T

The Survey: http://digitalassessment.letsbot.io
Full Report: http://report.letsbot.io/

Hundreds of skilled Freelance youth

Leverage a Managed Workforce

Get Quality Assured Services

Contribute to a Positive Social Impact

B.O.T
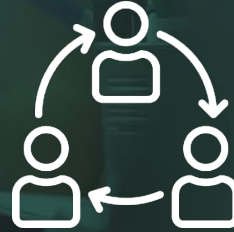
OUTSOURCED SERVICES FOR M&E

**Tracer Study
Impact Evaluation
Research & Market Study**

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

Focus Groups

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

**Beneficiaries Data
Management**

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

**E-Archiving
& Indexing Services**

- Archive M&E documents
- Archive Financial
  & Procurement documents
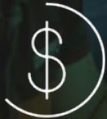- Create searchable copies of files

B.O.T

B.O.T Value Proposition

Save Time

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

Save Money

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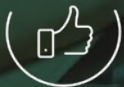
Create an Impact

BY PROVIDING freelance income generation opportunities to youth from marginalized communities

B.O.T Value Proposition

Recruitment Process

Onboarding Process

Turnover Management Process

Quality Assurance & Delivery

B.O.T

B.O.T Value Proposition

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

Screenshots of the platform next

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

- Location
- Qualifications and experience
- Field work/Remote work
- Availability
- Project timeline

B.O.T

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

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

B.O.T

To ensure the Legal Security of the Client's information B.O.T youth sign

B.O.T
GDPR & DATA
CONFIDENTIALITY
AGREEMENT

CLICK

B.O.T
PROJECT BASED
AGREEMENT

CLICK

B.O.T
Freelance
AGREEMENT

CLICK

Client's
Confidentiality
AGREEMENT

B.O.T

B.O.T Value Proposition

Account Executive

1

Monitor the
Youth work

2

Setup a Live channel for
potential skip or bail

3

Have a pool of youth
ready to act as rapid b
ackup

B.O.T

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

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

B.O.T

Data Quality Assurance

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.O.T

B.O.T Pricing

$4.3 - $10

HOURLY RATE

$10 - $22	**$0.25**	**$60 - $300**
On-site Survey	Phone Call Survey 1 minute	Digital Survey
$35 - $45	**$50 - $60**	**$0.11 / min**
Staff Augmentation Daily	Transcribing 1 hour (Audio)	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

B.O.T Clients
"WHAT THEY SAID?"

jaleesa

"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."

unicef
for every child

"Successful. Interesting. Prompt Answer and Good Outcome."

HICART.com

"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."

B.O.T

THE STAKEHOLDERS

B.O.T
BRIDGE · OUTSOURCE · TRANSFORM

Powered by

unicef
for every child | dot. LEBANON

Impact Sourcing Platform of

جيل
Generation
of Innovation Leaders
unicef

Funded by

Kingdom of the Netherlands | german cooperation DEUTSCHE ZUSAMMENARBEIT | Implemented by KFW

B.O.T

B.O.T IMPACT

[Up to January 2019]

500
TRAINED YOUTH

25+
CLIENTS

160
YOUTH

61% GIRLS

75% REMOTE

40+
PROJECTS

USD 67,000
GENERATED REVENUE

56%
RENTENTION RATE

12% NORTH

53% BEIRUT & MOUNT LEBANON

7% BEKAA

28% SOUTH

B.O.T
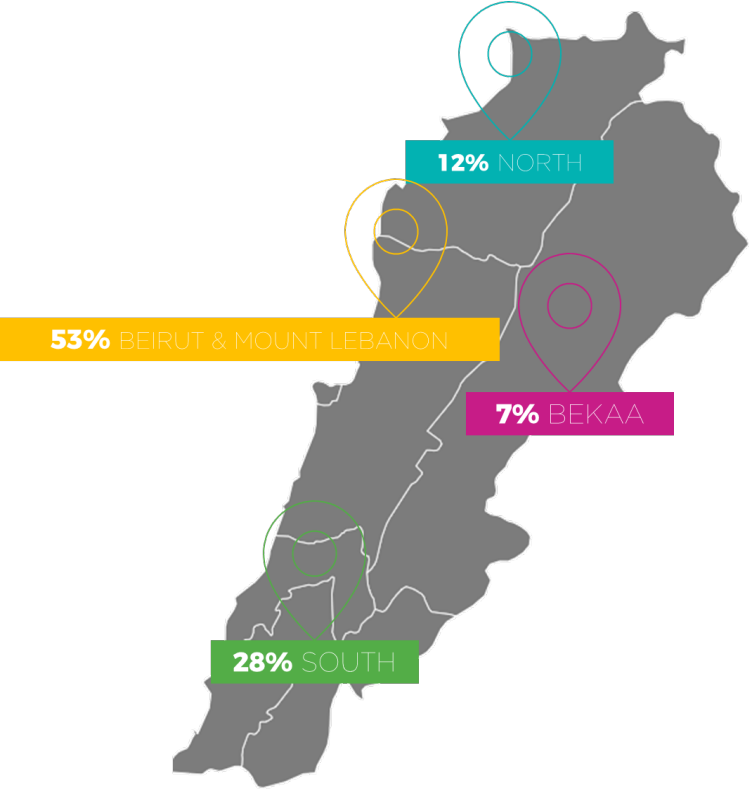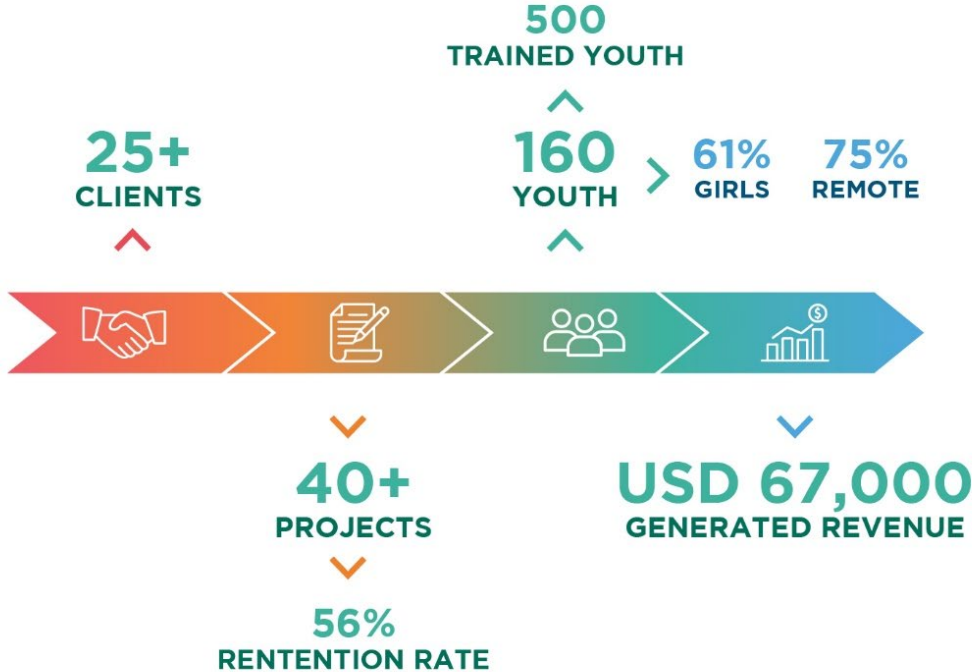
THE TEAM

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

B.O.T

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