

Gustav Schoeman

Nirph Digital



“ I saw an opportunity to prevent fraud through an innovative and inexpensive customer identification system. ”

COUNTRY	South Africa
INDUSTRY	Healthcare
EMPLOYEES	18
YEAR SELECTED	2005
WEBSITE	www.nirph.com

COMPANY SNAPSHOT

Gustav Schoeman is the CTO of Motillion, a provider of end-to-end technology services. Founded in 2011, Motillion specializes in mobile and web applications, platform design, and cloud computing. One of their most successful ventures is a cloud-based storage system called Snapdisk, a South African competitor of Dropbox.

Gustav was formerly a co-founder of Nirph Digital, for which he was selected by Endeavor. At Nirph, he helped develop innovative biometric solutions (fingerprint recognition systems) that enabled its clients to reliably and accurately identify their customers. Gustav became interested in biometrics along with Nirph co-founders Theunis Botha and Marius Bezuidenhout, both of whom he befriended at the University of Johannesburg. They formed Nirph together in 2001 and began to develop software to accompany fingerprint devices with the objective of becoming a niche market solutions provider.

With banks and other financial service providers in mind as potential clients, their Customer Identification System (CIS) combines biometric technology and interactive media to actively identify customers and employees for transaction security. Nirph's clients include the First Bank of Nigeria and Barclays Bank, one of the top 10 banks in the world. In addition to biometric security products, Nirph also provides interactive media products for corporate clients.

In late 2011, Gustav left Nirph Digital to help form Motillion.

ENDEAVOR AND NIRPH DIGITAL

The Entrepreneurs raised funding through an Endeavor contact. In addition, INSEAD MBAs helped the company plan sales and expansion strategy. The Entrepreneurs have also benefited from legal support, facilitation of a strategic partnership, several strategy mentors, and an Immersion Tour.

The Entrepreneurs demonstrate commitment by mentoring fellow Entrepreneurs, and nominating and reviewing candidates in the selection process.