



INTERNSHIP PROGRAM FOR INTERNATIONAL STUDENTS

INTERNSHIP SUBJECT FORM

Name of the Host Laboratory	Management Research Centre (Centre de recherche en gestion)
Website of the Host Laboratory	https://portail.polytechnique.edu/i3_crg/en
Research Group	
Internship Supervisor	Akil Amiraly
Internship Subject	The 'packetization' of essential services through innovative delivery and payment systems in Indian and East African cities
Student's level	<input checked="" type="checkbox"/> Advanced Undergraduate Students (3 rd or 4 th year) <input checked="" type="checkbox"/> Master's students (1 st or 2 nd year) <input checked="" type="checkbox"/> PhD students
Proposed Duration	<input checked="" type="checkbox"/> 3-4 months
Prerequisites	Background in social sciences, political sciences, and exposure to developing countries' contexts.
Internship description (max. 15 lines)	<p>The research internship project examines the on-going development of leap-frogging technologies and frugal payment systems that help the delivery of essential services, such as water, electricity and mobility in developing cities in India and East Africa. These services are impacted by the discontinuity of the provision of the public services. Such intermittency opens an avenue to private operators proposing alternative services to partially fill the gap between the end-users' demand and the unreliable public service.</p> <p>The research internship aims at analysing the development of these services by looking at two perspectives: the operators' business models and the end-users' consumption practices and capacity to pay for the services. Considering the financial constraints of the low-income households in developing cities, 2 payments models will be studied through 3 case studies in 3 countries:</p> <ol style="list-style-type: none"> 1. 'Pay as you go': for water delivery by E-rickshaws in Delhi and by water kiosk in Bangalore (India) 2. 'Pay as you go': for solar energy recharge stations for battery swap system in Kampala (Uganda)

3. **Prepayment** of electricity by mobile phone in Stone Town (Tanzania).

The research intends to identify the relationship between the economic sustainability of these initiatives and their financial inclusiveness for the end-users. Preliminary questions include:

- How do leapfrogging services help operators to develop their service and help new customers to access and pay for the services?
- How do new forms of payment facilitate or limit service access to sections of society that previously did not have such access? This research project requires adopting a multidisciplinary perspective mobilizing various fields (political economy, public policy, management). The intern will develop a research question, work on a related literature review and analyse interviews based on qualitative material collected by researchers on the field.

The writing of a working-paper is expected.