

TOOOPLE strives to empower millions of students globally through its applied skill-development platform, by acting as a bridge between academia and industry.

TOOOPLE

Discover Your Future

www.tooople.com
enquiry@tooople.com



About Us

TOOOPLE is a skill-development and technology aggregation platform company that aims to bridge the acute expectations gap between “graduates and industry” by grooming “Work-Ready” IT professionals for top IT companies through a curated skill development resources.

*Empowering Current and Aspiring Professionals
by Creating Equal Opportunities*

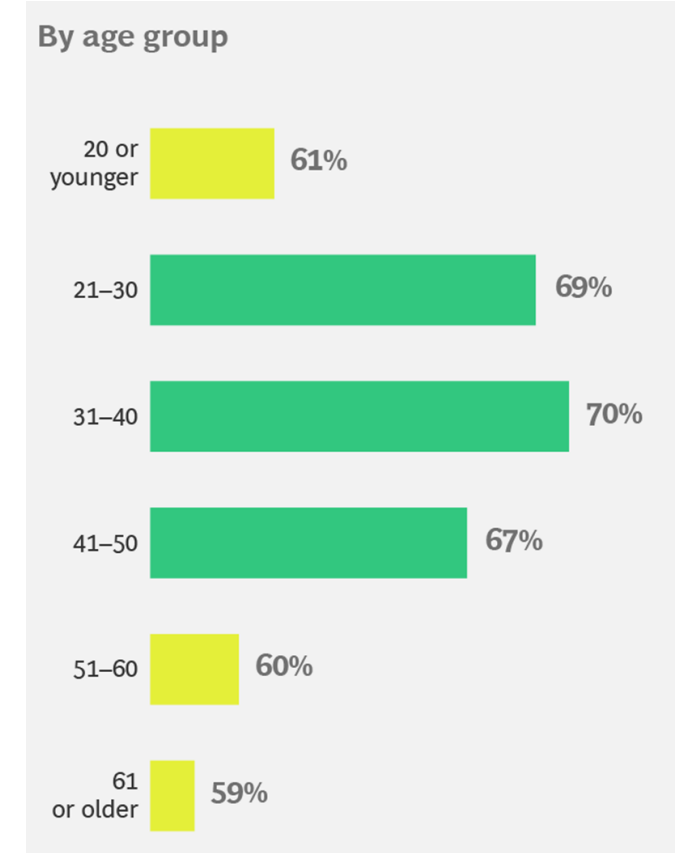
Global willingness to upskill for a job



There is a huge global demand for upskilling, especially as COVID-19 continues to disrupt traditional way of doing business

- Employees routinely spend **\$941 - \$1096** per employee on his learning and development (as per 2018 Training Industry Report)
- Global e-learning market size was **USD 200 Billion** in 2019
- Total market size expected to reach **USD 375 billion by 2026**

Source: Global Market Insights - e-learning market insights



People across age groups are reskilling. 60% of 20 year olds (under-grads) feel the need to reskill

Source: BCG / The Network proprietary web survey & analysis

Competitive Landscape & Our opportunity



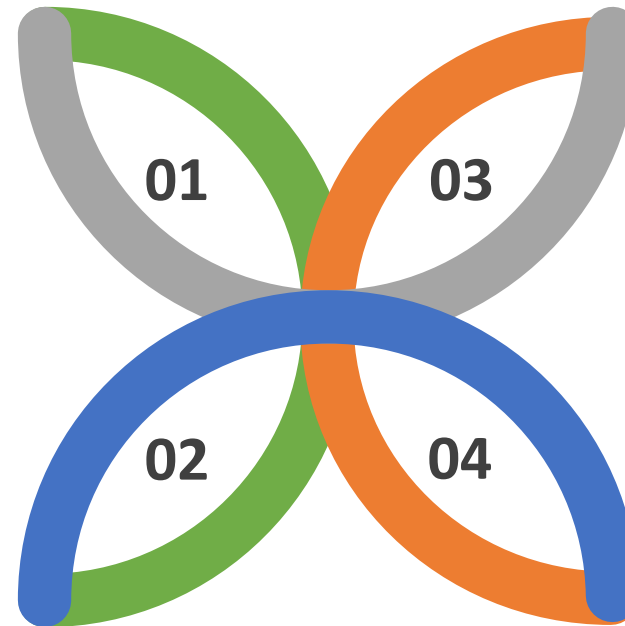
UNIVERSITIES & TECHNICAL INSTITUTIONS

- Full time/ Part time / Distance learning
- Little/No help in getting jobs
- Hands-on learning, but longer duration
- Not flexible enough for people having full-time jobs

coursera edureka! simplilearn

E-LEARNING

- No help in getting jobs
- Very little practical learning.
- Extremely limited Mentor support, not accessible to all
- Easily abused by people.



NIIT

BYJU'S
The Learning App

Vedantu

TRAINING INSTITUTION

- No help in getting jobs
- Bulk training, very less attention to individual
- No practical learning
- Limited/no mentor interaction and learning from Industry

Pearson

KAPLAN

THE learning factor

CORPORATE L&D

- Usually overwhelmed with requests
- Difficult to tailor training for varied requests
- Online training is replacing them in corporates

TOOOPLE aims to combine advantages of all these platforms, and provide a continuum of services from upskilling, to real-time project mentorship to job matching

Our Approach



Current education system is not ready for the fast changing technology world



Corporates need to comprehensively reskill graduates when hiring them

TOOOPLE's Solution



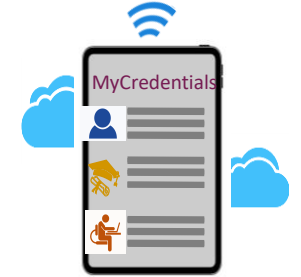
SmartStart

- JobMatch: Curated skill-based jobs for students/Aspiring professionals
- Curated video content
- Expert sessions
- MyCredentials



Skill Augmentation (SkillAug)

- Industry relevant Skill Development program to aspiring graduates through Institutions and Corporates
- NOCN accredited projects with mentor oversight with 2 level certificates for students;
 1. Foundation Certificate in Applied Project Development
 2. Advanced Certificate in Applied Project Development
 3. Professional Mentor Certification for Impact
 4. Master Mentor Certification for Impact



MyCredentials

- Student's virtual portfolio
- Mentor rated skills
- Easily shareable online through a URL or PDF
- Plan to build it on Blockchain, to enable easy verifiability and credibility

About NOCN (UK) & SkillAug Projects

NOCN is a market-leading international Awarding Organisation (AO) and UK Government-approved End Point Assessment Organisation (EPAO) that has been creating opportunities for 30 years

NOCN is trusted and recognised by employers, training providers and learners in the UK and internationally, to provide a high quality, flexible service and we believe passionately in the power of education and its impact on communities and individuals

TOOOPLE SkillAug Projects are accredited by NOCN to develop quality project outcomes

Our accredited “Applied Project Development” framework is first of its kind to bring aspiring professionals, faculty at the institutions and industry professionals to follow a common approach in academic projects development space. This approach is highly scalable, makes the students “JobReady” & helps them to transition into the new and evolving work culture

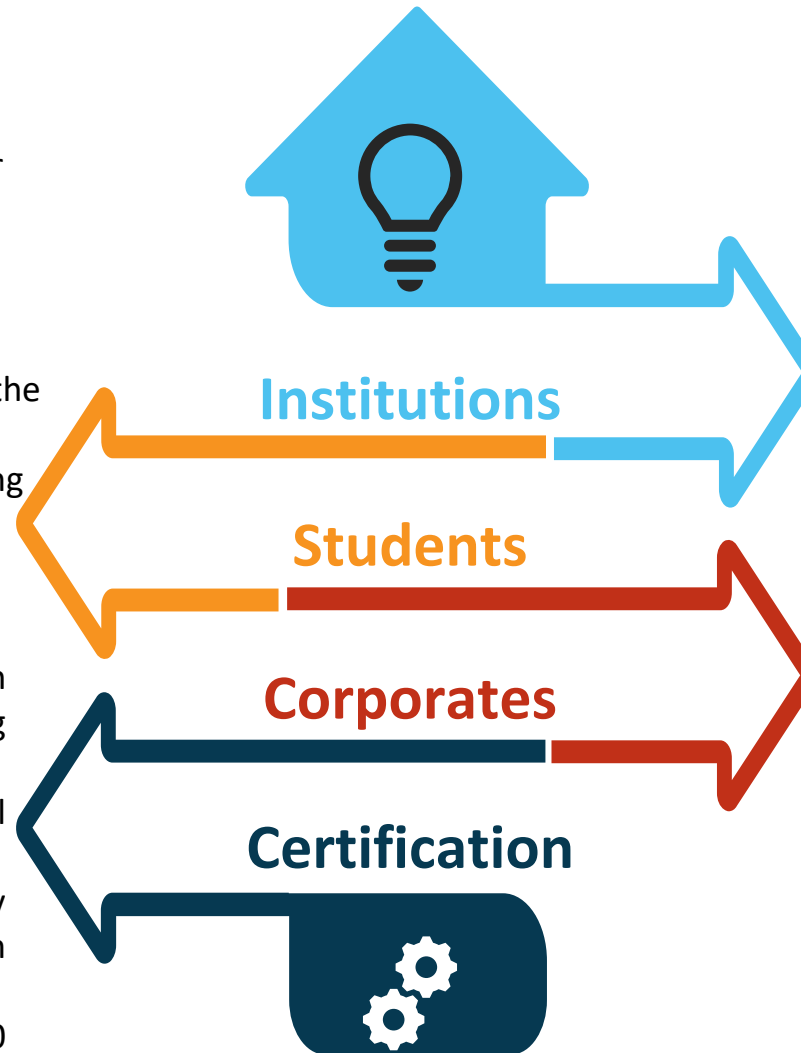
Value Proposition

Students

- Virtual access to projects with world class mentorship to boost career skills
- NOCN (UK) Certifications to increase potential for employability locally and during education at overseas universities
- Easily sharable and portable virtual ePortfolio (MyCredentials) for life
- JobMatch with Curated MyCredentials empower the students in job search
- Curriculum/Badges from top vendors for enhancing technology capability

Certification

- First organisation to offer certifications in Applied Project Development for graduating students with global framework standards
- Partnership with IBM to increase technical capability during project development
- TOOOPLE and Confederation of Indian Industry (CII-Yi) to create market opportunity jointly in Karnataka chapter
- Jointly certify Project Completion covering 300 affiliated colleges with JNTUA & JNTUK



Institutions

- Create an industry environment in universities/Institutions
- Exposure to world-class academic environment to improve institutions rankings
- Certify the academic staff to be project mentors through NOCN's Mentor Certification
- TOOOPLE projects/certifications to get integrated into regular course curriculum to bring quality standards to increase admissions
- JobMatch to enhance institution's job search capability substantially and improve placement track record

Corporates

- Substantially reduce IT & Non-IT freshers' onboarding training period
- Verifiable student bio through MyCredentials
- Support skilling of employees for lateral movement through certification framework
- Direct access to certified and skilled students from institutions/individuals with mentor's feedback

Stakeholder Traction



- **NOCN:** Obtained NOCN approval for SkillAug Projects.
- *NOCN is a market-leading international Awarding Organisation (AO) and Government-approved End Point Assessment Organisation (EPAO)

- **MOUs** signed with multiple Universities and colleges with access to 450,000 students from 350 institutions
- **JNTU-A:** Student Pilot SkillAug project completed
- **JNTUA-K:** Capability training and skill development through the **Incubation** center

- **Youth4Work:** Access to massive jobs database for JobMatch App
- MOU signed with **CII Yi** for mentors and market outreach
- Delivering training programs under Omanization initiatives through iTEC
- Access to **500+ Mentors** through IIHT, CII Yi, Path Infotech...
- Finalising the MoU with **IBM-India** Career Education for Tech training
- Microsoft Malaysia - Ongoing discussions for academic initiatives
- Collaboration with International Higher education institutions

- **Accion Labs:** Integration with L&D department to rollout project-based learning for employee
- In talks with several other corporates for Learning paths of their employees
- **NTUC Learning Hub:** SkillsFuture (Singapore)
- **Path Infotech:** Capability and Skill development

- **Ministry of Edu., India, AP State Skill Dev. Corp.:** talks to help upskilling of graduating students
- **Govt of Oman:** Working on Omanisation project via corporate partner **iTEC LCC** and **AL Muheet Training Institute (MTI)**

MOU Signing



TOOOPLE Product/Service Roadmap

Q3 & Q4 2020

Certifications & Delivery processes

- Prepared for Accreditation of TOOOPLE Project framework in “**Applied Project Development**” 1) Mentor 2) Advanced level of Student certifications
- Built process & guidelines for delivery of certifications
- First pilot rollout of SkillAug – NOCN Foundation Certification (Completed) with JNTU-Anantapur
- Beta testing of V1.1 TOOOPLE Platform

Q1 2021

Scale SkillAug & MyCredentials

- Securing Accreditation of NOCN Advanced Certification; NOCN Professional Mentor Certification
- Scale NOCN Foundation pilots globally
- Develop process to build a quality pool of mentors
- Developing platform to host certifications curriculum
- Enhance Service offerings and partner with one TOOOPLE Digital Lab in India

Q2 2021

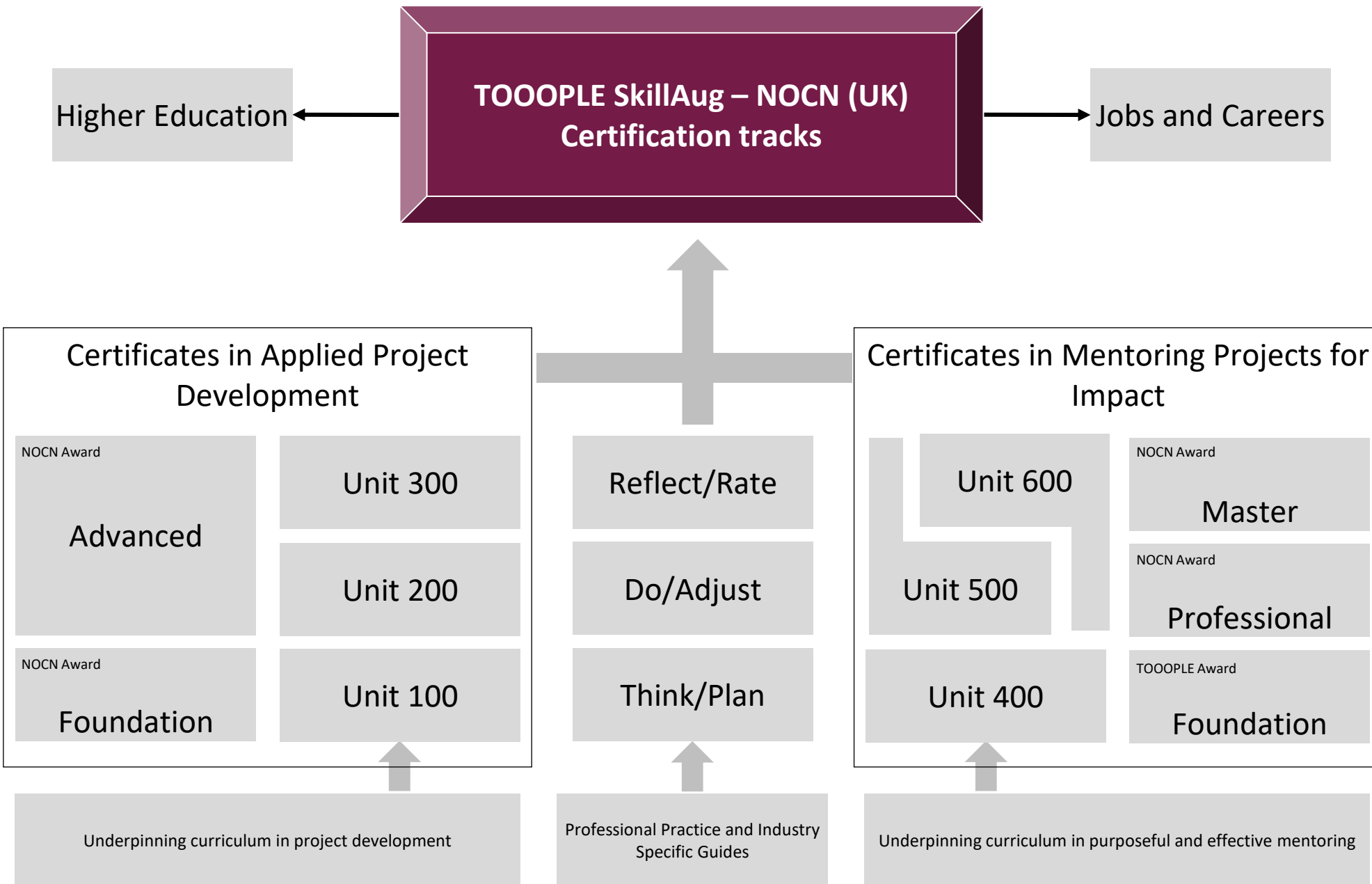
Product Development

- Tech IP – Applying for Project Development Framework in April / May’21
- Develop a quality pool of mentors to sustain growth through professional mentor certifications from NOCN
- Partnership with IBM & CII Yi
- Portal enhancement to host Mentor & APD curriculum
- Building V2.0 of Product to host certifications’ curriculum
- Creating network of mentors for SkillAug & SmartStart

Q3 & Q4 2021

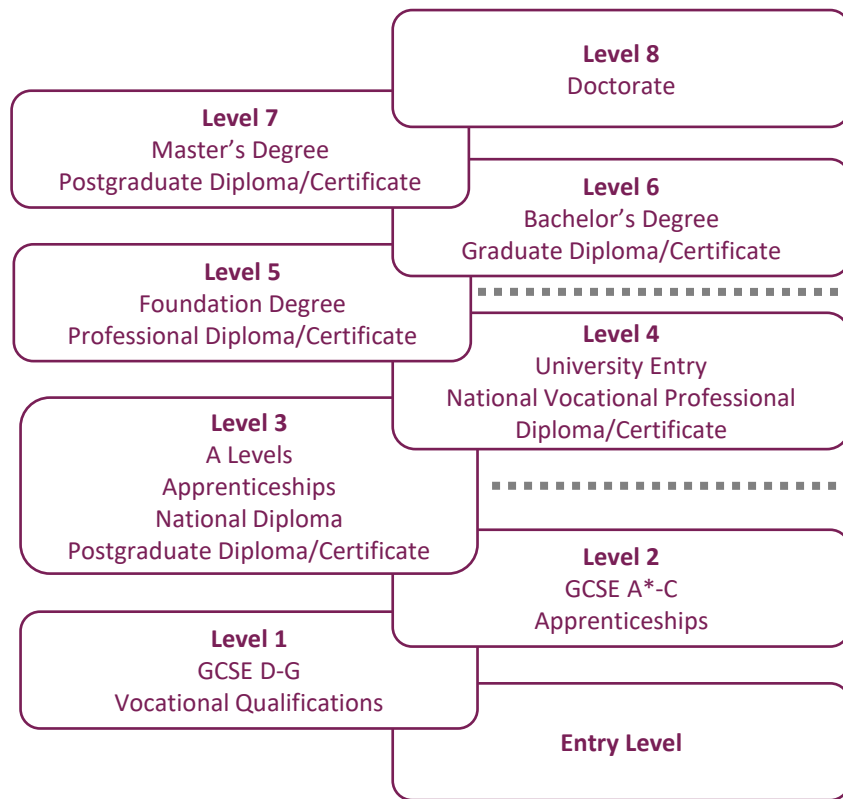
Medium term Plans

- Further develop **JobMatch** and integrate with database
- **Enhance MyCredentials that can be globally transferable & Integrate with existing LMS providers**
- Continue to build world-class curriculum to support massive certifications growth in India and overseas
- Integrate capability content from top global vendors to support projects’ development

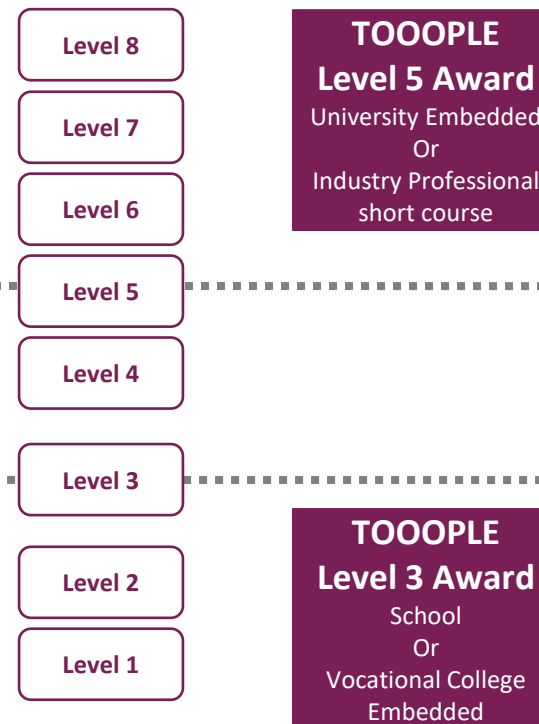


TOOOPLE Award Positioning

UK Regulated Qualification Framework Levels (RQF)



European Qualification Framework Levels (EQF)



Example National Qualification Framework – India (NSQF)

Level	Certificate	Equivalence
10	NCC8	Doctorate
9	NCC7	Masters Degree
8	NCC6	
7	NCC5	Bachelors Degree
6	NCC4	
5	NCC3	
4	NCC2	Grade 12
3	NCC1	Grade 11
2	NCWP2	Grade 10
1	NCWP1	Grade 9
RPL	RPL1/2	Grade 5/8

TOOOPLE Team

Core team

Sistla V Krishna: Founder@ TOOOPLE; Formerly Senior Director at Oracle, Sun Microsystems, Aptech, & NIIT (BCom & PG DSM – Bajaj Institute of Management Studies - Mumbai)

Sumanth S: Co-Founder TOOOPLE: Director Digital Sales - Restaurant Brands International, Formerly with HubSpot and Dynamic Yield (McDonalds); BA @McGill

Andrew Crow: Chief Learning Officer: Former VP Pearson, Former Director - Oracle, Australian higher education

Anish Augustine: Country Manager – India: Former Sales Operations Director, Oracle India, Sales Head - Dectek Ireland (MBA)

Dr.Geetha Prakash (PhD): Country Program Manager – Former Professor, Department of Electronics and Communication PES Institute of Technology, Bengaluru; Independent Industry Consultant

Navin V: Technology Lead: Formerly with SoftMachines Inc., BTech & M.B.A (USA)

Executive advisors:

Emeritus Prof C. Amarnath PhD: Former Dean & SINE Lead at IIT Mumbai, IIT-Dharwad, Cummins College-Pune

Bharat Soin: Former Valuation Strategy Manager Carta, Teknos Associates, Duff & Phelps, and Daiwa Securities

Madhukar Ahuja: Company Secretary – Formerly with Johnson & Johnson, Motorola and Apple Inc

Advisors:

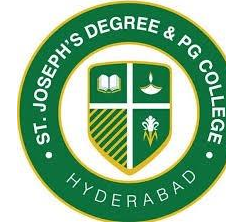
Balaji Swamy: Outreach Partnership Lead - Formerly with Red Hat, Oracle, SAP

Harish Pillay: Red Hat: Global Head - Community Architecture, Singapore Engineering Accreditation Board, Global Internet Society, Nanyang Technological University, Formerly with Ministry of Defense - Singapore

Shekhar Dasgupta: Former Managing Director of Oracle India, Solix Software, PSI Data Systems, CII.

Clare Dolan: Former global head Corporate Citizenship/Education Initiatives Oracle Corp, Stanford University

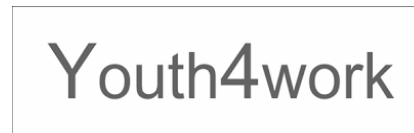
TOOOPLE



Global Computer Services LLC



Oman



Singapore

Thank You

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