# LETTER OF OFFER

July 4, 2023

Dear love gupta,

Based on the recent discussions with you, we are pleased to invite you to join MountBlue Technologies.

Your engagement with MountBlue will commence with an intense coding bootcamp. The bootcamp will enable you with the skill sets for effective deployment post the bootcamp. Your deployment will be at one of the following cities: Bengaluru, Delhi NCR, Pune and Chennai.

Please refer to all details of the offer in the appendices of this document.

Following are some important matters to ensure compliance with-

- During the bootcamp, regular hours will be 9.30AM through 6.30PM, Monday to Saturday. However, if the work requires any other time slots or changes to the hours as determined necessary by the management, we will expect your enthusiastic participation in such additional sessions as well

- We expect your complete focus and attention to the training sessions. During this period, if you need to be engaged in any other occupation please disclose it to us immediately. Ancillary engagements with other entities may entail withdrawal of benefits and services at our sole discretion

**Please convey your acceptance of this offer on e-mail by 9AM,July 18, 2023.**

**Bipasha Agarwal**
Manager
MountBlue Technologies Private Limited

## Appendix-1

### Bootcamp Phase

- This phase starts with an intense coding bootcamp that lasts for 13-15 weeks
- The bootcamp will consist of training on full stack development in one or more of Python, Java, Ruby, JavaScript, Android, GoLang, PHP, databases, devops, testing etc. The bootcamp will also have training on communication, soft skills and professional etiquette
- Emphasis will be on learning by doing
- There will be continuous evaluation during the bootcamp. There will be limited patience with underperformance and zero patience with indiscipline

### Deployment Phase

- Post successful completion of the bootcamp, you will be deployed on-site with a customer of MountBlue Technologies. These customers are well known product and services startups.
- The deployment period will start immediately after the bootcamp period ends and will last 12-13 months
- During deployment phase, you will be a part of our customer's development team and will be expected to contribute significantly as an entry level programmer. Our customers have high yardsticks of performance and you will be judged on those yardsticks. The fact that you have been made the offer means that MountBlue Technologies firmly believes that you have the potential to meet and even surpass these yardsticks

### Benefits and Service Bond

- During the Bootcamp Phase, you will receive a stipend of INR 14999 per month
- During the Deployment Phase, you will receive a monthly compensation of INR 33.4K per month.
- The whole engagement will be covered under a service bond of INR 2Lakhs.
- If you choose to disengage this association before the end of the Deployment Period, you are liable to pay the bond amount of INR 2Lakhs. This period starts at the time of joining MountBlue, not at the time of accepting the offer
- MountBlue Technologies is fully compliant with all the regulations of the land. Hence taxes will be deducted at source, as applicable. We will take the right measures in consonance with the letter and spirit of the law to keep the tax outgo at a minimum

## BYOD (Bring your own Device)

- As software engineers, a powerful laptop is a critical piece of equipment for you. This will give you tremendous freedom and flexibility to continue evolving as software engineers
- MountBlue has a BYOD policy. All our engineers bring their own device to work that has to be suitable for error free and efficient working.
- Below are the minimum specifications for the laptop
    - 64 bit system
    - 8 GB RAM
    - Operating System – Linux/Mac OS. You can install your choice of Linux.
    - For hard drive - SSD is recommended but HDD works too
- If you already have a laptop of a lower configuration, you can consider upgrading it to this configuration

## Acceptance of the offer and commencement of engagement

- Acceptance of the offer and terms of engagement by return email: By 9AM,July 18, 2023
- Signing of Documentation: A date will be communicated
- Commencement of the bootcamp: We expect to invite you to join a cohort sometime between July 2023 and January 2024

## Documents

- The following documents need to be submitted to the organization at the time of joining:
  - Passport sized photograph not older than 6 months
  - A legible copy of one of the following documents- PAN Card/ Aadhaar Card
  - A legible copy of one of the following documents - Aadhaar card/ Passport/ Driving License/ Any other government issued id that contains a photograph, name, date of birth and address
  - A legible copy of the relieving letter of all full time employment as per your resume submitted to MountBlue Technologies

# Appendix-3

## Our customers

We have >150 customers. Some of our customers where our engineers of previous cohorts are deployed are:

### Food Tech

- **Zomato**: One of the world's leading foodtech companies. One of India's few Unicorns. Backed by Alibaba, Sequoia, Temasek, Info Edge etc.
    - https://www.livemint.com/Leisure/g2mOkiSiCDIIqnDmoLepoO/The-secret-to-hiring-a-stud-junta-team.html
    - https://www.livemint.com/Companies/ValugodQ1d92PERi3FQaYP/Zomato-raises-200-million-from-Ant-Financials.html

### Social & Media

- **Yourstory**: India's largest media tech company for startups, entrepreneurs, investors, innovators and change makers. Backed by Ratan Tata, Accel Partners, Kalaari Capital, Mohandas Pai, Qualcomm ventures etc
    - https://www.livemint.com/Companies/UNA5HDyVLi31ZXbGrdFCzI/YourStory-raises-6-million-from-Kalaari-Capital-Qualcomm-V.html

- **Magicpin**: Hyperlocal discovery platform backed by Lightspeed Venture Partners and Waterbridge Partners
    - https://yourstory.com/2017/05/local-discovery-and-rewards-app-magicpin-raises-7-m-series-b-funding/
    - https://economictimes.indiatimes.com/small-biz/startups/newsbuzz/local-discovery-platform-magicpin-launches-augmented-reality-on-its-app/articleshow/62125398.cms

- **Letsventure**: India's leading platform for raising angel and seed investment for startups. One of the few investments of Ratan Tata. Coverage:
    - http://www.livemint.com/Companies/bQ2oefYdhrh0s4mq4GXrMJ/Ratan-Tata-Mohandas-Pai-invest-in-LetsVenture-join-platfor.html

## Social & Media

- **Airmeet**: Airmeet, a platform for hosting rich variety of virtual events. Its mission is to empower organizations and communities in achieving effective collective progress.
    - https://www.livemint.com/companies/start-ups/airmeet-raises-12-mn-led-by-sequoia-capital-to-accelerate-global-expansion-11600171054548.html
    - https://yourstory.com/2020/03/funding-airmeet-investment-accel-india-venturehighway

## Travel & Hospitality

- **Zolo**: India's largest chain of standardized branded PG accommodations. Backed by Nexus Venture Partners
    - https://inc42.com/flash-feed/zolo-funding/
    - https://www.moneycontrol.com/news/business/real-estate/how-branded-hostels-for-working-professionals-are-creating-fortunes-for-investors-2258765.html

- **Travel Triangle**: TravelTriangle connects customers to travel agents, fetches quotations, customizes trips and makes bookings online. Backed by RB Investments, SAIF Partners and Bessemer Venture Partners
    - https://www.livemint.com/Companies/35oRubTwx4adBpGjAF51UN/TravelTriangle-raises-10-million-in-Series-B-round.html

- **Pickyourtrail**: A platform that empowers travelers to create, customize and book vacations. It enables travelers to plan and book personalized international vacations such as honeymoons and family vacations. Travelers are offered with personal itineraries and Travel Genie: a personalized travel journal with travel information and tips.

- **Rizort**: A luxury vacation marketplace that focuses on helping travelers plan an entire vacation. Rizort has closed a seed round of funding of $2.9 million from a variety of investors that include Blume Ventures, Dream Incubators Japan and a few other angel investors.
    - https://skift.com/2018/05/25/rizort-raises-2-9-million-for-vr-infused-travel-advice-travel-startup-funding-this-week/
    - https://www.proactiveinvestors.com/companies/stocktube/11378/rizort-to-increase-vr-and-ai-capabilities-for-its-luxury-vacation-website-11378.html

## Health Tech

- **Tricog**: Predictive health analytics company backed by Microsoft, GE, Inventus and Blume Ventures
    - http://fortune.com/2017/05/03/tricog/
    - http://www.moneycontrol.com/news/technology/auto/from-saving-hearts-to-spreading-sweetness-3-2405855.html

- **Medfin**: Discovery platform for medical procedures and financing. Backed by Axilor Ventures
    - https://www.crunchbase.com/organization/medfin-india

## Large corporates

- **Mahindra Trringo**: Uber of tractors and other farm equipment. A venture launched by the Mahindra Group
  - http://www.telegraph.co.uk/technology/2016/10/18/uber-for-farmers-trringo-tractor-hailing-app-launched-in-india/
  - https://economictimes.indiatimes.com/industry/auto/news/commercial-vehicle/trringo-to-add-value-to-1-million-farmers-in-the-next-one-year-says-mm/articleshow/59647975.cms

- **GEP**: GEP is a multinational company that provides strategy, software, and managed services to enterprise procurement and supply chain management teams at Global 2000 and Fortune 500 companies worldwide. The company is headquartered in Clark, New Jersey, USA.

- **Aptean**: Aptean is a global leader in enterprise business software, provides targeted ERP, Supply Chain Management and Compliance Solutions to large customers all over the world.

## eCommerce

- **Zopnow**: India's largest technology platform for online groceries, currently in partnership with hypermarkets like HyperCITY and More. Operational in 9 cities across India. Backed by Times Internet, Accel Partners, Qualcomm Ventures etc.
  - http://www.indiaretailing.com/2017/01/11/food/food-grocery/zopnow-enter-high-growth-phase-2017-targets-us-100-million-gmv/
  - https://www.vccircle.com/online-grocer-zopnow-raises-10m-dragoneer-existing-investors/

- **Wakefit**: One of the pioneers to take the sleep solutions segment online. Backed by Sequoia Capital
  - https://inc42.com/startups/how-sequoia-backed-wakefit-is-using-data-technology-to-democratise-sleep-for-indians/
  - https://inc42.com/features/a-shopping-experience-knowledge-of-the-space-and-an-ideal-cofounder-the-serendipitous-story-of-wakefit/

- **Purplle**: Leading player in beauty eCommerce backed by Blume Ventures, IvyCap Ventures, Mumbai Angels, JSW ventures etc
  - https://inc42.com/buzz/beauty-products-marketplace-purplle-raises-2-57-mn-funding/

- **FreshtoHome**: Leading online retailer of fresh, chemical-free seafood and meat backed by a number of Japanese, West Asian and other institutional investors. Backers also include Rajan Anandan and Mark Pincus, founder of Zynga
  - https://techcrunch.com/2019/05/27/freshtohome-11million-seriesa-funding/

**Mobile First companies**

- **Dailyhunt**: India's largest news app and one of the world's biggest mobile application. Publishes news in 17 languages across iOS, Android, Windows and Blackberry platforms. 90Million installs with 2.3Billion pages consumed monthly. Coverage:
    - https://yourstory.com/2016/10/local-language-app-dailyhunt-raises-25mn-series-d-led-chinese-company-bytedance/
    - http://www.livemint.com/Consumer/hUgsVKmgXVNkvG1g0QdPbM/DailyHunt-raises-25-million-in-funding-from-Chinas-ByteDan.html

- **Ok Credit**: It is a mobile based solution which enables SME's to keep track of the credit given to vendors, suppliers and customers.
    - https://www.livemint.com/companies/start-ups/okcredit-raises-67-million-from-lightspeed-tiger-global-1568366527700.html
    - https://yourstory.com/2019/09/funding-fintech-startup-okcredit-lightspeed-tiger-global-sme

- **Bobble**: Bobble is a conversation media platform, enriching everyday conversations with expressive and personalized content including stickers, GIFs and emojis, deep localization with over 100 languages.
    - https://yourstory.com/2020/08/affle-acquires-stake-indigenous-social-keyboard-bobble-ai
    - https://www.livemint.com/technology/tech-news/millennials-replace-emojis-with-stickers-thanks-to-ml-1568310360076.html

**Education Tech**

- **Great Learning**: Great Learning is an online and blended learning platform designed to empower working professionals to develop relevant competencies and accelerate their career progression
    - https://www.datasciencecentral.com/profiles/blogs/big-data-analytics-in-india-an-opportunity-worth-choosing

- **Embibe**: Embibe is the leading provider of edtech products and solutions in the country. It raised venture capital from Lightbox and Kalaari before being acquired by Reliance Industries Limited
    - https://economictimes.indiatimes.com/industry/energy/oil-gas/ril-completes-acquisition-of-73-stake-in-ai-firm-embibe/articleshow/64562396.cms
    - https://www.analyticsindiamag.com/why-reliance-invested-in-ai-based-edtech-startup-embibe/

- **Upgrad**: Founded by Ronnie Screwvala, UpGrad is an ed-tech platform that provides industry relevant certification programs for working professionals.
    - https://economictimes.indiatimes.com/small-biz/startups/newsbuzz/upgrad-eyes-40-m-in-external-funding/articleshow/62409871.cms

- **Edfora**: FIITJEE backed online learning, tuition, school management and college search platform
    - https://economictimes.indiatimes.com/jobs/biggies-blacklisted-but-placements-spring-a-startup-surprise-at-iits/articleshow/55862707.cms

## HR Tech

- **Belong**: An outbound hiring Software-as-a-Service (SaaS) platform that helps enterprises and startups hire people through data science, big data and predictive analytics. Backed by Matrix Partners, Sequoia Capital, Blume Ventures etc.
  - https://www.vccircle.com/big-data-hiring-startup-belong-raises-10-mn-sequoia-matrix-partners
  - https://yourstory.com/2019/02/hiring-skills-rishabh-belong

- **Greytip**: Saas-based HR tech startup focusing on SMBs. Backed by Blume Ventures, NEA & Infoedge.
  - https://yourstory.com/2019/10/startup-funding-hr-payroll-software-solutions-greytip-info-edge-megadelta-capital

## Logistics Tech

- **Rivigo**: India's most tech intensive logistics company. Backed by SAIF Partners and Warburg Pincus
  - https://inc42.com/buzz/logistics-rivigo-funding/
  - https://economictimes.indiatimes.com/small-biz/money/rivigos-total-revenue-for-fy17-zooms-170-to-rs-402-crore/articleshow/61331502.cms

- **Yulu**: On demand bicycles sharing. They use IoT technology to create a vast network of shared dockless bicycles that can be rented easily by a user-friendly app in pay per use business model. Backed by Blume Ventures
  - https://www.entrepreneur.com/article/326878
  - https://www.business-standard.com/article/companies/yulu-bikes-peddle-your-way-to-beat-the-traffic-and-make-a-greener-tomorrow-118112000349_1.html

- **Vogo**: Vogo offers keyless bike rentals and scooter rentals across Bangalore & Hyderabad.
  - https://www.livemint.com/companies/start-ups/two-wheeler-rental-startup-vogo-in-talks-to-raise-up-to-50-million-1561047716383.html
  - https://yourstory.com/2019/11/funding-startup-vogo-bike-rental-kalaari-capital-matrix-partners

## Sports Tech

- **Playo:** India's leading sports based social network and marketplace for booking sports activities and playgrounds. https://playo.co/

## Fin Tech

- **ZestMoney**: One of India's leading consumer lending platforms. Backed by Xiaomi and Alteria Capital
  - https://www.business-standard.com/article/companies/digital-lending-platform-zestmoney-raises-13-4-mn-funding-led-by-xiaomi-118082700465_1.html
  - https://www.business-standard.com/article/news-ani/zestmoney-aims-to-disburse-skill-loans-worth-100-mn-119013100521_1.html

# Fin Tech

- **ClearTax**: Cleartax is India's No. 1 Tax & Investing platform which aims to simplify our financial lives. Backed by Sequoia Capital and SAIF Partners.
  - https://www.livemint.com/Companies/uz1khVL34wvf5Mz19wEfIK/ClearTax-raises-300-crore-from-Composite-Cap-others.html

- **Market Pulse**: Market pulse app is one of the top 3 rated financial app in India. It provides all the necessary intelligence, speed and power to traders to make more informed trading decisions

- **Upstox**: Upstox is one of the largest low-cost brokerage firms in India. Backed by Kalaari Capital, GVK Davix and others
  - https://yourstory.com/2016/02/rksv-funding/

- **Instamojo**: India's leading digital payments and services platform for SMBs. Backed by Blume Ventures, Kalaari Capital and Japanese payments company Anypay and other Japanese institutions
  - https://yourstory.com/2019/01/instamojo-raises-funds-series-b
  - https://www.business-standard.com/article/news-ians/mumbai-metro-tie-up-with-instamojo-for-card-payments-119051501156_1.html

- **Slicepay**: Student micro-financing startup backed by Blume Ventures, Das Capital, Simile Ventures etc.
  - https://www.livemint.com/companies/start-ups/student-microfinancing-start-up-slicepay-gets-rbi-licence-for-nbfc-play-1548405211531.html
  - https://economictimes.indiatimes.com/small-biz/startups/newsbuzz/finup-finances-slicepay-in-series-a-deal-estimated-at-15-million/articleshow/65651071.cms

- **Acko**: India's leading online insurer backed by Binny Bansal, Amazon, Accel Partners, SAIF Partners and many other global VCs and family offices
  - https://www.livemint.com/companies/start-ups/binny-bansal-others-lead-65-million-funding-in-acko-1552485155268.html
  - https://www.thehindubusinessline.com/money-and-banking/online-insurer-acko-general-promises-3-day-claim-guarantee/article25009625.ece

- **Varthana**: Varthana specializes in providing debt financing and support to affordable private schools. Backed by Chrys Capital, Elevar Equity, LGT Venture Philanthropy, Omidyar Network and Kaizen Private Equity
  - https://www.livemint.com/Companies/tha30GIYYK2Wb6Z1RhBEmN/Varthana-raises-Rs350-crore-from-ChrysCapital-others.html

- **Leap Finance**: Leap finance creates modern financial products & services that help Indian students pursue a global career.
  - https://yourstory.com/2020/03/funding-fintech-startup-leap-finance-sequoia-india-kunal-shah
  - https://www.livemint.com/companies/start-ups/education-focused-lender-leap-finance-raises-5-5-million-led-by-sequoia-1158238918949.html

**Fin Tech**

- **Wealthy.in**: Wealthy helps people to grow their money in a personalized, unbiased and technological way by helping people in invest in market.
  - https://economictimes.indiatimes.com/small-biz/startups/newsbuzz/wealthy-in-raises-1-3-million-from-good-capital-emvc/articleshow/71721314.cms
  - https://yourstory.com/2019/10/wealthyin-fintech-startup-good-capital-funding

- **Razorpay**: Razorpay offers a fast, affordable & secure way for merchants, schools, ecommerce & other companies to accept & disburse payments online, own a fully-functional current account and avail working capital loans.
  - https://www.zeebiz.com/small-business/news-accelerating-sme-growth-suite-of-products-for-msmes-from-razorpay-with-eyes-on-50-billion-144168
  - https://yourstory.com/2020/12/year-in-review-2020-product-roadmap-zerodha-razorpay-rapido-dunzo
  - https://www.livemint.com/companies/start-ups/razorpay-launches-app-store-for-merchants-enters-health-insurance-space-11608294390299.html

- **Fisdom**: Fisdom is a mutual fund investment app. It focuses on financial technology for underserved consumers and businesses in emerging markets.
  - https://yourstory.com/2020/12/funding-alert-fisdom-fresh-investment-payu
  - https://www.livemint.com/Companies/ADiDXa17rfp9dPBb73iq8L/Wealth-management-startup-Fisdom-raises-Rs25-crore.html

**Autonomous Vehicles, Electric Vehicles, Robotics & Drones**

- **Invento**: Makers of the famous Mitra Robot that was inaugurated by Prime Minister Modi and Ivanka Trump at the Global Entrepreneurship Summit
  - https://www.mitrarobot.com/
  - https://economictimes.indiatimes.com/small-biz/startups/features/watch-mitra-robot-greets-ivanka-pm-modi-at-ges-2017/videoshow/61837517.cms

- **Systemantics**: They build industrial robots for the manufacturing sector. Backed by Blume Ventures, Accel Partners and Infosys cofounder Nandan Nilekani
  - https://economictimes.indiatimes.com/small-biz/startups/robotics-firm-systemantics-gets-next-round-of-funding-from-nandan-nilekani/articleshow/51217314.cms

- **Skylark Drones**: India's leading provider of drones and associated solutions with applications across various sectors viz. highways, railways, urban and rural development, power, solar, mining, agriculture etc
  - https://www.huffingtonpost.in/entry/from-startup-hubs-to-government-corridors-indias-drone-industry-takes-flight_in_5c516b3de4b0d9f9be6ab7ad
  - https://www.business-standard.com/article/companies/with-draft-rules-in-place-skylark-drones-to-deploy-uavs-at-tata-steel-mine-118120600863_1.html

- **Ati Motors**: Self-driving cargo vehicle for factory floors, warehouses and construction sites
  - https://www.financialexpress.com/auto/car-news/ati-motors-introduces-self-driving-cargo-vehicle-for-factory-floors-warehouses-and-construction-sites-load-capacity-details-specs/1870038/
  - http://www.forbesindia.com/article/ai-work/sherpa-wonder-wheels-of-ati-motors/50731/1

**Cloud Computing, SaaS & Business Software**

- **Idfy**: India's most tech intensive identity management and background check company
  - http://www.business-standard.com/article/companies/we-are-helping-firms-manage-risks-and-detect-frauds-idfy-s-ashok-hariharan-118010800010_1.html
  - http://www.thehansindia.com/posts/index/Technology/2016-06-07/Introduction-to-IDfy-a-Start-up-in-Technology-space/233487

- **Vymo**: Sales force automation and sales effectiveness software. Backed by Microsoft and Sequoia
  - https://economictimes.indiatimes.com/small-biz/money/sales-analytics-startup-vymo-receives-5-m-in-funding/articleshow/55554801.cms
  - https://yourstory.com/2017/04/vymo-tech/

- **E2E Networks**: India's biggest home grown cloud computing platform. Backed by Blume Ventures & listing shortly on NSE
  - https://www.medianama.com/2018/03/223-cloud-computing-startup-e2e-networks-to-list-on-nse-emerge/
  - https://www.vccircle.com/blume-venture-eyes-stellar-partial-exit-through-e2es-planned-ipo/

- **Exotel**: Exotel is a cloud telephony platform that powers communication for enterprises, startups and small and medium enterprises in India and Southeast Asia. They provide APIs that help companies devise their own communication flow. Backed by Blume Ventures
  - https://techcircle.vccircle.com/2018/03/22/with-no-fresh-funding-in-6-years-how-has-exotel-managed-to-stay-profitable/

- **Freshworks**: India's leading sales and support software company backed by Accel, Tiger Global, Sequoia, Google Capital etc
  - https://economictimes.indiatimes.com/small-biz/startups/tech-startup-freshdesk-gets-fresh-investments-from-google-capital-tiger-global-accel-partners/articleshow/46988628.cms
  - https://www.freshworks.com/

- **DeepSource**: DeepSource is a SaaS startup which helps developers find and fix bugs in their code automatically
  - https://yourstory.com/2020/10/tech30-deepsource-ycombinator-sanket-saurav

**Blockchain & Cryptocurrencies**

- **Unocoin**: India's leading cryptoassets and blockchain company. Backed by Blume Ventures. https://www.unocoin.com/

**AI/ ML/ Big Data**

- **Active.AI**: India's leading AI/ML company that offers chatbots for large banks to interact with their customers. Funded by leading VC funds like Kalaari and IDG ventures. Coverage:
  - https://yourstory.com/2017/07/active-ai-omni-channel-platform-banks-customer-engagement/
  - http://www.thehindubusinessline.com/info-tech/singaporebased-fintech-startup-activeai-raises-3mn-funding/article9343515.ece

## AI/ ML/ Big Data

- **Merak.ai**: Machine learning solutions for handwriting recognition, digitization, smart KYC etc

- **Liv.AI**: Deep artificial intelligence and neural networks to communicate with machines in 10 different languages. Winner of the Amazon AI awards 2017
  - https://economictimes.indiatimes.com/small-biz/startups/features/nine-things-this-startup-has-done-better-than-google-apple-and-amazon-liv-ai/articleshow/61995233.cms
  - http://www.business-standard.com/article/companies/liv-ai-giving-voice-to-a-billion-people-117082000813_1.html

- **Streamoid**: Streamoid offers AI solutions to personalize customer interactions in the fashion industry. Backed by Target
  - https://economictimes.indiatimes.com/small-biz/startups/aditya-birla-groups-abof-integrates-ai-based-system-to-personalise-customer-experience/articleshow/53608118.cms

- **Factors.ai**: Factors.ai is an end-to-end marketing analytics platform that integrates across data silos to deliver focused AI-fueled actionable insights.

## Tech conglomerates

- **Info Edge**: Owner of the leading online properties- Naukri, Jeevansaathi, Shiksha, 99acres. One of the few listed internet companies in India. Investor and significant shareholder of ventures like Zomato, PolicyBazaar, Meritnation etc.

- **Microsoft**: One of the world's biggest companies