

TOOOPLE

The Virtual Projects Company

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Singapore | India



Problem

Rapid changes in the ICT marketplace are impacting:

Academia Readiness

In the face of these changes, Academia, especially in remote locations, are finding it challenging to:

- *attract and retain qualified/industry-exposed full-time faculty*
- *design flexible technical curricula while meeting state-mandated academic requirements*
- *offer their students personalized mentoring and career counseling*

Employability Gap

The resulting churn in industry demand for entry-level skilled professionals is at odds with the supply of adequately-trained college graduates

Industry Readiness

These changes are also affecting the way businesses are run, and internal training programs are struggling to keep pace

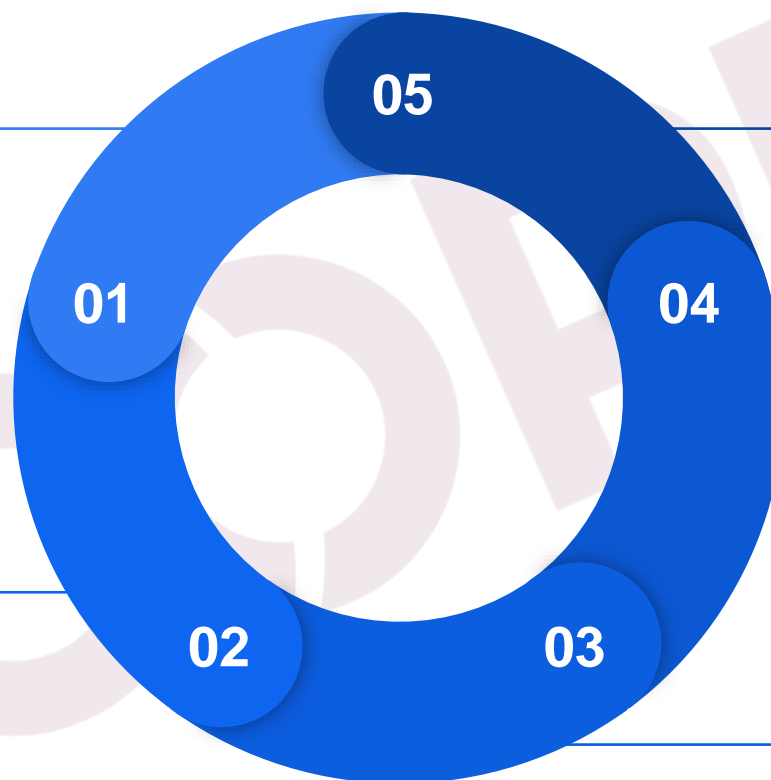


Solution – Aggregation Platform

**Graduating Students
&
Working Professionals**

TOOOPLE Academy

- Curated Content & Assessment
- Algorithm-based Problem-solving
- Expert Sessions on Current & Industry-relevant Technologies



TOOOPLE Job-Matching

- Access to Internship and Job Opportunities for TSAP Participants
- Access to Skilled Professionals for Industry

Skilled Industry-ready Professionals

- Comprehensive ePortfolio
- Global Completion Certification

TOOOPLE Skill- Augmentation Program (TSAP)

- Project-based Learning to develop technical & soft skills
- Extensive Project Inventory on Industry-relevant technologies
- Mentor-supported Delivery
- Virtual Interactions



Key Partners



- Innovation and Incubation Centre
- Platform development (Blockchain, ML)
- Student mentorship



- Innovation and Incubation Centre
- Development and support of start-up activities
- Student projects and mentorship



- Mentor-driven virtual projects
- Emerging technologies for circuit branches
- Latest methodologies for core branches
- Skill development for career-preparedness



- Mentor-driven virtual projects
- Joint certifications
- Skill development for career-preparedness



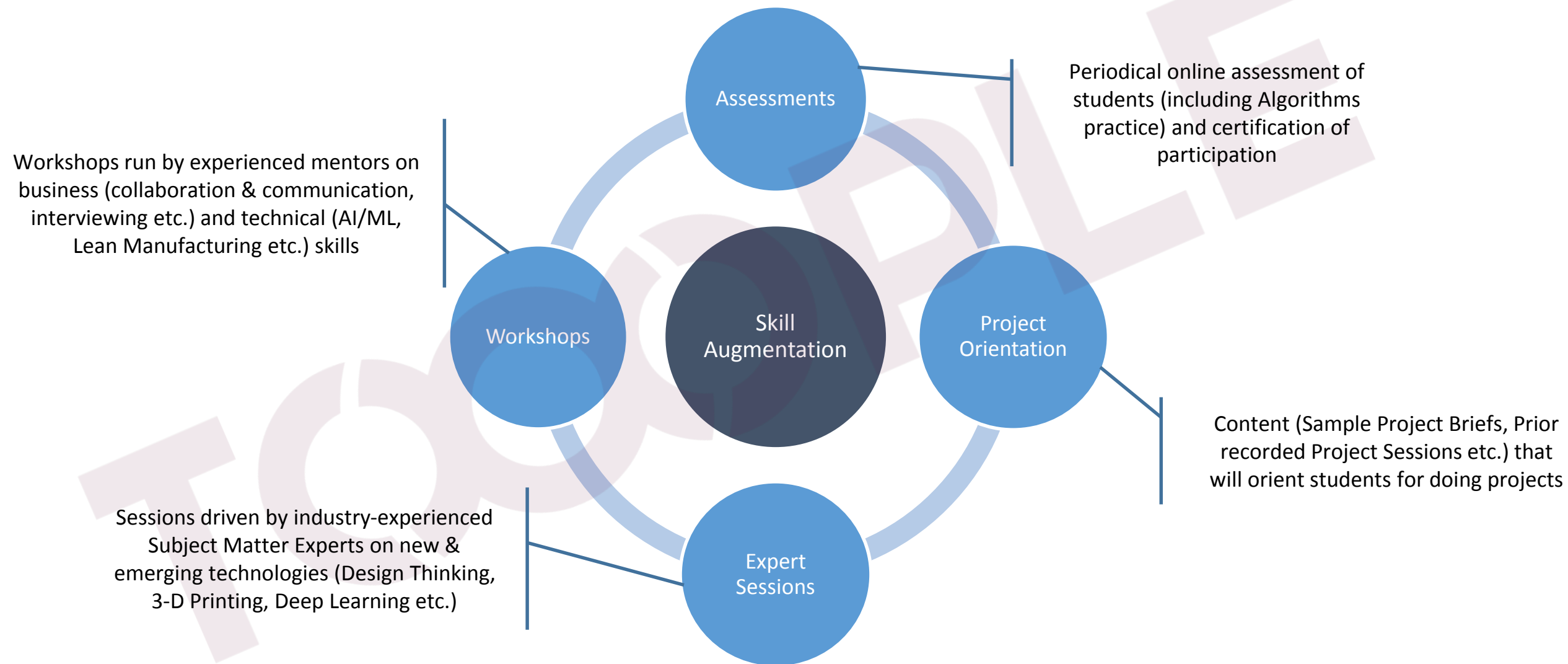
Program Benefits

- TOOOPLE's unique offering serves up several benefits to key stakeholders in the technical education value chain:

Feature	Stakeholder		
	TSAP Participant	Academic Institution	Corporate Sponsor/ Hirer
Global network of experienced mentors	Equal access to quality mentorship irrespective of location	Offers their students personalised mentoring and career counseling	Ready and reliable references on the skills and capabilities of new hires
Hands-on project work	Boosts confidence and develops career-building skills	TOOOPLE Program is embedded into weekly curricular schedules akin to Sports & Phys. Ed. Programs	Saves on-boarding & training costs
Virtual team-mentor interactions	Saves valuable time otherwise wasted on commuting for meetings	No need to attract and retain qualified/industry-exposed full-time faculty	Access to a wider talent pool that is conversant with virtual workspaces
ePortfolio – dynamic record of each student's evolving skillset (soon to be upgraded to a Blockchain-based system)	Can easily include a URL containing all completed project work, in CV	Can be easily integrated with student transcripts	Pre-employment background checks become much easier as each student's work is externally verified and validated
TOOOPLE Academy – diverse content on emerging technologies	Technical and functional skills stay industry-relevant	Complements college curricula	Saves on-boarding & training costs with new hires

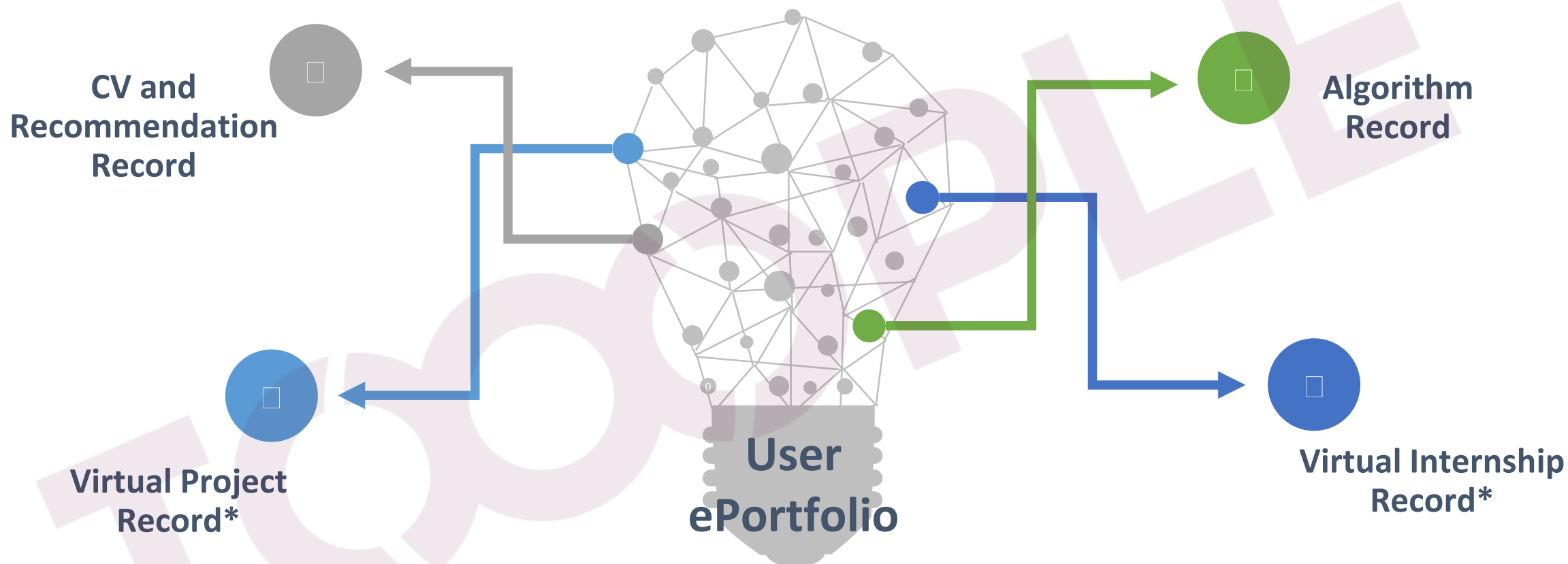


TOOOPL Academy





User ePortfolio



* Contributors to ePortfolio -> Users, Mentors, Institutions & Corporate Sponsors

* Covers project lifecycle details (problem statement, methods), evaluation (based on standardized process) and completion certificates

Key Customers / Associates





Capabilities

- Successful Program Implementation (sponsored by APSSDC) for 100 students across 8 colleges, together with facilitating placement interviews; 76% of these resulted in placements for the program participants.
- Successful delivery of a TSAP virtually in Algorithmic problem-solving for over 200 students across 5 engineering colleges/locations
- Ongoing delivery of TOOOPL Skill Augmentation Program (TSAP) in DevOps for a mid-sized global IT Services company in Hyderabad, India.



Strengths

- World-class ever-evolving platform with presence in Singapore, Malaysia and India
- Leveraging collaborative technologies to deliver virtually-mentored project-based learning in industry-relevant technologies such as DevOps, AI/Machine Learning/Data Science, Cyber Security, Blockchain, Web/Mobile App development and so forth.
- Core team with a combined global experience of over 100 years in skill-augmentation and project delivery
- Global network of over 200 mentors with industry experience in current, new and emerging technologies
- Strong partnerships and consortiums with innovative content and assessment providers
- Growing network of mid-sized local and international System Integrators



Appendix

TOO PEOPLE



Team Members

Name	Background
Sistla V. Krishna (Singapore)	Krishna is a Founding Director of TOOOPLE and prior to this was working as a Senior Director for Oracle Education Initiatives at Oracle Corporation. Krishna was managing Oracle Academy in Asia Pacific and Japan for over ten years (based in Singapore), Krishna has spent over 30 years in non-formal IT education using blended delivery methodologies and contributed to workforce development across Asia Pacific countries. He spent over 20 years at Oracle Corporation/Sun Microsystems in various senior positions managing business and delivery. Krishna worked with various country educational agencies including MOE/Ministries of Higher Education, Universities/Polytechnics. He attended Think Design workshops at Stanford University campus and presented a paper on Building 21 st skills using technology in formal education at MIT, Boston
Solomon J Thomas (India)	Head - Technical & Delivery: Spent 20+ years in Oracle University, Oracle Corporation. He recently took superannuation from Oracle University as Director. Handled many senior management roles in Oracle University. Some of the projects handled by him at Oracle University were 1) Key Account Manager for IBM client. 2) Implemented Live Virtual class across 14 countries in Asia Pacific region 3) Roll out of Oracle Certification program 4) Setup Regional Team managing 45 Trainers/Consultants in different product areas of Oracle.
Rajeev Baddepudi (India)	As a Principal Consultant at TOOOPLE, Rajeev brings over 11 years of experience nurturing and mentoring diverse and effective teams across multiple countries, and engineering innovative client solutions from design to delivery. He has a Master's in Analytics from North Carolina State University, Raleigh, US (2012-13) and an MBA from National University of Singapore (2002-04), both state-of-the-art institutions whose practices richly inform his work at TOOOPLE in creating well-rounded, job-ready professionals.
Hui Seng, Boon (Singapore)	Hui Seng is a Principal Consultant-Program Management at TOOOPLE with twenty years of comprehensive education industry experience, over nine years as Senior Program Manager in Corporate Citizenship area with special focus on virtual delivery at Oracle Corporation. Hui Possess strong knowledge in teaching pedagogy and marketing strategies in Asia Pacific region. She has a Masters degree in education from University of Western Australia, Post graduate Certificate in Computing and is bilingual in Chinese and English languages.
Sumanth Sistla (Singapore)	Sumanth is a Founding Director of TOOOPLE. He has graduated from McGill University in 2015 in Intl Development /Economics after his IB program from the United World College of SEA, Singapore. During his education, he was involved in many youth business start-up programs in Canada, Peru and Singapore. Currently, Sumanth is working for HubSpot as Support Specialist and handling Key accounts.



External Advisors

Name	Background
Clare Dolan (USA)	Senior Education Strategist and IT education specialist with 25+ years of experience. Educated at Stanford university and served as global head for several years supporting Corporate Citizenship/Oracle's education Initiatives. She was also supporting curriculum development and multi million global education business at Oracle University before heading Corporate Citizenship at Oracle Corporation.
Shekhar Das Gupta (India)	Former Managing Director of Oracle India, President of Solex Software based in Silicon Valley, USA. Educated at IIM Bangalore and currently CEO of Greenfield Software which manages data centers and keen to support students India and Singapore in IoT area
Harish Pillay (Singapore)	Global Head, Community Architecture and Leadership for Redhat. Key member of computer society of Singapore and various IT/Education Initiatives globally with special focus on Asia Pacific.
Lindsay Holmgren (Canada)	Dr. Holmgren serves on the Desautels Faculty of Management at McGill University, Montreal as a tenured Professor. Dr. Holmgren consults to the high tech industry in Canada and works with international mid-level managers on advents in the education/technology industry. She has an M.A. and Ph.D. from McGill University and extensively involves in CSR initiatives.
Prof.Amarnath Chitta	A Mechanical Engineering Graduate of 1968, Prof. Chitta Amarnath earned his Ph.D in the area of Mechanism Synthesis and Design in 1976 and joined IIT Bombay as a faculty member soon after. He has held several senior positions like Head of Dept and Dean at IIT Mumbai. He also headed SINE, the Technology Business Incubator of IIT Bombay. He has been associated with several Govt. of India organizations like DST, DSIR, TIFAC and chairs some of their committees. Currently, he is a Chair Professor at Cummins College-Pune, India



Market Adoption

Expert Sessions / Webinars

Targeted Frequency:
Twice a month

Topics:

- Machine Learning
- Lean Methodologies
- Blockchain
- Cyber Security
- Internet-of-Things

Business Proposition:

- Brand building
- Faculty development
- Fee-based B2C model

Partnerships

Domains:

- Content Providers
- Mentorship Providers
- Corporate Sponsors
- Academic Institutions
- Policy Makers
- Consultant Academicians

Business Proposition:

- Co-branding
- Product Solutioning
- Market Outreach
- Revenue/Profit Sharing

Business Automation

Context:

Automation of business processes using cutting-edge technologies like AI and Blockchain, to scale up operations, with support from JNTU Kakinada Incubation Centre.

Focus Areas:

- Mentor Acquisition
- Student Enrolment
- Institutional Enrolment
- ePortfolio Generation & Maintenance
- Job-Matching

Business Proposition:

- Cost Savings
- Data Integrity/Security
- Improved Customer Response Times