



## Wela School System

### What we do:

We are the business of improving faculty productivity through our cloud based grading platform and giving value to parents through our mobile application where parents can monitor their student's attendance through RFID technology, view grades, and news and announcement from the school.

### Need / Problem / Opportunity:

We validated 100+ teachers and visited 18 out of 20 private schools and we have confirmed that teachers need weeks to finish and prepare their academic reports due to error and tedious process of copying data from one spreadsheet to another. This is true to schools outside Cagayan de Oro City since they are all following DEPED requirements.

### Solution:

Wela School Systems is a school platform that streamlines information of students from enrollment process, ID production, RFID for Attendance & Security, and Grading system which allows teachers to upload their existing class record spreadsheets and automatically generate the necessary reports & analytics needed by the school and DEPED.

### Top milestones:

#### Year 2016

\*Accumulated 3 schools totaling 1,500+ students and 100+ staff. A revenue of PHP 465,000+ from subscription and RFID sales

#### Year 2017 (Present)

\*Top 10 IdeaSpace finalist and received a Php500,000.00 cash grand for development and scaling. Founders are under Entrepreneurship Development Program of Asian Institute of Management.

\*Invited to speak about Wela School System in PyCon which is one of the prominent non-for-profit conference.

\*Accumulated 2 more schools with total students of 800+ and 40+ staff. Expected revenue of PHP 1,350,000 in total from the subscription and RFID sales

\*Implemented reseller program which currently have one (1) reseller under the program that committed 2 schools totaling 800+ students. Additional revenue of PHP 320,000+ from subscription and RFID sales

### Competitors: How we are different:

OrangeApps, and Squala. Our competitors need to change the current process of the school to adopt to their system, this adds to the learning curve and cost of the organization. We were able to double our number of clients in a year since we don't change the current process of the school, we just use their existing resources which are their current spreadsheets where teachers only need to upload and let Wela do their reports.

### Revenue model:

SAAS Model & Sales on ID  
30php/Student (Billed Monthly)  
150php/Student RFID  
Reseller Program (Experimenting)

### Contact Information:

Contact person: Sean Mark Mira  
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### The Team:

John Vincent Fiel  
Senior developer. 7 years of  
experience in Python Programming.  
Knowledgeable in other languages  
Javascript, C++, etc.

### Sean Mira

Experience in client-facing in BPO  
industry, handling projects in IT and  
implementing it to customers,  
client relationship, and mitigating  
damages and risks. Taking up MIT  
in Ateneo de Cagayan, and CCNA  
Certified.

### Chris Fiel

The visionary in the team. makes  
sure that ideas are executed. More  
than 20+ years experience in  
entrepreneurship, and systems  
administration. Real Estate and  
Internet Cafe chain owner.

### What we are looking for:

A partnership that will help Wela  
School Systems on the following:  
(1) Penetrating the market  
aggressively. (2) Help us tap into  
their pool of clients to offer our  
RFID technology and/or software  
application. (3) Partnership that is  
open to possible bundling of our  
product some/all of our products  
specifically our RFID security  
system, cloud application, and  
mobile parents application to their  
current offerings.