



India's 1st Complete Managed Training-as-a-Service for SMEs

Founder & CEO : Sandip Labh

Sector : EdTech, SaaS

Current Stage : Revenue, Growth

Location : Pune, India

www.RapidEzy.com
LEARN: Anything, Anytime, Anywhere ... Affordably

Current enterprise learning management systems & content do not work for Indian SMEs

The Problem

Skills gaps in SMEs

Over 90% jobs are skill based, yet only 6% employees get professional training.



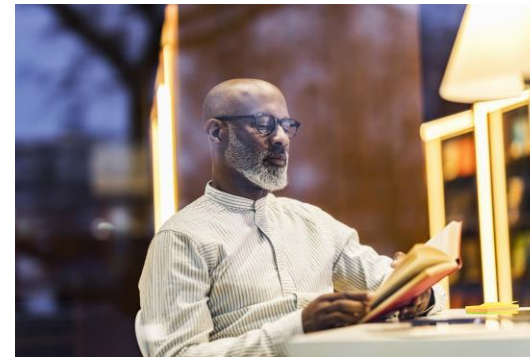
No training content

No Indian e-learning library providers, customizable for Indian companies.



Low technology use

Enterprise learning systems are complex, expensive & need IT teams to manage.



Tight budgets

Global learning systems & course libraries are expensive & don't fit in companies' budgets.



India's 1st Complete Managed Training-as-a-Service for Small & Mid-Sized Companies

About RapidEzy Training Systems

Think of RapidEzy as India's biggest online training department that works 24x7 for a company at a fraction of the cost of a traditional training set-up. Companies can now provide unlimited personalized training to all associates & also reduce their training costs significantly.

The 3 components of the RapidEzy Training System are:

1 **Learning Management System (LMS)**
A fully-featured web-based system for organizations to automate, manage & report their end-to-end Training/ L&D process.
Rapid deployment. Ezy to use.

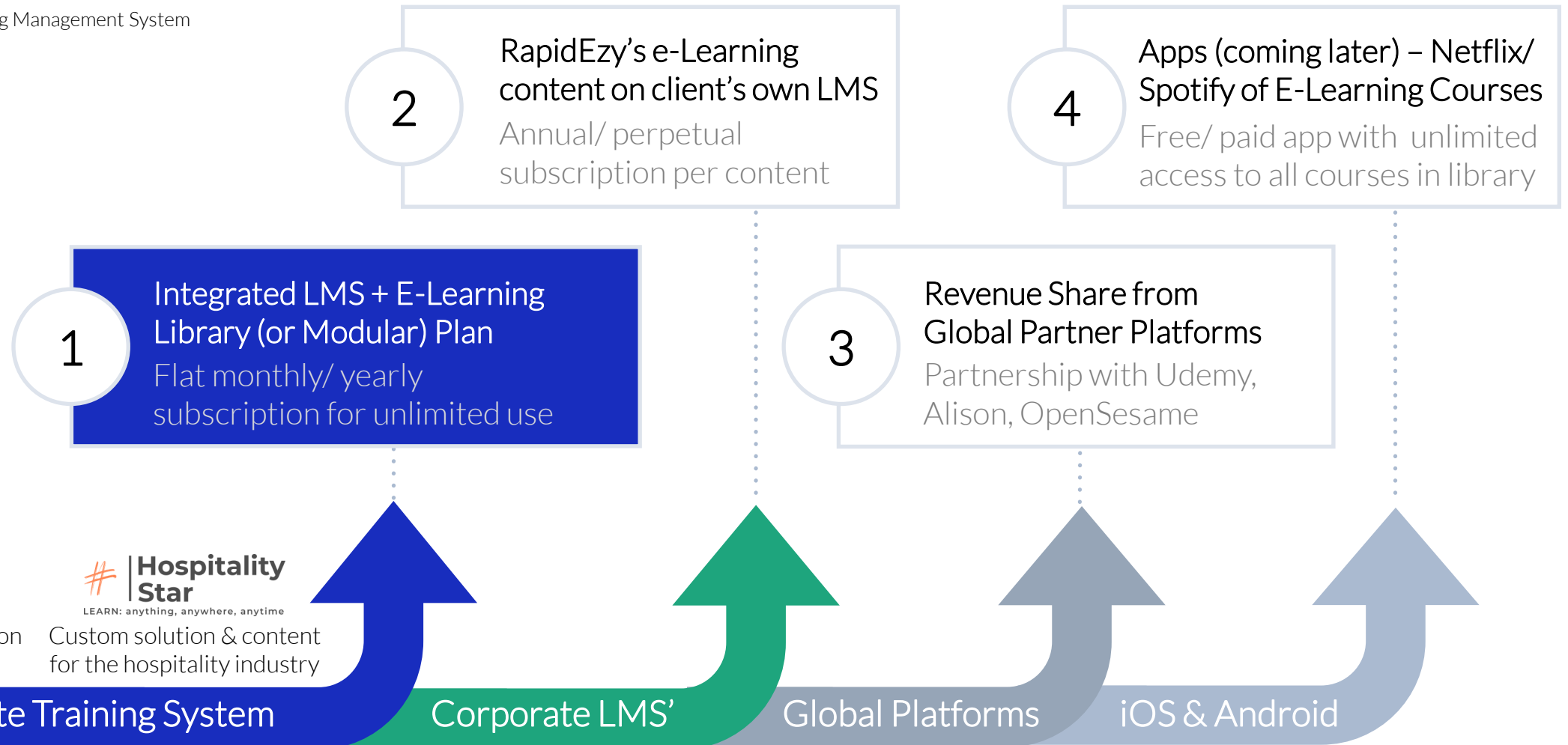
2 **E-Learning Course Library**
One of India's most extensive e-learning libraries with over 1,000 on-demand content across 17 competencies for workplace skills.
LEARN: anything, anytime, anywhere

3 **iOS, Android & Web App**
Think of this as a Netflix/ Spotify for workplace skills courses. Individuals get **unlimited access** to all courses in the library for life.

Services & revenue model

Our Training (Content)-as-a-Services

* LMS = Learning Management System



Our primary focus area

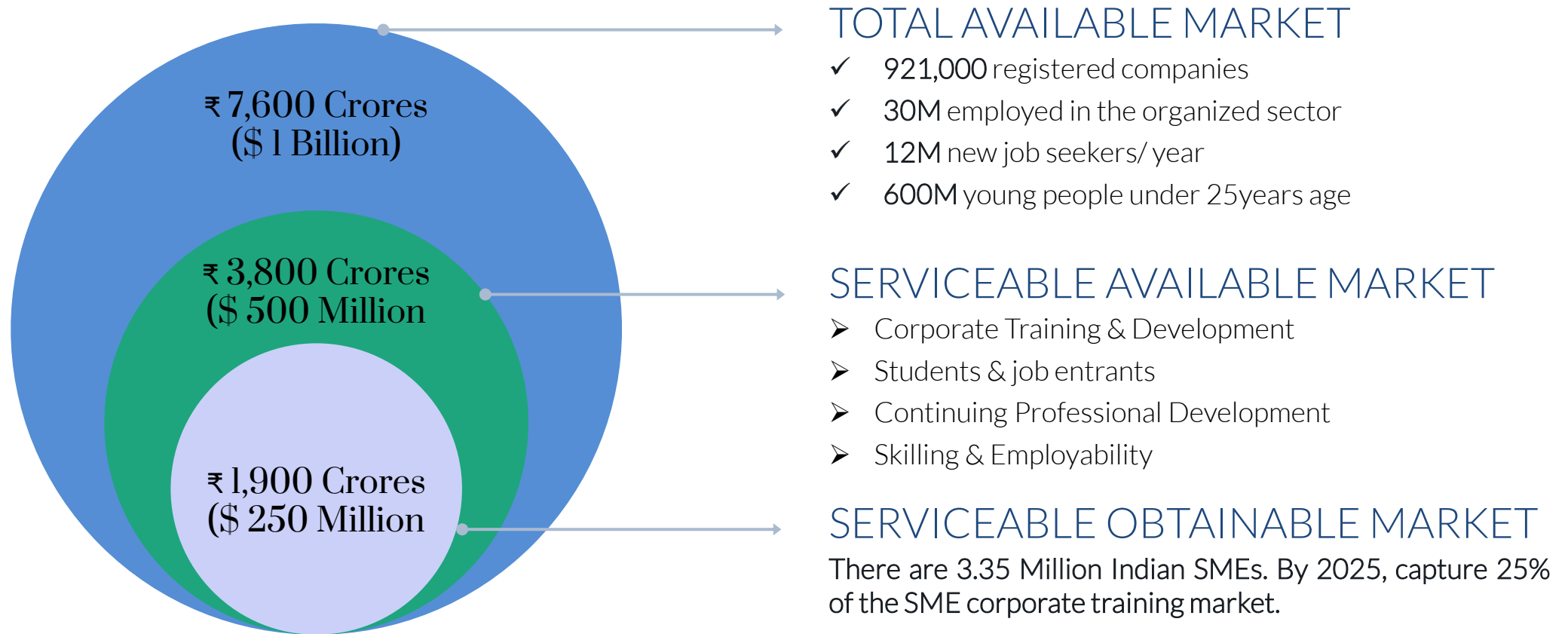
Target Customer Segments

- **B2B:** HR/ Training departments of SMEs in India. Our primary focus is companies with 1k – 5k employees, followed by companies with 5k – 10k employees. We will be replicating this in Africa, supported by our Africa incubator.
- **B2C:** We will be targeting individual working professionals and job-entering students, when we launch our iOS, Android, and web app in early 2023. Think of this as a Netflix/ Spotify for workplace skills courses.
- **Partner Platforms:** Our courses will be available to individual users of global learning platforms like Udemy, Alison, etc.
- **Social Causes:**
 1. Our service will be free for all not-for-profit and social organizations
 2. We will have a free plan for individuals, colleges & students
 3. We will match training completers with potential employers looking for the acquired skillsets (with both individual's & employer's permission).



Our core business model and actively driven revenue streams

Core Market Size for Training-as-a-Service





RapidEzy/ Hospitality Star Customers

Our Customers Love us (& we love them)

"Employee Training & Development is a strategic activity at ITC's Fortune Hotels. We were looking for the best-in-class Learning Management System and the biggest e-learning library and, most importantly, a company & team to help us create a best-in-industry training system.

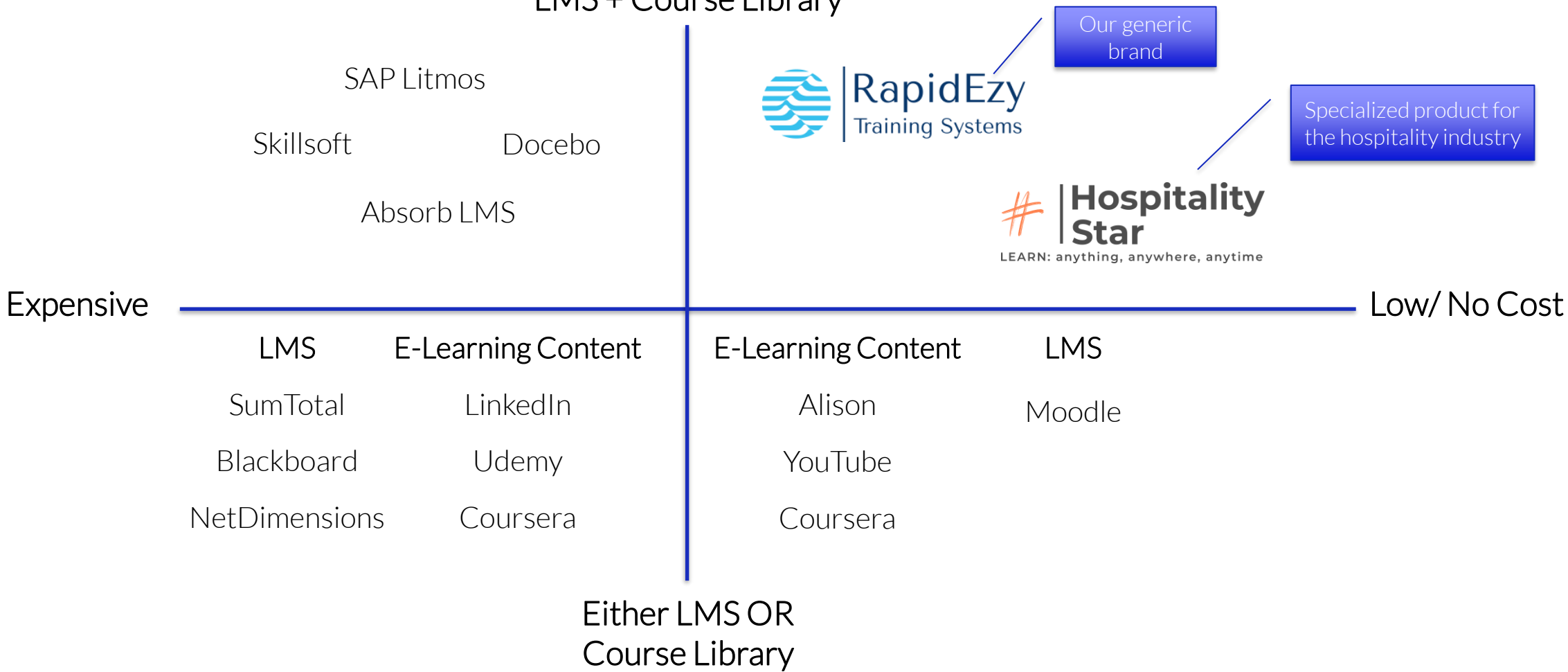
We are happy to have chosen the Hospitality Star solution. The Hospitality Star platform & team has helped us create a world-class training system, without breaking our training budget"

Virendra Thakore, Head of Training & Pre-opening, Fortune Hotels (an ITC Company)

RapidEzy is the only low/ no cost integrated training-as-a-service provider for Indian SMEs

Competition & RapidEzy USP

Integrated Service:
LMS + Course Library



RapidEzy has a wide moat protecting it

Unique Selling Proposition

1

Over 1,000 e-learning content covering all generic workplace competencies

RapidEzy has one of India's largest e-learning library for generic workplace & professional skills courses. RapidEzy is the only content that is available in both international English & bilingual English-Hindi.

2

100% ownership, control and customization

Unlike most other platforms that are content aggregators, RapidEzy develops & owns its own content. RapidEzy can fully customize its content for customers, publish in multiple formats (SCORM/ video), and has full control over pricing.

3

End-to-end integrated & managed Training-as-a-Service

Most providers either provide Learning Management Systems or an e-learning content library. RapidEzy is the only provider of integrated managed service on a monthly subscription service model, specialized for mid-sized companies.

4

Low & no cost services enabled by our low-cost operating model

RapidEzy has flat low-cost pricing affordable for SMEs. We also have a free ad-supported plan. No matter what a company's budgets are, we have a plan for them. As we keep 100% of our revenues, we are still profitable.

Highly experienced core team in e-learning content design, development & delivery

Meet The Team



SANDIP LABH
Chief Executive Officer

Previously was Founder & CEO of eUniversity Pte Ltd, Singapore, an e-learning company.

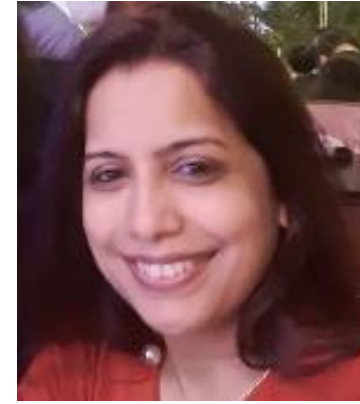
Sandip has a Master Certificate from Cornell University, New York. He has headed Training & Operational Excellence globally & regionally for multiple Fortune 500 companies.



SANDEEP MATTATHIL
Chief Operating Officer

Previously was Head of E-Learning at SAS eSourcing.

Masters in HR, with over 17 years in Learning & 12 years in e-learning development.



SHILPA LABH
Head Finance & Admin

Earlier she was a Customer & Partner Relationship Manager at eUniversity, Singapore.

She has a B.Com from Mumbai University

Focused, targeted, and low-cost customer acquisition

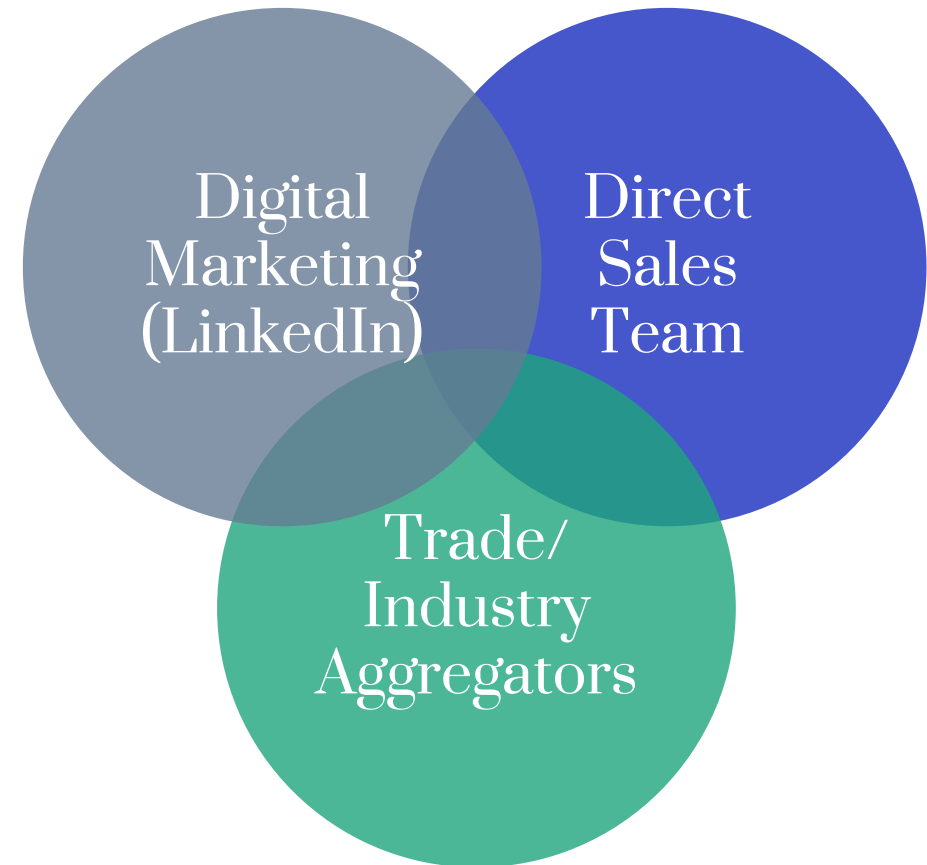
Go-to-Market Strategy

B2B: Target, reach out & sell to HR departments of SMEs through a) Digital marketing; b) Direct sales team; c) Partnership with industry & trade bodies e.g., MIDC

B2C: Subscription to iOS, Android & web apps for unlimited access to our library.

Partner Platforms: Host & sell courses through global platforms – Udemy, Alison & OpenSesame on a revenue-sharing basis.

International: Sell B2B to African organizations through our Africa partnerships & incubation support.





Our vision is to enable every Indian working professional, job entrant, and organization to become effective lifelong learning individuals and organizations, irrespective of their size, resources, or budgets.

Our Objectives

We are on a mission to:

- Enable Indian SMEs to become world-class learning organizations by providing them with high-quality Learning Management Systems, on-demand digital learning content, and best practices in Training & Development.
- Provide low-cost monthly/ yearly subscriptions affordable to SMEs.
- Enable working professionals & job entrants to learn anything, anytime, anywhere, related to workplace generic skills by providing high quality, yet affordable or free library of bi-lingual courses.
- Scale up rapidly, so that we can support all SMEs across India

We improve skills, employability & earnings

Our Social Impact

- Real-world job skills are one of the biggest drivers of continued economic & social mobility.
- Small organizations often cannot provide world-class training & development opportunities, like global companies, leading to the employees being unable to get skilled to international levels and have the skills to support their organizations compete, win & grow globally.
- Indian SMEs need to move up the value chain & be able to play and win globally to create wealth and improve their employees' earnings.
- RapidEzy, with its low/ no-cost training services and content, enables every Indian organization, professional & job seeker to get ongoing world-class training.



We are looking for strategic partners & investors

Please Contact Us



RapidEzy
Training Systems



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