



Skills training and job placement for lower-income workers

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Redefining how we get service jobs

HireReady provides training and job placement for low to middle income workers.

We are simplifying the process for both applicants and employers by training basic skills and verifying an applicant's candidacy for employers that are hiring.

Over time this builds a profile of skills and work history.

Problem

Finding service jobs is timely and inefficient and employers lack insight into an applicant's true abilities.

Current solutions

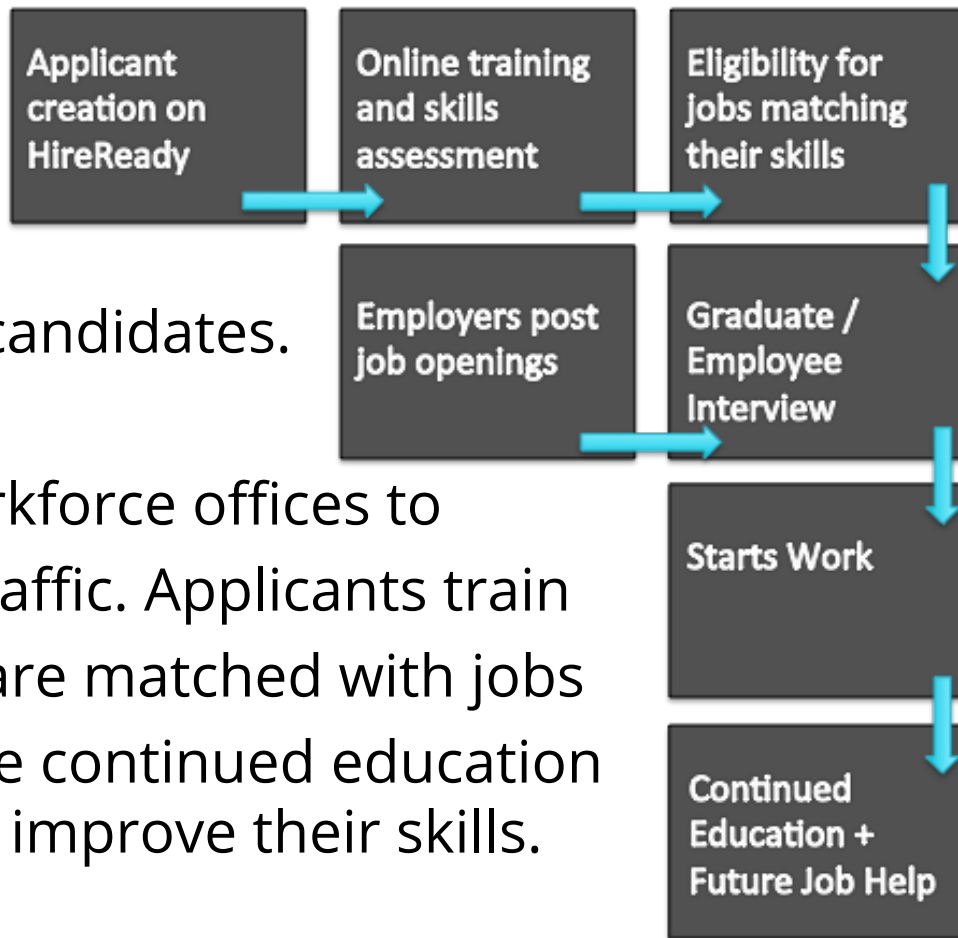
People use Craigslist to apply to hundreds of openings, but seldom hear back.

Workforce offices and non-profits also lack technology when providing training and job placement.

Our Solution

Employers post jobs and are provided with qualified candidates.

We provide free tools to workforce offices to acquire 100% of their foot traffic. Applicants train and verify their skillset and are matched with jobs after completion. We provide continued education after being hired so one can improve their skills.



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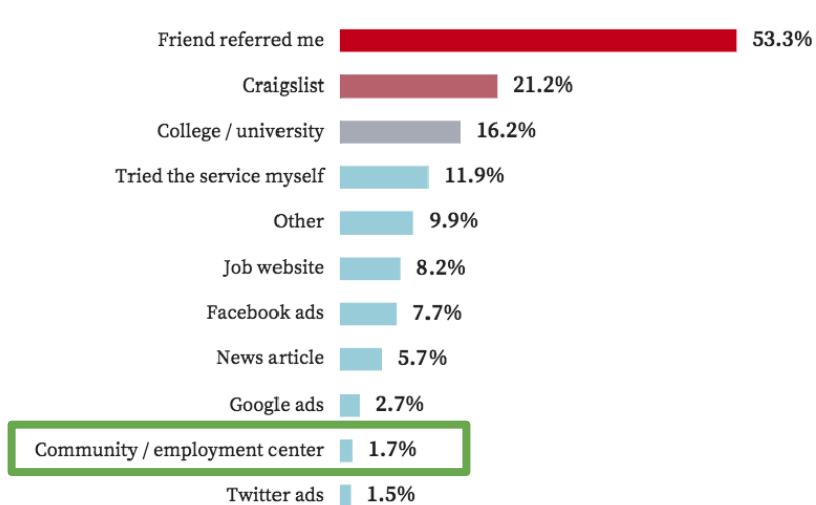
Approach and strategy

Craigslist is no longer an effective sourcing channel, yet our competitors still rely on it almost exclusively.

Forming deep community partnerships is a key growth channel for us and highly defensible.

We're also collecting short and long-term user data to automate processes and predict applicant success.

Now is the time to use technology



2015 1099 Workforce Report

Most people use Craigslist or referrals.

Employment centers remain an underutilized asset by employers.

Technology enables access.

Market opportunity

90M Americans are either unemployed or looking for work and don't have formal higher education.

76% of jobs do not require more than a high school diploma.

Companies on average spend \$1000 to recruit and train each entry-level worker. This totals \$30B annually.



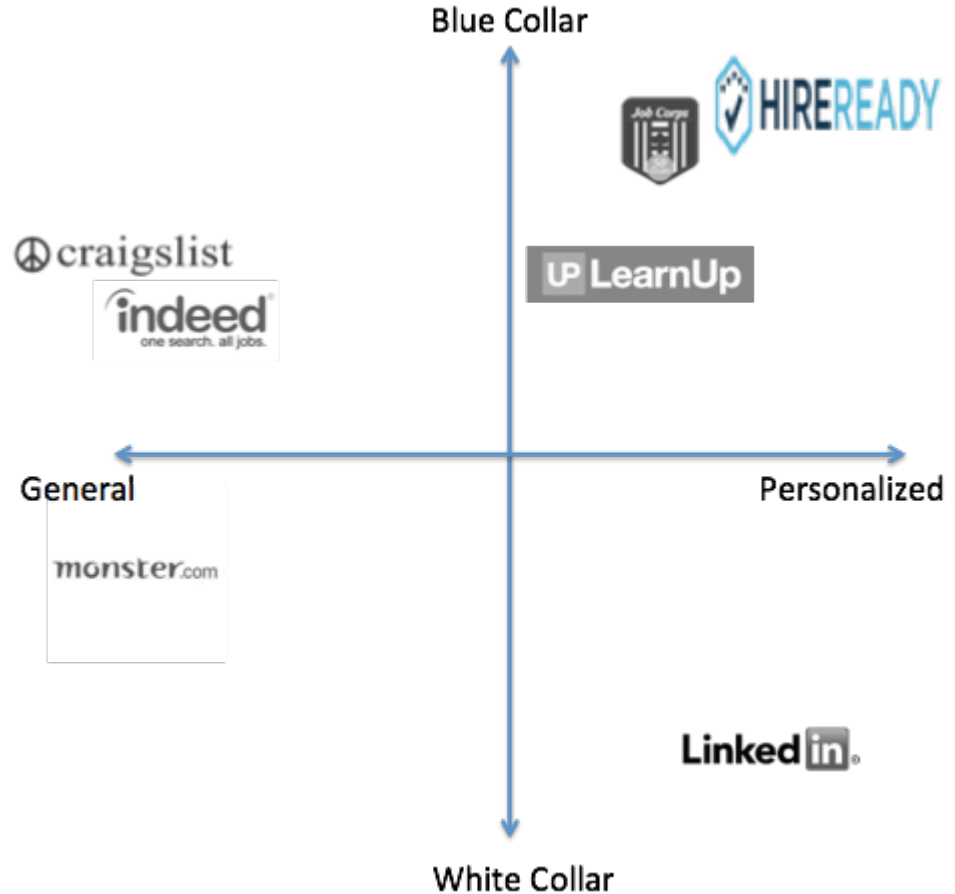
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Competition

Applicants apply to hundreds of jobs on boards such as Craigslist and Indeed.

LearnUp is an enterprise solution and only caters to the applicant one time.

LinkedIn is expensive for employers and not adopted by blue-collar workers.



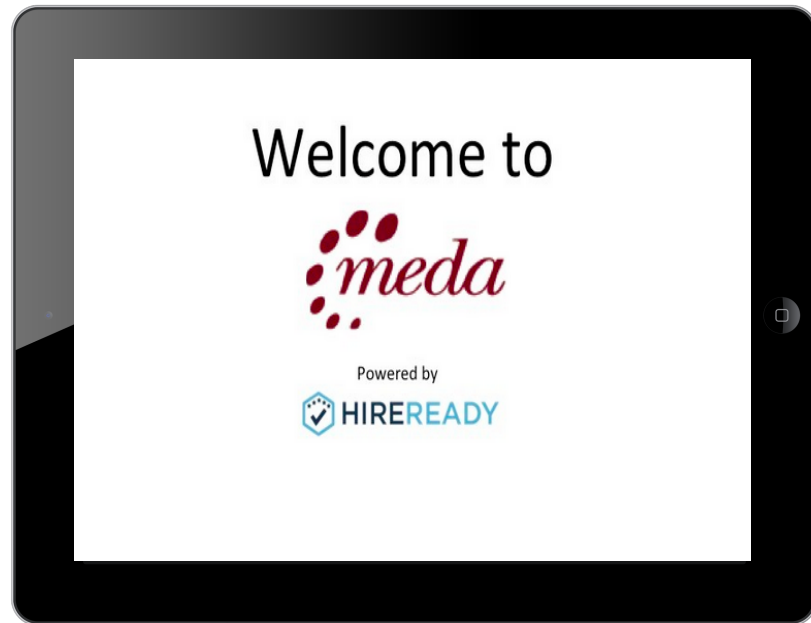
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The product

An applicant visits a work development center. There are 300k nationwide.

A tablet that we provide collects their information.

This gives data to the center and a new user for us.



The product

Applicants can start training in a variety of courses depending on their industry of choice.

- customer service
- food handling
- reliability
- etc.

Restaurant Training

Grease Fire

Can be prevented by emptying grease traps, cleaning grill surfaces and not using appliances that have frayed cords or keeping flammable equipment near open flames.

- Extinguish with a class K fire extinguisher
- NEVER carry oil that is on fire
- NEVER throw water on a grease fire



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The product

Applicants apply for curated jobs.

Employers are looking for talent ASAP.

Both sides want good matches and do not want to waste time.

Host

San Francisco, CA 94158

Umami Burger



Umami Burger is an American burger bistro, selling mouth-watering burgers and hand-cut french fries. Apply today at one of our Bay Area locations!

Job Description

Location	San Francisco, CA 94158
Position	Host
Hourly Rate	\$13.00/hr
Part/Full Time	Full Time
Work Hours	Flexible
Description	As the host, you'll be at the front of the house, taking reservations, seating clientele, and making sure everything is going smoothly!

[APPLY TO THIS JOB >](#)



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Business model

Current Stream:

Employers pay \$100-500
per trained applicant.

\$25k to date
75 trained

86% margin

Split-testing pay per
applicant vs pay per hire

Potential Streams:

Higher-skilled, paid courses
for applicants

Premium postings for
employers

Cross-sell opportunities for
applicants
(loans, insurance, etc.)



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Team



Arian Agrawal

MIT 2010,
Business

1st Ops Manager
and GM at
Homejoy



Daniel Hung

MIT 2009,
Computer
Science

Web Team Lead
at Homejoy



Arjun Naskar

MIT 2009,
Computational
Biology

Growth Manager
and launched 30
cities at Homejoy



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Timeline and milestones

February: Left Homejoy and started training cleaners for hospitality jobs.

April: Added Restaurant jobs. Hit \$15k in revenue.

May: Hit \$25k in revenue. Placed 75 students to date. Focusing on community partnerships as a channel.



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