KODS

Kod Software Services Pvt. Ltd.

Online Learning
Solution & Management platform

Project Agreement

Between

Kod Software Services Pvt. Ltd.

&

Agasthya EdTech Pvt. Ltd.

Introduction

Dear team,

On behalf of the entire team here at Kods, I want to thank you for the opportunity to earn your business as your provider of Software development services. There are hundreds of companies worldwide offering these services that you could have chosen, and yet here we are, with an opportunity to earn your business. I cannot understate how much we appreciate being able to put this project agreement in front of you today.

At Kods we believe in standing out. We stand out as a software development company by insisting on pushing the boundaries of website, software & app performance, and by delivering work of the highest quality on-time and on-budget.

Our mission to stand out doesn't stop with our internal goals. After all, our clients' satisfaction is what keeps our doors open, and helping you stand out is the best way to make sure you're completely satisfied. We're committed to helping your brand stand out in a crowded market, against a sea of hungry competitors.

I've included a lot of detail in this project agreement, because I want to make it abundantly clear that Kods is one of the best Software Development Company in the business today. You'll find details regarding the functionality of your future project, our development process and complete project details.

To make things simple for you, this agreement doubles as an executable contract. We've included all necessary terms of agreement at the end, and approval turns it into a binding project, allowing us to move forward with your online learning solution and management platform development project immediately.

Online Learning Solutions & Management Platform Requirements;

After speaking with you at length regarding your needs, we've developed a vision for your project that we feel will greatly improve your overall performance. Please find requirement details below

1. <u>Online Education portal and system</u>

1. Courses

- **Course creation**

System allows admin to create courses by providing course details. The admin can create categories and sub-categories for the course and group them accordingly.

- **Video Encryption**

The system will auto encrypt the videos by one of the following encryption technique;
  A. File based encryption
  B. Codec based encryption
  C. API level encryption

The videos encrypted will be stored in a different file system attached with a different database. These encryption technique will protect the videos from piracy and unauthorized access.

- **Custom video player**

A custom video player will enhance the overall encryption of the video and experience of the video playback. This video player will record the last playback session which will help the student to play the video from where it was stopped. The video player can have a separate data set of important topics and its playback timeline.

- **Course structure**

The system will allow the admin to design the course structure by deciding the flow of the course based on content like text, videos and PDFs. The course structure will be the skeleton of the course on top of which the entire course and its content will be planned.

- **Course timeline**

The system will track the complete course usage from the time of creation till it is available. The course timeline will record when and how a course has been used by a user. Course timeline is technically a log of all the actions that has been taken on this course.

- **Course resources**

The admin can attach various files from PDFs to code-based files which can be accessed by the user while pursuing the course. Admin can decide the visibility of these resources based on the course timeline and only on the completion of certain section of the course, resources will be visible. Admin can also decide if the resources are downloadable or not.

- **Course feedbacks, reviews and ratings**

A student can give a feedback on a course which will be private to the tutor. Tutor can reply to the feedback which will be private to the student. Student can also add reviews to the course which will be public. Tutor can reply to the review and these will be public. A user can rate the course from 1 to 5 star and the combination of the ratings will decide the overall ratings of the course.

- **Course grouping and finance**

Admin can also decide the finance of courses by assigning and grouping them into different packages and subscription.

- **Frequently asked questions**

Admin can add a set of FAQs based on a specific course or group of courses. The admin can decide the visibility of FAQs based on the course timeline.

- **Q&A directory**

A Q&A directory would be setup where on a specific topic multiple questions and their answers would be stored. Unlike FAQs these are not specific to only the content available in the course, rather these would be post related or partially related contents. Also unlike FAQs there would be more than one answer for the same question which could be contributed by admin or the students. The answers can be directly the video timeline where the video will be played at a specific point to clear the doubt.

2. Students

- **Student onboarding (Student registration)**

A student can onboard themselves or register themselves or the admin can onboard students to the portal. Admin can decide the data that needs to be collected from the student for onboarding. A verification process will be taken place before activating the student account. If the student is on boarded by the admin, a specific course or group of courses can be assigned to the student directly.

- **Student profile**

Once a student is on boarded, the student needs to complete the student profile themselves by adding various data ranging from academic to communication details. The student profile will be visible to all the tutors and also to the alumni if student decides to make it visible.

- **Student dashboard and analytics**

Post the student profile creation, student can access the dashboard where all the related links to the student will be visible. Student can see all the analytics in the form of graph and pictorial representation of the courses and test taken by the student.

- **Student profile timeline**

A timeline would be created based on the students profile as and when the student makes changes to the profile based on academic upgradation and achievements the profile timeline will be updated accordingly.

- **Student learning timeline**

As and when the student use the portal a log will be recorded of every action taken on a specific course by the student. The learning timeline will be a representation on how the student has used the course and attempted to the specific assessment and test.

- **Student grouping and finance**

Based on the courses selected by the student, package prices or the subscription model will be implemented. On the package model the student can access a course till the student is permitted on the portal. On subscription model the student can access the course till the validity of the subscription.

- **Student one to one chat**

A student can connect to a tutor on a one to one chat if required permissions are provided. A student can send chat messages to a tutor and the respective tutor can reply to the same establishing a chat communication.

- **Student live doubt clearing sessions**

Using live Q&A sessions a student can clear doubts. Before giving questions to Q&A live sessions a student can always check the Q&A directory to find if the questions are already answered. If the student couldn't find the answer for a specific question, the student can request the question for the next live session where the tutor would be clearing the doubts.

3. Tutor

- **Tutor onboarding**

Tutors are onboarded by the admin with one or more permissions as per following;
   a. Course creation
   b. Course structure designing
   c. Reply to the feedback and reviews
   d. Contributing to Q&A directory
   e. Adding FAQs
   f. One to one chat with students
   g. Live Q&A sessions
   h. Live streaming

- **Tutor profile**

Once a tutor is onboarded, a tutor can create his profile by adding respective information, this profile will be publicly visible to students.

- **Tutor dashboard and analytics**

Once the tutor creates his profile, tutor gets a dashboard where all the required links are provided. Based on the courses created by the tutor, feedbacks and responses from students and Q&A live sessions analytics will be displayed to the tutor in graphical representation.

- **Tutor responses**

A tutor can respond to a private feedback directly to the student or can respond to public reviews.

- **Tutor one to one chat**

A tutor can connect with a student for a one to one chat communication. Tutor can respond to multiple chats at the same time.

- **Tutor live doubt clearing sessions**

A tutor can create live Q&A sessions where the tutor would be answering selected questions. The selected questions are the questions that tutor would be filtering based on the questions provided by students.

4. Sub-admin

- **Sub-admin onboarding**

A sub-admin account is created by a super admin where the super admin would restrict or grant permissions to one or more modules. A sub-admin will act as an admin with limited permissions.

- **Sub-admin profile**

Once the onboarding is done, the sub-admin can create profile by providing respective information. The sub-admin profile is visible only to the admin.

- **Sub-admin dashboard and analytics**

Once the profile is created the sub-admin will be provided with a dashboard with all the links based on the permissions granted. The sub-admin will get analytics on all the permitted modules in graphical representation.

- **Sub-admin reports**

Sub-admin can generate reports on all the permitted modules by filtering and sorting the options. These reports can be exported as PDF or Excel.

II. <u>Online Test And Certifications</u>

1. Online Test

- **Test creation**

The system will allow the admin or the tutor to create a specific multiple choice test based on a specific course or group of courses. The HR of different companies is also permitted to create tests for the placement requirements.

- **Test structure**

The system will allow the admin to design the test structure by deciding the flow of the test based on questions and options. The test structure will be the skeleton of the test on top of which the entire test will be planned.

- **Test timeline**

Once a test is created every action taken on test by different students will be stored in a log including the student response and the test results.

- **Test results**

Every test taken by the student will be stored with all the responses by the student with the final result. These results are reflected on students profile and also shared with the test creator. These test results can be conditioned to permit a student to go further in a course.

2. Online Assessment

- **Assessment creation**

Assessments are mini tests followed by a section in the course. These assessments will be used to understand the progress of a student on a specific section in the course.
The admin or tutor can create assessments for a specific section or multiple section of a course. These assessments can be conditioned in a way to restrict or permit a student to move further in a course. The admin can plan the timings and attempts for the individual assessments.

- **Assessment structure**

The admin or the tutor can design the structure which will act as a skeleton on which the assessment would be created. These assessments would be questions and multiple choice options.

- **Assessment timeline**

Every action taken on the assessment by a student would be recorded in a log which would note all the responses for a specific assessment.

- **Assessment results**

Once a student finishes the assessment, result would be auto generated. A log of results would be created which would be reflected in student profile. The admin or the tutor can condition the results which would restrict or permit the students to go further in the course.

3. Online Certification

- **Certificate structure**

Admin can create the structure of the certificate by designing the content with text and images. Admin can assign these certificates to a specific course or group of courses.

- **Automated certificate generation**

The admin can decide the criteria for availing a certificate by the students. If these criterias are met, the certificates will be auto generated based on the structure created by the admin.

- **Certificate contract binding**

Every certificate generated will use a block chain methodology to bind a certificate between the student and a portal using a digital contract. These contracts will ensure that there are no fake certificates produced.

- **Certificate sharing over LinkedIn API**

A LinkedIn API would be connected with the portal in a way which will give an option to the student to attach these certificates on their LinkedIn profile. With the contract binding feature it will give more surety to LinkedIn that these generated certificates are genuine.

- **Certificate attachments**

These certificates will be auto attached with the student profile. Student can also download these certificates as PDFs or can request for a mail with these certificates sent as an attachment.

III. <u>Online Community referrals and chat</u>

1. Community

- **Community grouping**

Admin can create multiple groups of Alumni which will do the auto grouping of all the students. These groups will act as a community where they can see profile of all students within a group if permitted. Also if permitted a student can see the profile of another student outside the group.

- **Alumni profile**

A student profile will be converted into an alumni profile once a student finishes a set of courses. These alumni profiles will be visible to all other alumni and tutors. If permitted an alumni can see a student profile as well as a student can see an alumni profile.

2. Course Referrals

* **Course referral structure**

Admin can create a course referral structure by selecting a specific or group of courses. Admin can also decide the reward for referrals and how these rewards would be provided.

* **Course referral earnings**

Based on the course structure if a specific course is referred by an alumni or a fellow student, the rewards would be provided accordingly. If these are cash rewards, then the portal can distribute the rewards by an online payment.

3. Communication

* **One to one chatting**

A one to one chat system would be enabled to communicate among the students and alumni. These shall be based on the permission on which a student can communicate with another student on the portal via chat.

* **Community forums**

A forum system would allow a student or alumni to add a topic of discussion. The topic could be a general subject related discussion topic or a question on a specific aspect of a course or technologies in general. An alumni or student can add their views on the topic or reply to already existing views.

* **Q&A voting**

As the Q&A directory is group of questions and answers where one question can have multiple answers added by alumni, student or tutors. Alumni or a student can up vote or down vote a specific answers to the questions in Q&A directory.

IV. <u>Online Finance and payments</u>

1. Payments

* **Payment gateway**

One or more payment gateways will be facilitated for all the transaction related to the packaged courses, subscription, referral rewards and for all other payment collection. A payment log will be created which will record every transaction with all its available details.

- **Payment reports and analytics**

Admin can generate payment reports based on the filtering option. These reports can be downloaded as PDFs or excel. A dashboard based analytics would be available to the admin in a graphical representation.

2. Purchases

- **Purchase reports and analytics**

Every purchase made by a student on the portal would be record in a purchase log with all the transaction details. Admin can generate reports on these purchases or view analytics in graphical representation.

3. Sales

- **Lead management**

The system will track and manage all the enquiries from individuals, groups, and institutes. The sales admin can update the status of every enquiry. All the details of these leads will be recorded from the time of enquiry to the conversion stage.

- **Sales executive**

Admin can create sales executive accounts and assign them leads accordingly. The sales executive accounts will have a geo location tracking by which the sales admin can always access and manage all the respective lead assignments.

- **Sales reporting and analytics**

All the sales details can be used to generate sales reports with filter options. With dashboard analytics the admin can view all the sales related analytics in graphical representation.

4. Subscription

- **Subscription structure**

The admin can plan and schedule subscriptions for one or more courses. These subscriptions created by admin would be visible to students for their respective courses which they can avail by opting for the subscription. The admin can create subscription as a one-time subscription or a periodic renewal based subscription. The admin can create set of subscription plan by grouping the features and modules of the portal.

- **Subscription reports and analytics**

The admin can generate reports on the subscription with filter option and download them as PDF or Excel file. The admin will have a subscription dashboard where subscription analytics can be viewed in graphical representation.

5. Payouts

- **Payout profile**

If a tutor is not on payroll, a course based payout can be planned for a tutor based on their contribution to the portal with respect to courses, FAQs, Q&A directory and live sessions. The system will auto calculate earnings of a tutor which would be visible to the tutor and the admin. An automated payout can be achieved by payout APIs in which the tutor's earnings would be transferred directly to tutors' bank account.

- **Payout reports and analytics**

The admin can generate payout reports and download them in PDFs or Excel. Admin will have a dashboard based analytics on payout in graphical representation.

6. Accounts

- **Accounts reports and dashboard analytics**

The admin can view all the credit and debit transaction and generate reports with filter options. A detailed analytics of every aspect related to finance would be available at the accounts dashboard with graphic representation. Also the admin can see the students who have purchased the courses on package and subscription prices. The admin can always track the status or subscription made by students.

7. Taxation

- **Tax reports and analytics**

The admin can find all the tax paid by the student to the portal and the taxes debited by the payment gateway in dashboard analytics. The taxation details can be generated into reports with filter option and these can downloaded as PDFs or Excel files.

V. <u>Online Attendance and course tracking</u>

1. Attendance

- **Student attendance**

A student attendance can be logged in when the user login to their account or punch in their attendance if the session is expired. These student attendance can be viewed by tutors and admin. Also this attendance data can be used to calculate the on-screen time of a student at the portal.

- **Staff attendance**

Staff attendance can be taken by a biometric machine from office location and ground staff attendance can be taken from the official app. Attendance taken on the app will capture the live location of the staff which would help the HR on tracking the working hours of staff outside office.

- **Attendance reporting**

Admin can generate student and staff attendance reports from the punch in data with filter option and download as PDF or Excel file. The HR dashboard will give detailed analytics on the attendance of staff in graphical representation. Also the admin dashboard will give detailed analytics of the student attendance with graphical representation.

2. Tracking

- **Course analysis**

As and when a student progress in the course, the system would track the time spent on individual video by students and overall course which would in turn give analysis on how the student pursued the course.

- **Tracking reports**

A tracking report can be generated based on the tracking log created on how the students has pursued the course. This reports can be accessed by the students, their parents and as well as admin.

VI. <u>Online IDE & Emulator</u> (3rd Party)

1. IDE

- **Multi-language IDE**

A multi-programming language IDE will allow the student to write and execute the codes on the portal online. The IDE can be accessed in between the course which will allow the student to type and practice codes as taught in the course.

- **IDE reports**

Admin can access all the IDE usage and generate a report with filter option and can be downloaded as PDF or Excel file. These reports would help admin to understand whether the students are using IDE in between courses and if yes how long.

2. Emulator

- **Multi-device emulator**

A multi-device emulator will allow students to test device based codes like mobile application development. These emulators can be accesses in between courses to type and test the course as taught in the course.

- **Emulator reports**

The admin can generate report on emulator usage and find out how and when the emulators are used by the students. These reports can be generated and downloaded in PDFs or Excel file.

VII. Online interview & placements

1. Job Portal

- **Job creation**

Admin or the placement officer can create jobs by providing all the job details. These job details would be added on job structure created by admin. These jobs can be conditioned to be available on a specific time or a certain specific criteria.

- **Job structure**

An admin can create a job structure with required fields which will act as a skeleton on which job requirement would be created.

- **Job test**

Placement officer or admin can also create test and assign them to a specific job. These tests can be conditioned with eligibility criteria to go further in the job application.

- **Job reports**

Admin can or placement officer can generate reports on specific job or a group of jobs based on the student application, test taken, and results.

2. Interview Portal

- **Interview structure**

The admin can create a structure for a specific interview by providing all the interview fields required. The interview structure will act as a skeleton on which the interviews will be created and conducted.

- **Interview scheduling**

A placement officer or an admin can create interviews based on the interview structure and schedule them by using google calendar API or internal calendar system. The scheduled interview will be notified to the students and the interview can take place on internal streaming module or a third-party streaming module.

- **Interview reports**

The admin or a placement officer can generate reports on the interview creation, scheduling and attempts. These reports can be downloaded as PDFs or Excel file.

3. Placement Portal

- **Placement structure**

In this document a job offer is considered as a job and job offered is considered as placement. An admin can create placement structure by providing all the required fields. This placement structure will act as a skeleton on which the placement will be created.

- **Placement attachments**

As and when a student is placed the placement details will be attached with student profile. The student will also get a mail with placement details and offer letter attached. These placements if permitted can also be used for promotion on the official website.

- **Placement reports**

The admin or a placement officer can generate the reports based on the job offered and accepted offers. These reports can be generated and downloaded as PDFs or Excel file.

VIII. <u>Live streaming & sessions</u> (3rd Party)

1. Q&A live sessions

- **Live Q&A creation**

A live Q&A session can be created based on a structure designed by admin. These Q&A sessions can be scheduled which will notified to the students. The tutor while creating the Q&A session can attach resources which might be used during the session.

- **Live Q&A structure**

Admin can create a structure on how a Q&A session would be conducted by providing all the required input details. These structure will act as a skeleton on which the Q&A session would be created.

- **Live Q&A viewers**

The admin or the tutor while creating the Q&A sessions can condition the criteria required to attend the Q&A session. Accordingly a viewers' list will be created and notified.

- **Live Q&A analytics and reports**

The admin or the tutor can generate reports based on the live Q&A session and download them as PDFs or Excel file. A detailed analytics on Q&A session will be visible with a graphical representation.

2. Live streaming

- **Live streaming creation**

Admin or a tutor can create a live streaming session on an internal module or a third party API by scheduling accordingly. These live streaming will be created on the structure designed by the admin.

- **Live streaming structure**

The admin can create a live streaming structure by providing all required input details. This structure will act as a skeleton on which the live streaming sessions will be created.

- **Live streaming viewers**

The admin or the tutor can condition criterias' for a live streaming sessions based on which a respective viewers list would be created. These viewers would be notified accordingly.

- **Live streaming analytics and reports**

The admin or the tutor can generate reports based on the live streaming session and download them as PDFs or Excel file. A detailed analytics on live streaming session will be visible with a graphical representation.

IX. <u>Internship</u>

1. ABC Internships

- **Internship creation**

The admin can create internships for a specific class, semester or course based on the structure designed by the admin. These internships can be availed by the student based on the criterias provided by the admin.

- **Internship structure**

The admin will create internship structure by providing all the required input fields. This internship structure will act as a skeleton for creating internships.

- **Internship tracking**

ABC internships can be online or offline and it could be tracked based on the progress shown by the student and activities undertaken. These tracking can be used as criteria and conditions to decide the completion of the internship.

- **Internship certification**

Once a student completes the internship and gets approved by the admin a certificate is generated automatically. This certificate will be attached to the student profile and can be sent as a mail.

- **Internship reports and analytics**

Admin can generate reports based on internships undertaken by students at various level of their academics. These reports can be downloaded as PDFs or Excel files. Admin can see detailed analytics of all internships with graphical representation.

2. Corporate Internships

- **Internship creation**

The admin or a corporate representative can create internships for final year engineering students based on the structure designed by the admin. These internships can be availed by the student based on the criterias provided by the admin and corporate.

- **Internship structure**

The admin will create internship structure by providing all the required input fields. This internship structure will act as a skeleton for creating internships.

- **Internship tracking**

Corporate internships will be an offline internship where the status of the internship will be updated by the corporate representative and it could be tracked based on the progress shown by the student and activities undertaken. These tracking can be used as criteria and conditions to decide the completion of the internship.

- **Internship certification**

Once a student completes the internship the corporate can upload the certificates to the online portal. This certificate will be attached to the student profile and can be sent as a mail.

- **Internship reports and analytics**

Admin and corporate representative can generate reports based on internships undertaken by students. These reports can be downloaded as PDFs or Excel files. Admin can see detailed analytics of all internships with graphical representation.

Technologies

1. Web Development

Node JS, Angular JS, Express JS, React JS, HTML, CSS, JS, jQuery, AJAX, Bootstrap 5.

2. Framework

Custom MVC Framework Based on MEAN

3. Dev APIs

RESTful APIs & Redux APIs (contracts)

4. Mobile Apps

Flutter with Dart

Project Terms

Kods will build an Online learning solution and management platform, according to the description laid out in this agreement. Any additional features, pages, or other changes to project requirements may affect the timeline and costs, and will require a separate change order document.

All works produced as a result of the above described project will become the sole intellectual property of Agasthya EdTech Pvt. Ltd., Kods reserves the right to use visual representations of the final product as part of our project portfolio unless permitted otherwise.

We accept the requirement and the timeline mentioned in this document and also assure to complete all requirements of the project in the given timeline.

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For Kod Software Services Pvt. Ltd.   For Agasthya EdTech Pvt. Ltd.