



Going Online



SmartOn's lean approach to take your Higher Education Institute Online

Going Online involves a variety of considerations around strategy, resourcing, technology and capital.

We will help you craft the winning model that's unique to your institute

A phased approach
focused on
quality &
capital
efficiency

Testing
Organizational
Readiness

1) Pilot

a) Plug & play technology platform for testing

b) Readily available online courses from existing catalog

Launch online
as a stand-
alone offering

2) Stabilize

a) Market feasibility study and program selection

b) Course development

c) launch of Online Courses to new students

Add more
products &
channels

3) Scale

a) Course catalog expansion

b) Investments in tech - feature additions

c) Establishing as category / product leader

< \$20k

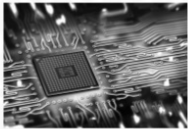



< \$100k

TBD

Investment by Phase

SmartOn's Role by Phase

A collaborative model where we help you build
your internal capabilities

	Pilot	Stabilize	Scale
 Technology	Whitelabel platform; tech support	Custom configurations; tech support	Handover / help outsource
 Content	Courses form our existing catalog	Courseware development - global staffing model	Handover / help outsource
 Marketing	Marketing, counseling and enrollments	Marketing and counseling	Handover / help outsource
 Support	Academic + Non Academic + Tech support	Non Academic + Tech support	Handover / help outsource
Timelines	————— 6-months —————	12-18 months	————— 24- months

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