
Quarterly Progress Report

July - September 2016 (Q2)



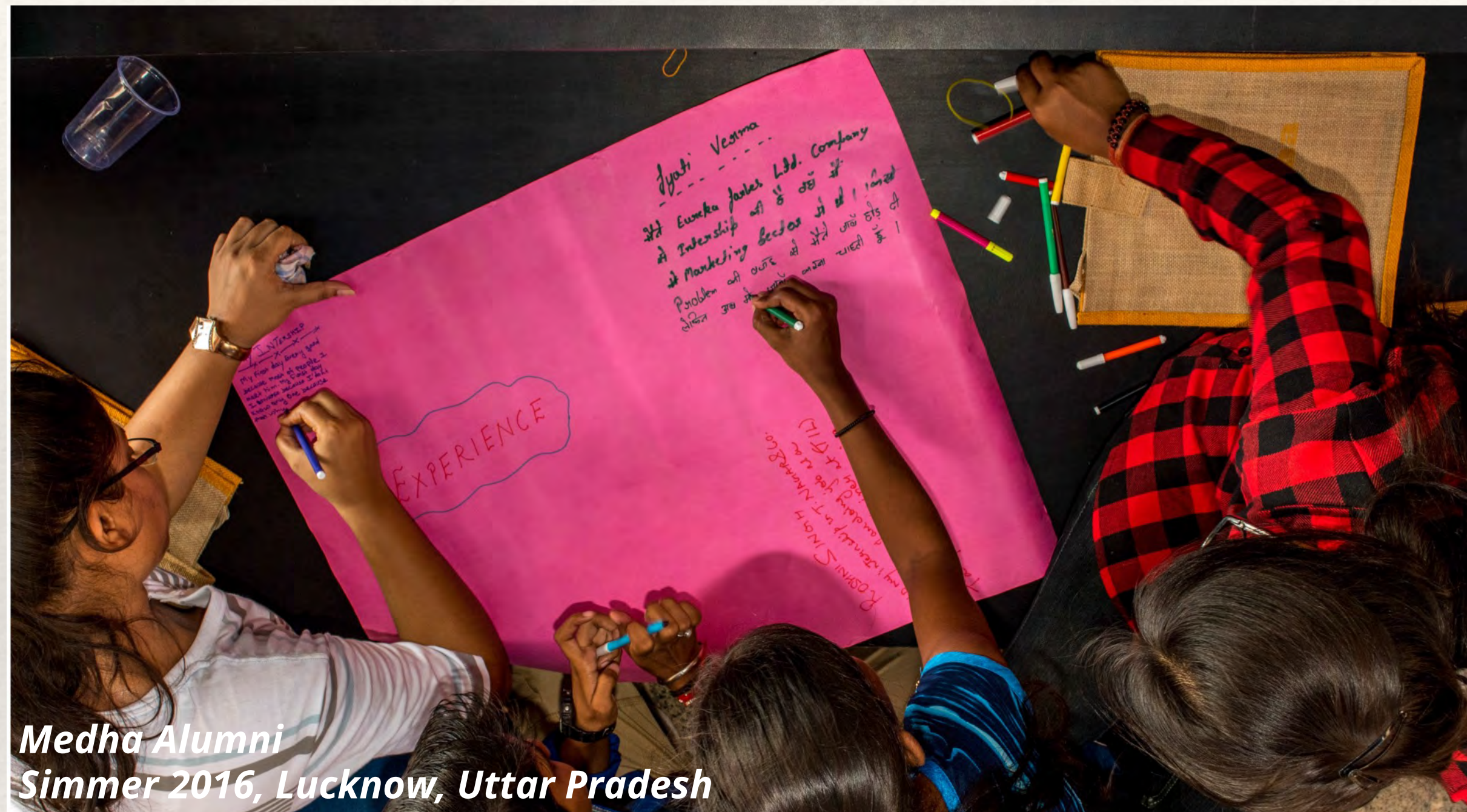
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*Medha CAB Students
Patel Girls College, Barabanki, Uttar Pradesh*

Summary



*Medha Alumni
Simmer 2016, Lucknow, Uttar Pradesh*

Q2 marks the beginning of the academic year, and accordingly a very hectic time here at Medha. We are busy relocating back to campuses, rekindling partnerships with principals and employers, marketing our program to students, and registering and starting to train our future Medha leaders.

We registered 1,113 students in the quarter, bringing the total for the year to 1,314, a **52% increase** from this time last year. At the same time, we placed 60 students into full-time jobs, bringing the YTD total to 120, a **172% increase** from last year.

In addition to increasing our student outreach and employment outcomes, we initiated a number of new activities and programs to further enhance the learning experience for our students, increase our adoption into the education system, and support our alumni on their long-term career paths. Some of the highlights of these initiatives are mentioned in the slides below.

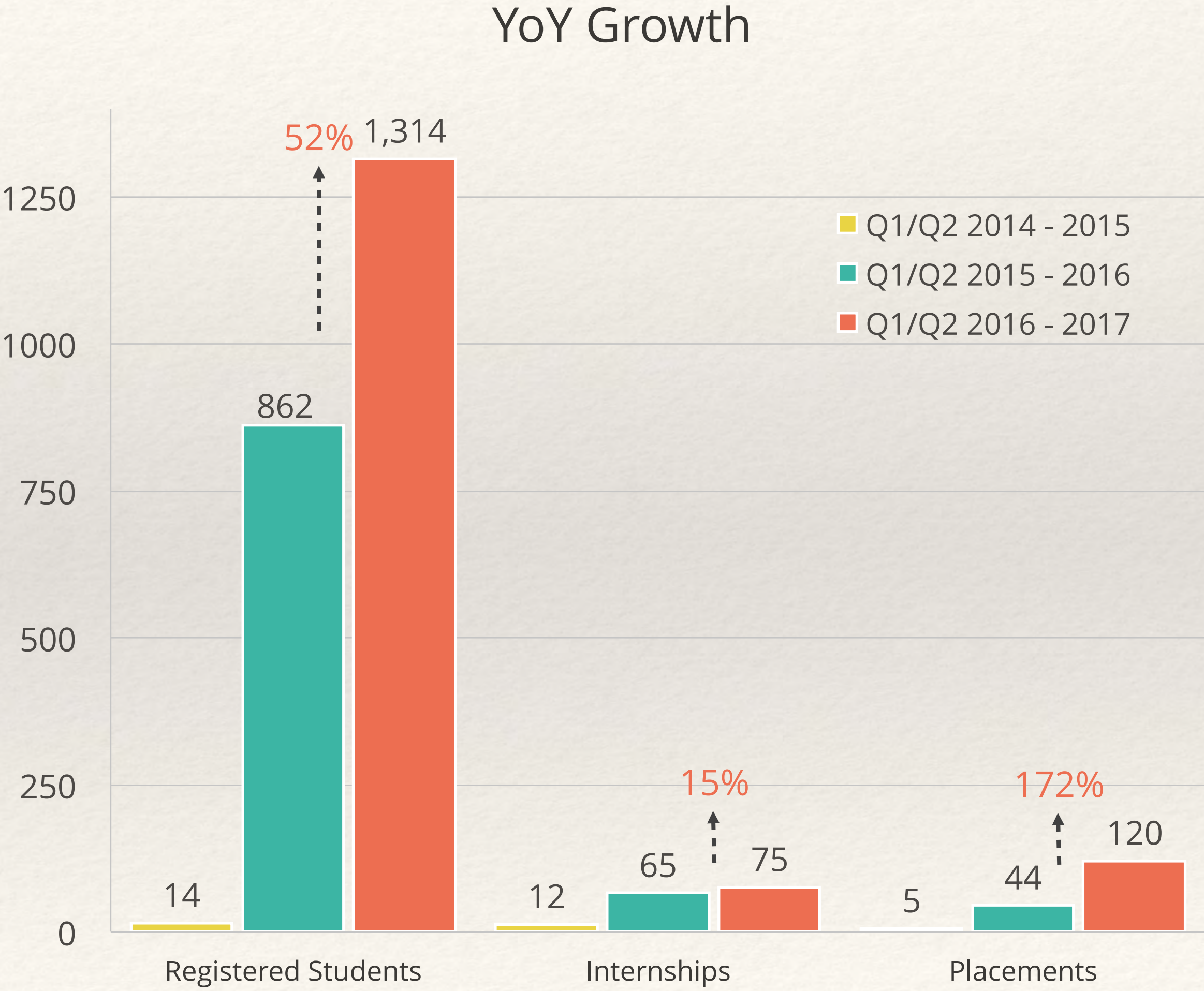
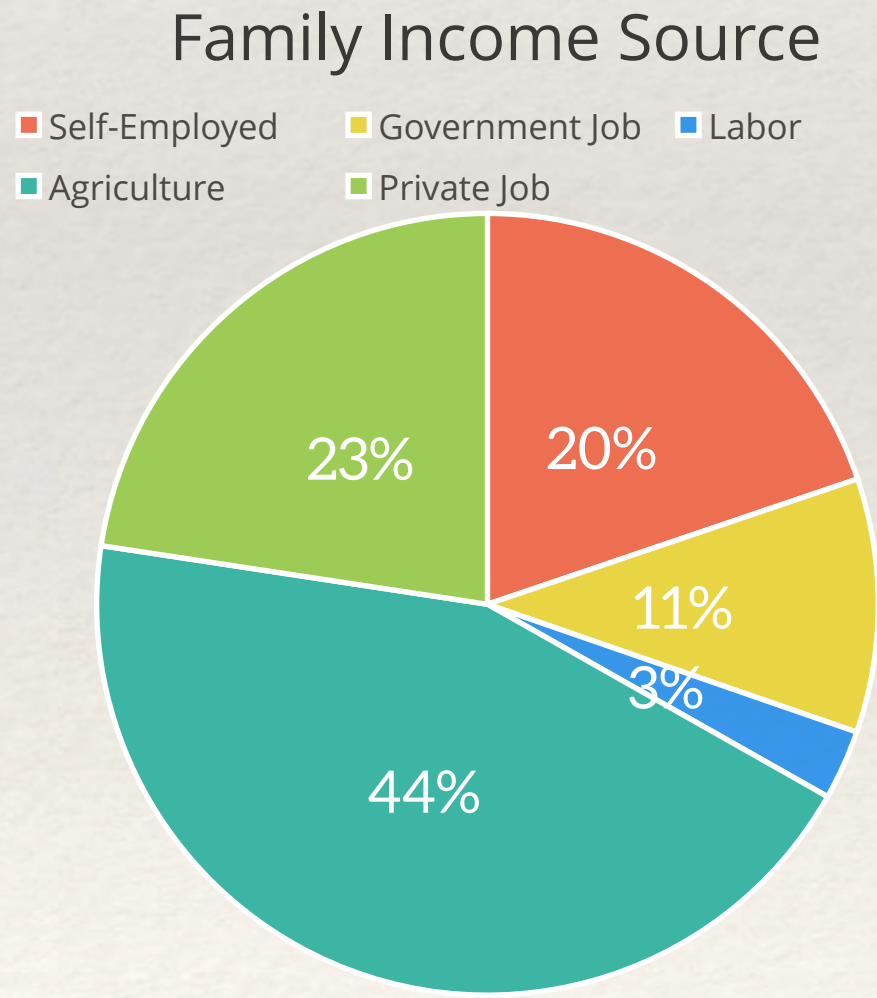
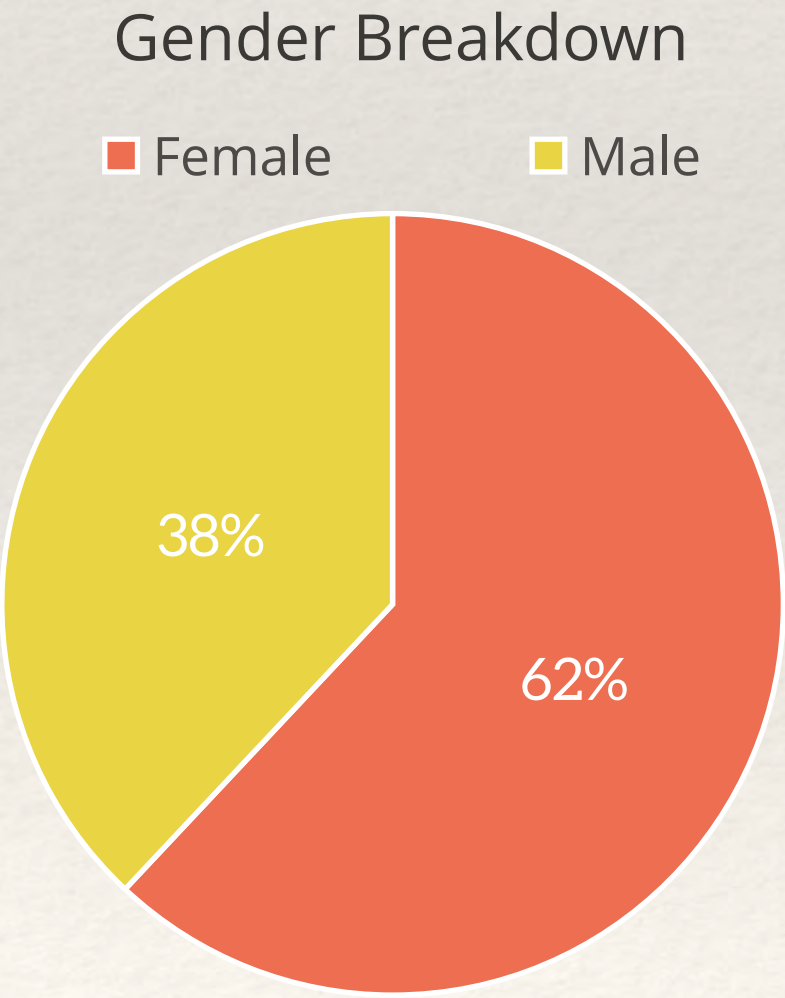
We are thrilled to be in the midst of another exciting year here at Medha, and are extremely pleased with the progress thus far and the path we are on for the remainder of the year.

Thank you as always for your ongoing support,

The Medha Team

Metrics

	July 2016	August 2016	September 2016	Q2	YTD
Students	124	186	803	1,113	1,314
Internships	20	23	14	57	75
Placements	25	19	16	60	120





*Medha Area Manager, Krishna, with Medha Alumni
Alumni Junction 2016, Lucknow, Uttar Pradesh*

Four new centers are launched in Lucknow and Sitapur



New partnerships expand outreach by 500 students

Medha recently formed new partnerships with City Women's College, Arya Kanya Pathshala Inter College, Maulana Azad Institute, and Jawahar Lal Nehru Polytechnic to run our Career Advancement Bootcamp (CAB) and Life Skills Advancement Bootcamp (LAB) programs on their campuses. This brings our total number of educational partnerships to 36.

Through these diverse set of new centers, we will be able to reach out to at least 500 additional students over the course of the academic year.

Alumni Relations team hosts women in the workplace event



Over 30 Medha alumni gather to discuss the challenges faced by women in the workplace

On August 28th, our Alumni Relations team brought together some of our most accomplished women in the workforce to share their experiences, discuss obstacles they face at work, home, and in society, and learn from two professional women who are challenging the status quo here in Lucknow.

It was a well attended and high energy event where our alumni got the chance to talk freely about the challenges they face everyday with their peers.

BCom Industry Integrated course launches at partner college



New course further integrates Medha's program into the existing education system

A significant milestone on our path to mainstream our work into the existing education system, we have recently launched an Industry Integrated BCom Program. In addition to their regular coursework, students will complete 150 hours of Medha training and two internships over the course of their three-year degree.

There has been overwhelming interest in the program, with 45 students registering within the first week, and for the first time our classes are officially incorporated into the BCom timetable.

Employer Relations team conducts industry visit to Axis Bank



Students get first exposure to the ins and outs of the financial services industry

Medha recently organized an industry exposure visit to Axis Bank for our Life Skills Advancement Bootcamp (LAB) students from Unity Mission School.

Students had the opportunity to learn about various departments of the bank, and see first hand the 'front office' operations of forex, cash counters, and the loan department. The branch team also gave students a comprehensive presentation on the banking sector, and fielded questions on a wide range of topics from KYC norms to how the central ATM clearinghouse works.

Corporate training commences at V-Mart retail chain



A new effort to forge closer ties to industry starts with entry-level training at V-Mart

V-Mart, one of the country's leading retail chains for the masses, recently engaged Medha to conduct a training program for its entry-level sales staff. To further develop our relationships with leading employers in the region, and build a deeper understanding of the labor market conditions, we conducted six-day workshops for the Customer Service Associates (CSA) at four V-Mart outlets across the region.

We are looking to expand our relationship with V-Mart, and work with more employers to address their growing workforce needs.

Gorakhpur center oversubscribed



In its second year of operations, Medha's center at DDU Gorakhpur approaches 200 students

Within a month of starting our 2016 – 2017 operations at Deen Dayal Upadhyay Gorakhpur University, Medha Area Managers, Ravi & Shivangi, had already registered 80 students for our Technology Advancement Bootcamp (TAB). Two months later, 66 students had completed their training and an additional 97 were registered in both TAB and CAB. This represents a 300% increase from this time last year, and the center is running at full capacity with students waiting to register for future batches.

Medha's success in Gorakhpur recently caught the attention of the media, with iNext inviting Medha to speak with a group of 200 high school students about the importance of making informed career choices (see press and recognition section for more details).

COMO Foundation provides core function support for three years



Financial support will enable Medha to strengthen its finance and business development teams

Singapore-based COMO Foundation, recently agreed to support Medha's expanding finance and business development teams for the next three years. The financial and technical assistance will enable Medha to meet its increasing accounting and financial requirements, as well as develop new corporate and foundation partnerships for future growth and expansion.

In addition, COMO's support will contribute to two ongoing pilot projects focused on Medha's scale plans.

Student Relations team conducts teacher training program



Medha's pedagogy and approach is shared with 65 teachers at Unity College

To further our reach and impact on today's youth, we conducted a Training of Trainers (ToT) program for teachers at Unity College in Old Lucknow. A long-term partner of ours, Unity College is committed to providing high quality education to underprivileged students, and progressively seeks new methodologies and approaches to enhance the learning outcomes of their students.

We were honored to conduct a full-day workshop on active listening, workplace etiquette, and student engagement techniques, and look forward to hosting similar events in the future with Unity and other educational partners.

Five new people join the Medha team



Medha adds resources across Student Relations, Finance, UX Design, and Admin teams

Medha welcomes five new members to its team to strengthen capabilities across a diverse set of functions. Shikha and Jitendra have joined as Center Managers to conduct trainings and counsel students at Avadh Girls' Degree College and Feroze Gandhi Polytechnic respectively. Mayank has joined the finance team to improve overall reporting, processes, and compliance. Palak has joined as an American India Foundation Fellow to work on improving the student's overall Medha experience through human-centered design approaches. And Sanjeet has joined the admin department to keep everything running smoothly and efficiently.

We are excited to have them all part of the team and wish them the best of luck in their work.



*Medha CAB students
Jawaharlal Nehru Polytechnic, Sitapur District, Uttar Pradesh*

Focus Areas

Renewing Partnerships

As we 'relocated' back to campuses at the beginning of the academic year, a significant priority was placed on renewing and strengthening existing educational and industry partnerships from the previous year. With new principals, new HR managers, and new organizational 'politics' at play, it is extremely important for our Student Relations and Employer Relations teams to spend significant time navigating new environments and ensuring strong partnerships are in place for the upcoming year.

Impact Assessment Framework

To ensure proper measurement of outcomes and impact, we have continued to focus significant time and resources on developing a new monitoring and evaluation framework. Combined with our new, automated Student Information System (SIS), a revised M&E framework and assessment tools will enable us to accurately and objectively measure student impact across all three key areas – Employment, Employability, and Self-Image.



Medha CAB Student
Jawaharlal Nehru Polytechnic, Sitapur District, Uttar Pradesh

New Partnerships

Academia



Industry



Supporters



Srishti Verma placed at RML Pathology

Srishti Verma

e-Accounting and Office Management
Government ITI, Aliganj
2014 – 2015

Srishti Verma, a graduate from a nearby Women's Government Industrial Training Institute (ITI), aspires to become an accountant. She is passionate about her career goals and spent significant time applying for jobs and appearing for interviews with no success. The feedback was always the same – 'you don't have the communication skills to succeed here.'

Srishti enrolled in Medha's Career Advancement Bootcamp (CAB) to work on her communication skills and find an opportunity to break into the industry. After a lot of hard work and determination, Srishti slowly came out of her shell and started feeling more comfortable speaking up on class and in front of a group. She spent hours working on her interviewing skills and practicing with Medha's staff.

After CAB, Medha's Employer Relations team helped Srishti get an interview at RML Pathology as an internal accountant. She got the job and has been working there for almost a year. She plans to study for the chartered accountancy exam and continue to pursue her career goal as a fully licensed accountant.



Abhishek Verma placed at RSPL Group



Abhishek Verma

Diploma in Instrumentation and Control
Feroz Gandhi Polytechnic , Raebareilly
2015 - 2016

Medha recently helped place Abhishek Verma, an Instrumentation and Control (IC) graduate from Feroz Gandhi Polytechnic, as a Diploma Engineer Trainee at RSPL Group. RSPL is the conglomerate behind household brands such as Ghadi detergent, Namaste India, and Venus soap. After an extensive screening process, Medha pre-selected four candidates for the final round interview which took place in Kanpur, where Abhishek was given an offer on the spot. The other three candidates have been asked to brush up on some of their technical skills and reapply in two months.

We are extremely proud and excited for Abhishek to be starting his career with this leading brand, while at the same time we were able to significantly reduced the amount of time and money RSPL typically spends on their recruitment process. A true win-win for employee and employer!

Press & Recognition

3Ps of Social Entrepreneurship

AIF Newsletter, July 28th, 2016

<https://www.linkedin.com/pulse/3ps-social-entrepreneurship-india-passion-powerful-benson-neethipudi?trk=hp-feed-article-title-share>

Medha Alumni Simmer 2016

Times of India, August 30th, 2016

<http://epaperbeta.timesofindia.com/Article.aspx?eid=31813&articlexml=CITY-DIGEST-30082016003021>

पहले decide कर लें goal, success मलैगी sure

Inext, September 16th, 2016

<http://inextepaper.jagran.com/c/13314706>