



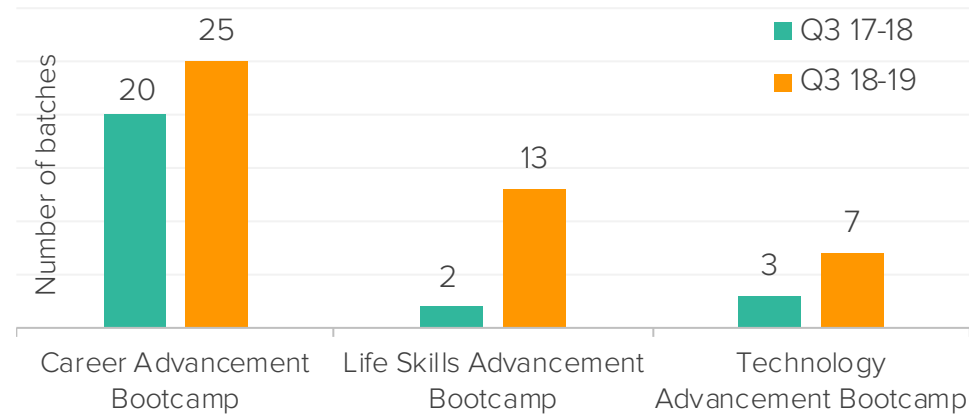
MEDHA QUARTERLY REPORT



Q 3 F Y 18 - 19

'TOP LINE' NUMBERS

We are proud to report we have dramatically increased our outreach the last three quarters. In Q3 alone, we saw a 53% increase in student enrollments and an 80% increase the number of programs delivered compared to Q3 last year.



4,354

Registrations in the academic/financial year, 92% YoY growth!

ASHOK

Fakhruddin Ali Ahmad College
Class of 2015

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"I KNOW I'LL HAVE TO PROVE
MYSELF TIME AND AGAIN, BUT I AM
READY TO DO IT"



Ashok works at Metro Wholesale and has been awarded 'Performer of the Week' twice within his first three months on the job.

Originally from Mahmudabad (about 80kms from Lucknow), Ashok had a very happy childhood, full of love and encouragement from friends and family. But when it came to looking for work, he faced repeated rejection and couldn't land a job for two years.

It was this period of struggle that forced him to think - why was he was facing so much difficulty? What was it that he needed to work on?

To build 'people skills,' he started going out more and took up an internship with [Saarthak Foundation](#). He had to interact with dozens of students one-on-one, something that built his confidence and communication skills.

Unlike many people his age, Ashok wanted a sales job. He knew it would be challenging but potentially very rewarding. He worked hard to crack the interview at [Metro Wholesale](#). His reporting manager told us "Ashok is a fast learner, very driven and never stops trying."

Speaking about his journey, Ashok says "Confident feel karte hain, kisi haar se zyada time ke liye niraash na hokar, aage ka sochte hain."



अत्रंगी ALUMNI YOUTH FEST

'Atrangi', Medha's first Alumni Youth Fest was held in December to recognize the power of youth as today's changemakers and problem solvers. Over 500 Medha Alumni came together from different parts of Uttar Pradesh and Haryana to unleash their creativity, explore their entrepreneurial spirits, and display their unique skills to the world.

Medha conducted Training of the Trainer (ToT) sessions for [Ambuja Cement Foundation](#) in Lucknow and [Cognizant](#) in Hyderabad and Chennai.

Attended by more than 100 volunteers and skill development professionals, these trainings focused on how to incorporate Medha's approach to employability development and 21st-Century skills into existing youth-focused programming the respective companies run.

We are excited to see and mentor their teams as they start to implement the Medha curriculum. Stay tuned for more exciting 'knowledge' partnerships in the upcoming year!



ADOPTING THE MEDHA APPROACH





MEETING INDUSTRY

The Operations Team seriously stepped up their Industry Talk game this quarter; organizing 16 interactions with dynamic professionals across 10 campuses. HR, function heads, and marketing managers from leading private and public-sector companies shared their personal career journeys and tips and tricks with more than 450 students.

Thank you [Maruti Suzuki](#), [Taj](#), [Utkarsh Small Finance Bank](#), [Genpact](#), [Uttar Pradesh Power Corporation Ltd.](#), [Indian Oil](#) and many more for your engagement.

450 participants





30 Medha students from Karnal, Haryana, completed a first of its kind internship this quarter – a Drug De-Addiction program in collaboration with the [Ministry of Social Justice and Empowerment](#).

For 12 days, students administered 315 pre-consultative tests and 389 post-consultative tests to 90% of the families in Ram Nagar. 18 patients and 84 mothers came for treatment and counselling at the program's medical camp. It was great to see students build the skills they need for the job market – communications, planning, team work, etc. – while at the same time doing something with significant positive impact on society.



WORKING
WITH PURPOSE

UTTARAKHAND COLLABORATION

In partnership with the [Directorate of Technical Education](#), Medha is working to build the capacity of polytechnic faculty members from 79 Gov. institutions with the aim of improving employment outcomes for their students.

With increasing interest from the education system and CSR partners (see slide 4) for our curriculum and methodology, we recently created a 20-hour Facilitator Advancement Bootcamp (FAB) to train faculty members and skill development practitioners on Medha's approach to employability development.





Our Alumni Learning Journey, Rubaru, was back for its [fourth season](#) this quarter! An enthu group of 30 Medhavis travelled to Anand, Gujarat to explore their entrepreneurial ideas at the leading business school for development studies in the country - [IRMA](#).

The journey included sessions from prominent faculty members from IRMA's social enterprise incubator - [iSeed](#) - in addition to, visits to the [Amul Factory](#), [Anand Agricultural University](#), and a few local enterprises.

RUBARU SEASON 4



PUBLIC SECTOR INTERNSHIPS

This quarter saw a large increase in the number of students completing internships in the public sector. Long an aspiration of youth (particularly in this part of the country), these opportunities gave Medhavis a chance to build real-life work experience while evaluating if government work is for them.

Close to 30 students interned with [Uttar Pradesh Power Corporation](#), 12 with the [Gorakhpur Child Protection Office](#), 10 with [Jal Nigam](#) in Faizabad, and 30 with the [Ministry of Social Justice](#), Haryana (see slide 7).



"HAR DIN BOHOT KUCH SEEKHNE KO MIL RAHA HAI. YEH MERI LIFE KA EK TURNING POINT HO SAKTA HAI." - SHIKHAR, HAL INTERN



LIFE-LONG LEARNING

Always an advocate for unique professional development opportunities, four members of the Medha family - Pooja, Krishna, Akriti and Shilpi – participated in the famous [Jagriti Yatra](#) this year to develop their leadership skills and expand their networks.

Jagriti Yatra is an ambitious train journey of discovery and transformation that takes hundreds of India's highly motivated youth on a 15-day, 8000km national odyssey to meet role models across the country.



REENA

Maharaja Bijli Pasi
Class of 2017

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"KOI ROKTA BHI KAISE? HUM BILKUL
AZAAD RAHE HAIN HAMESHA SE, JO
MANN MEIN AATA HAI KARTE HAIN."



Reena is one of the few Medha students who has completed two 60-hour classroom trainings with 100% attendance. She is also the only girl from her college who chose to appear for interviews for a field sales position at [Eureka Forbes](#). Reena used her first pay cheque to fund her masters program.

Her experience on the field hasn't been perfect. She has had to overcome health issues and the challenges of working a 'door-to-door' sales job in the Lucknow heat. So far, none of this has stopped her!

INDUSTRY PARTNERSHIPS

We formed a number of new partnerships this quarter with leading employers for internships, placements, industry talks, and exposure visits.



FOCUS AREAS

Our energy was spent working to excel in the following areas this quarter.

OUTREACH

Q3 is an important time for registering students into our program and conducting trainings. Once the new year hits, students start focusing on exams and the end of the semester. We registered close to 1,600 students in the quarter.

PROGRAM INNOVATION

With two new resources for the role of Research and Dissemination aboard, we have successfully started to work on three new research projects – Digital Work from Home, understanding pre-employment workplace exposure and life skills education for high school students.

STATE-LEVEL PARTNERSHIPS

The Strategy team has been busy building relationships with various departments across UP, Bihar, Haryana, and Uttarakhand. This quarter we expanded our partnership with the Haryana Dept. of Higher Education and started a new project in Uttarakhand (see slide 8).

SPREADING THE WORD

Our continuous efforts to 'get the word out' about Medha and our approach have started to pay off. This quarter we added more than 1,000 new followers on Facebook and Instagram and garnered several local press mentions.



<http://medha.org.in/>

