



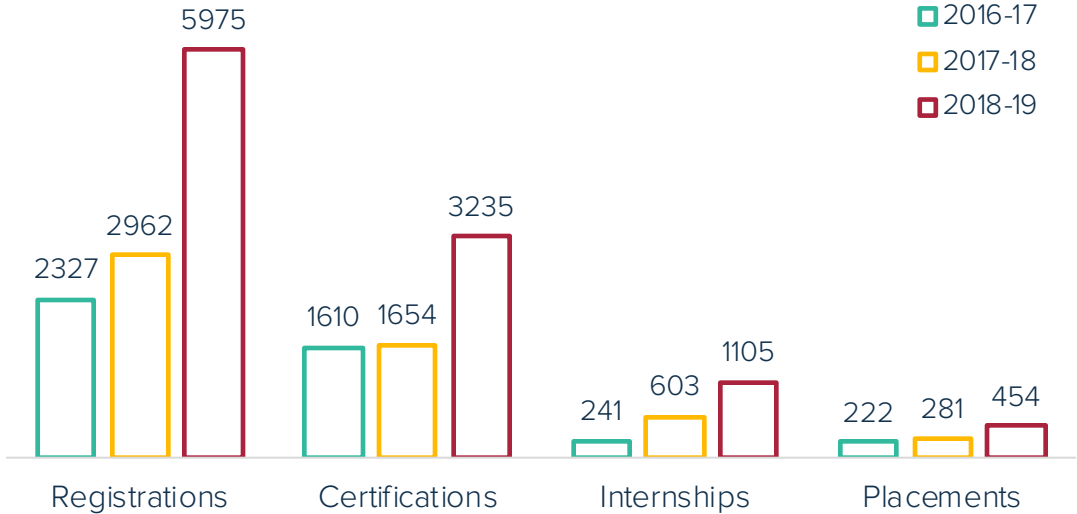
MEDHA QUARTERLY REPORT

Q 4 FY 18-19

'DOUBLE OUTREACH'

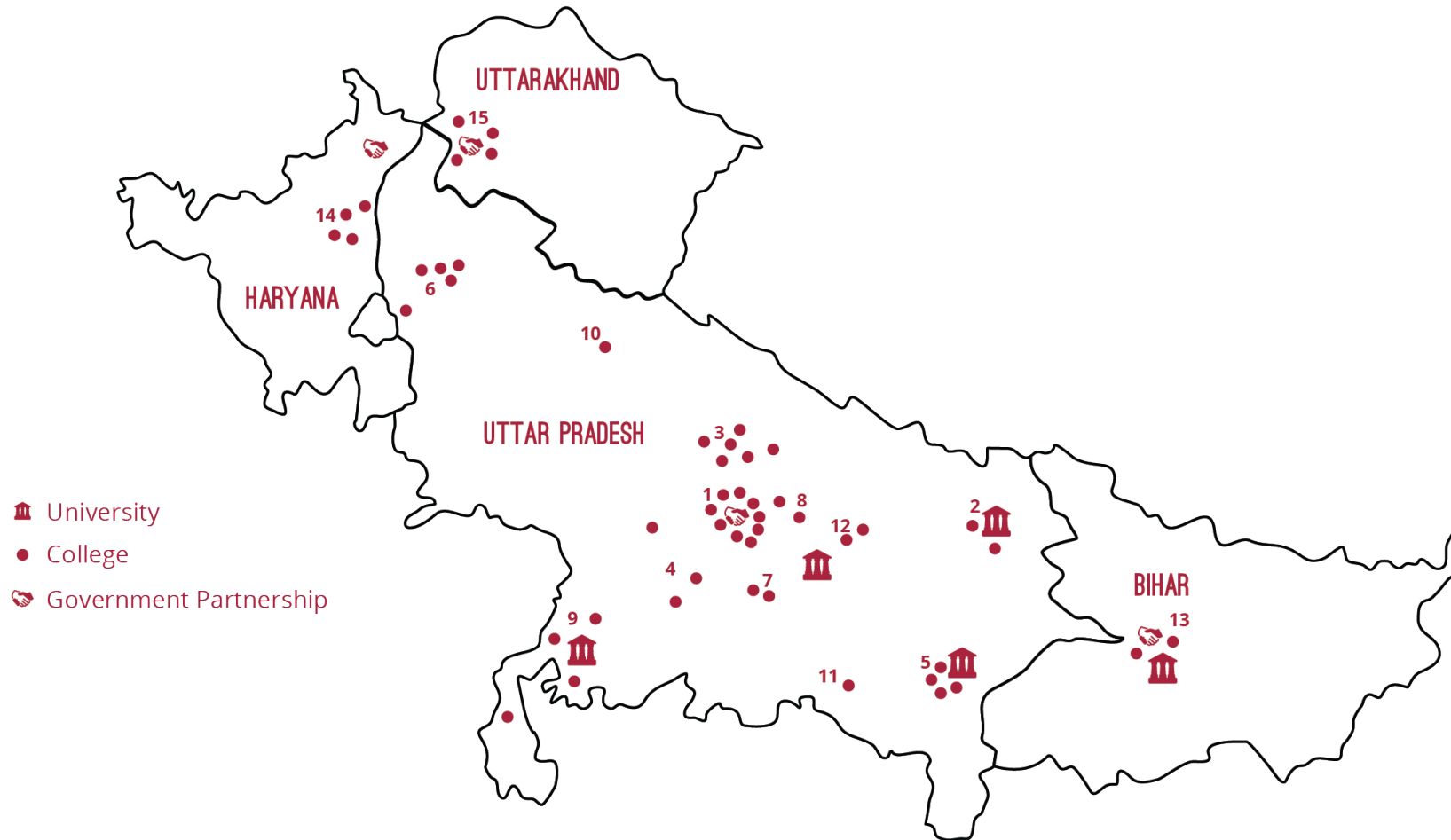
Doubling our outreach was one of our annual objectives this year. We are proud to report we made significant progress across several key metrics.

14,816 cumulative students



EXPANDING FOOTPRINT

We achieved this growth by **starting operations in six new areas**, including two new states.

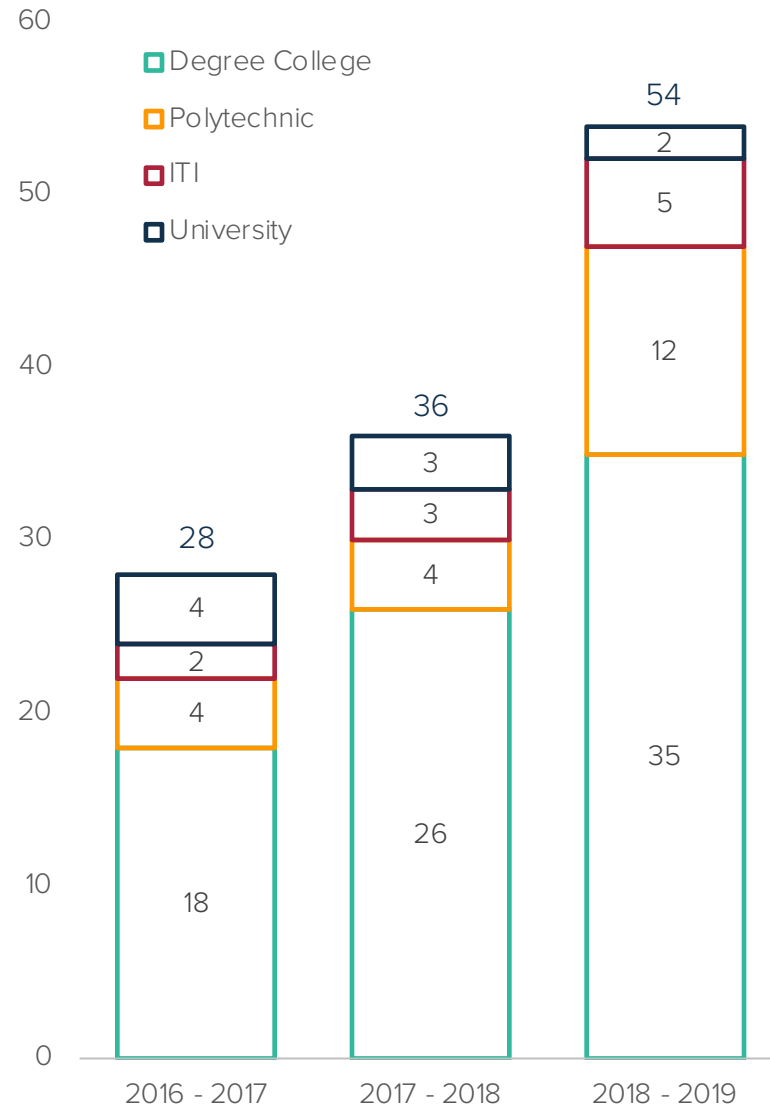


1. Lucknow | 2. Gorakhpur | 3. Sitapur | 4. Kanpur | 5. Varanasi | 6. Meerut | 7. Raebareli
8. Barabanki | 9. Jhansi | 10. Bareilly | 11. Prayagraj | 12. Ayodhya | 13. Patna | 14. Karnal | 15. Dehradun

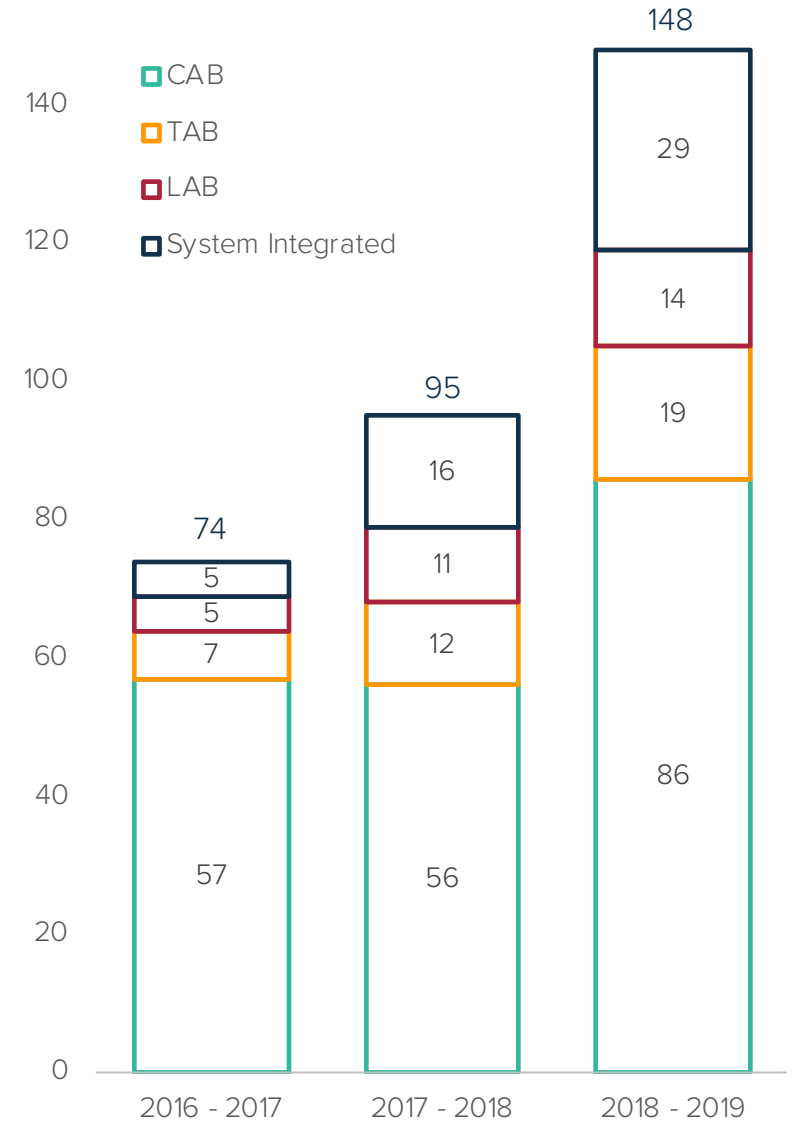
SYSTEM INTEGRATION

While growing our core and integrated programs **across various levels of the public-sector education system.**

EDUCATIONAL INSTITUTIONS



BATCHES



MAINTAINING IMPACT

Retaining high levels of **per-student impact** across all three measurement areas.

EMPLOYMENT



38% Salary growth within the first two years of employment

EMPLOYABILITY



91% Improved interview and CV writing capabilities

LIFE SKILLS



78% Increased ability to ideate and communicate

BUILDING PARTNERSHIPS

In parallel, we dramatically **increased our partnerships** this year.

28 institutional funders

10 government departments

850 companies

INDUSTRY & EMPLOYERS



FINANCIAL & IN-KIND

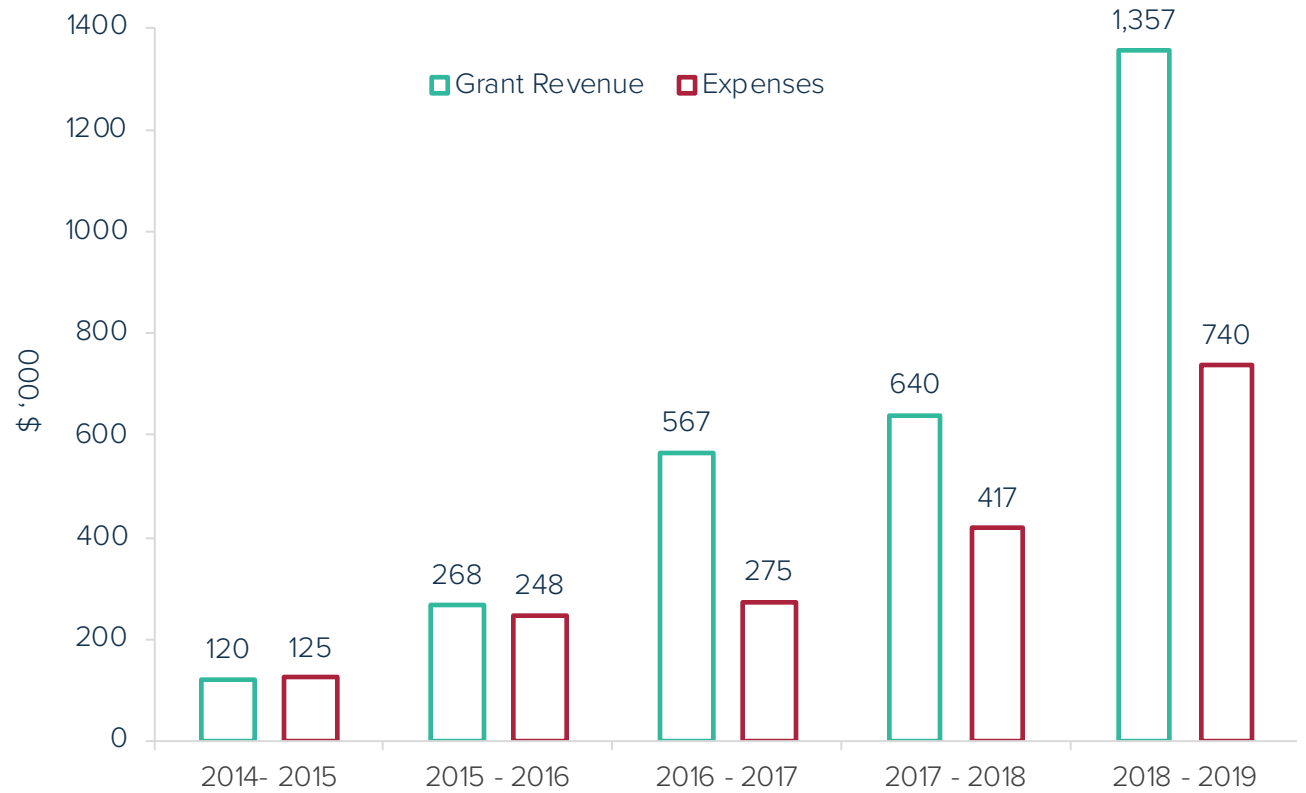
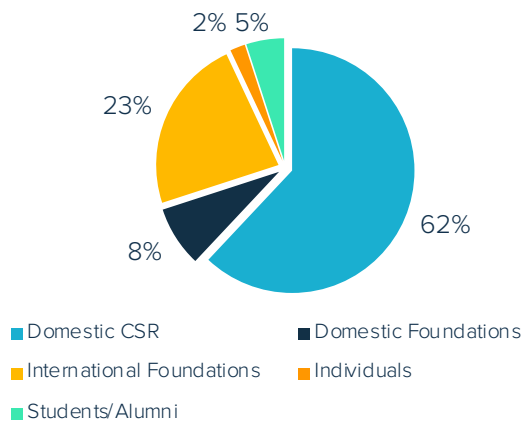


ACADEMIA & GOVERNMENT



FINANCIAL STRENGTH

And grew our grant revenue by more than **100%** while diversifying funding sources.



GROWING TEAM

We built the team to more than 85 full-time employees, investing heavily in developing the entry-level Student Relationship Managers (SRMs)





UTTAR PRADESH STATE TRAINING AND PLACEMENT CELL

After two years in development, Medha and the Uttar Pradesh government entered into an agreement this quarter to design and deliver a state-wide training and placement cell model based on Medha's work across polytechnics in the state.

Over the next two years, **Medha will deliver 21st-Century skills training and internship and placement support to over 30,000 students** across 140 Government Polytechnics in the state.



CAREER CHAUPAL 9.0



More than 100 students from four Medha campuses in Sitapur participated in our ninth Career Chaupal. Employers came from IndusInd Bank, Reliance Nippon, the District Institute of Education and Training, and Milaan Foundation.

Medha **students and alumni had the chance to interact with professionals from diverse sectors**, network with one another and share their experiences, and build a plan for their next career moves. You can see more pictures from Career Chaupal 9.0 on the [Medha Alumni Group](#).

AMAN

Govt. ITI, Digha, Patna
Class of 2018



This internship enabled me to get my very first laptop. I'm learning so much about computers every day, it's a whole new world altogether.



Aman is a young man with a lot of hopes and dreams in life. His father is working in a private sector job and his mother is a homemaker. Currently, his aim is to become self-sufficient and support his family.

Aman is pursuing a certificate course in Electronics and Mechanics from a Government Industrial Training Institute (ITI) in Patna, Bihar. He is extremely ambitious and constantly working to upskilling himself so that he's better prepared for life after this course. Be it the interview process or workplace etiquettes, he wants to be ready for all of it.

On being asked about his internship at Lenovo, he told us that **he doesn't enjoy going to college as much as he enjoys his time at the internship.**

“Yahan mujhe mera pehla laptop bhi mila. Khud ka! Computers ke baare mein har din kuch naya jaan raha hoon, ek alag hi duniya hai yeh.”

Q4 is the beginning of internship season, and this year **we increased the diversity of opportunities for students** - from a local web development firm to the Bihar state electricity board!

Some of the other employers we worked with this quarter include [UPPCL](#), [Ashok Leyland](#), [Aditya Birla Sun Life](#), [Big Bazaar](#), [Dainik Jagran](#), [Doordarshan](#), [TATA Motors](#), and the [Taj Group](#).

While students have always expressed interest in internships, we are starting to see more engagement from industry, valuing the interns they hire as well as the learning process on the whole.



392 internships in Q4

UNIQUE
INTERNSHIPS

40 companies in Q4





Medha conducted its fifth Training of the Trainer (ToT) program this year. Following up on our previous programs with Cognizant, Ambuja Cement, the Department of Technical Education in Uttarakhand and the Department of Vocational Education in Uttar Pradesh, we worked with the [Centre for Microfinance](#) (CmF), an associate organization of [Tata Trusts](#), in Sirohi, Rajasthan.

These trainings focused on how to incorporate Medha's approach to employability development and 21st-Century skills into existing youth-focused programs. These collaborations enable us to reach out to a wide range of youth from varied geographies and backgrounds, which always fills us with excitement and delight!

SPREADING
THE WORD



DOUBLING FAMILY INCOME

Compared to last year, the **average starting salary of Medha Alumni has increased by 31%**! These alumni work in more than 10 sectors including banking and financial services, IT, manufacturing, automobile, and telecom.

₹10,516 average starting monthly salary

194% overall increase to family income



RUBARU SEASON 5

BENGALURU

25 students from across UP and Haryana were chosen to be a part of **Rubaru – Medha’s Alumni Learning Journey**. On this our fifth trip, we ventured to Bengaluru, to experience the fast-paced city first hand. Participants got the opportunity to see how the ‘Silicon Valley’ of India has evolved into one of the innovation hubs of the world, while interacting with the people and places that have made it happen. See more photos [here](#).

We would like to extend our thanks to [Lenovo](#), [Accenture](#), [Homelane](#) and [Selco](#) for hosting our alumni!



As a part of Medha's work with the Department of Technical Education in Uttarakhand, we organized three placement drives in Dehradun, Kashipur and Roorkee. **Students from 35 polytechnics appeared for job interviews** with organizations such as [Schneider Electric](#), [Knorr Bremse](#), [Lumax](#), [Tenneco](#), and [The India Thermit Corporation Ltd.](#)

We look forward to our continuing work with the Uttarakhand Government.

POLYTECHNIC PLACEMENT DRIVES



Shubhi comes from a family that has always encouraged her to follow her dreams. Her father works for Indian Railways and her mother is a homemaker. She was pursuing her B.Com when she registered for Medha's program.

"I knew there were so many opportunities out there, so many things to learn, I wanted to do something useful with my time in college."

Her natural leadership ability was her biggest discovery during her time with Medha. Be it helping organize the certification ceremony to getting RJ Shruti from 93.5 RED FM to be a guest of honor for the event. She never realized how much ambition she had until she was working in peer groups.

"My first internship was because of Medha and with the Taj Vivanta!" As a commerce student, she thought it would be good to work in accounts, but once she got there she realized it wasn't her cup of tea, **"I had started preparing for an MBA but when I actually got into the accounts department during my internship, I knew I was not made for that."**

After a year of research, team building, and diligent preparation, Shubhi and three friends (Sharif, Riya and Mahima) **started their own firm in March 2017** - Awadh Carnation, an event management company. Starting with weddings (big business in Lucknow!) they have recently ventured into different kinds of events and clients and are looking to grow the team in the next few years.



SHUBHI

Avadh Girls' Degree College
Class of 2015



*I have learned a lot and now I understand
the importance of commitment to my
career*



INDUSTRY

PARTNERSHIPS

We formed several 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.

CLOSING THE YEAR ON A HIGH NOTE

This time of the year, our energies are focused on finishing training for the academic year, closing batches, and organizing certification events for new alumni. We certified 2,180 students in this quarter alone and look forward to seeing the amazing things the Class of 2019 get up to!

PLACEMENTS & INTERNSHIPS

Q4 is also spent gearing up for the placement season which really hits its peak in Q1 - organizing placement drives at our partner campuses, deepening relationships with employers, and helping students get their CVs and interviewing skills in tip top shape.

PREPARING FOR FY 2020

We start preparing for the upcoming financial and academic year in Q4, with a significant amount of time going to recruiting new Student Relationship Managers (40 will be joining in June) and setting high-level objectives for the year through our KOGMA process.

STRATEGIC INITIATIVES

With several key strategic projects on the immediate horizon – UP STPC, Ministry of Skill Development, Haryana Vocational Education, Patna University, etc. – we spent considerable time this quarter preparing and planning for these projects. Building the right teams, hiring additional resources, and aligning all functions on roles and metrics.



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

