

 **stepupwards**

# Media Deck

# About us

What is it that you wish to improve about your professional self or your business? Want to learn the latest AI tool out there, and see how it saves you time and money? Want to explore what more Microsoft Excel is capable of, beyond the basic features we generally confine ourselves to? Want to groom your people to lead teams and take up greater responsibilities? Want to become better at public speaking?

StepUpwards is an online training platform, built to address such specific needs of your organization. We deliver live, online, interactive training covering both technical skills and self-improvement in today's fast-paced digital era. Each training is tailored to address your team's ground-level needs and upgrade essential professional skills.

Our vision is to partner with businesses and institutions to increase workforce productivity and optimize the skills of each learner, from the comfort of their home or office wherever they may be.



# The platform

The StepUpwards platform is designed to maximize the learning and development experience while minimizing the discovery time for best-fit courses and instructors.

The course portfolio at StepUpwards can be divided into two main categories – skill development and personal development. These further branch out into subjects like productivity, sales & marketing, data science, technology, soft skills, wellness, etc.

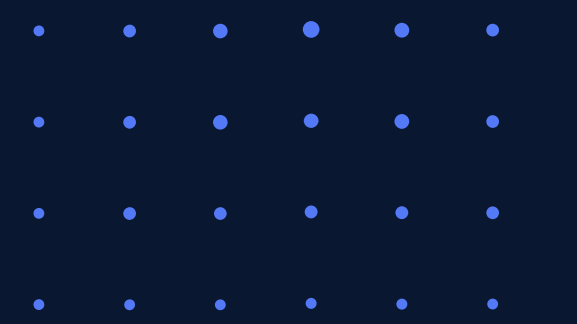
Clients are able to browse and select from hundreds of courses. The selected course is then further customized to meet the client's needs. Customization is the key to reaching the goal of every team that chooses this platform.

Once finalized, the virtual instructor-led training delivery happens on the platform itself, with all the tools and features for effective online learning in one place, making it accessible, convenient, and easy to use. This allows learners and instructors to focus just on training and leave everything else to StepUpwards.

Post-training assessments ensure learners are fully capacitated to implement their newly gained skills.

StepUpwards fosters diversity in every area of interest. The platform encompasses courses in all major subjects of training, thus fulfilling the requirements of clients across industries.

# Learning areas



## Marketing

SEO | Sales | Digital Marketing  
| Customer Service



## Data Science

Python | MS Power BI | Tableau  
| Analytics



## Technology

Blockchain | Cloud | Blockchain  
| QA & Testing



## Human Resource

Recruitment | HR Management  
| Awareness & Compliance



## Personal Development

Communication | Time Management  
| Interpersonal Skills



## Leadership

Productivity Enhancement  
| Lean Management

# Use case



**Sakha Global** has been transforming ideas into solutions through technology consulting & software development since 2005. With presence in USA & India and a global team of 200+ resources, they are a recognized solution specialist in product development with 100+ products worldwide in the areas of Mobile (Android & iOS), Big Data, Machine Learning, Blockchain, AR / VR, IoT & Pega BPM. They are ISO 9001:2015 certified



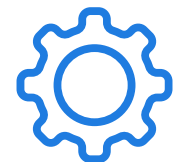
**Technology Consulting  
& Software Development**



**45 Learners  
Trained**



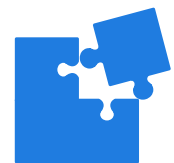
**Fremont, US &  
Bengaluru, India**



## The Requirement

Sakha Global wanted to train their existing developers and new hires across technology fields such as Full Stack, DevOps, Cloud, Web 3.0, Testing Automation, and Kafka

The objective being to enable their teams to **expand into newer areas of technology**, and to **induct fresh recruits** into the company's tech stack, get them project ready and expand their offerings to global clients



## Matching The Need

We recommended experts with dedicated experience in the respective areas of technology

Expectation alignment calls were held and the **course content customized** to match the needs communicated by the team leads

Instructors with project experience were selected to ensure the **training addressed on-the-ground challenges** faced by developers



## Training Provided

ReactJS for Full Stack

Testing Automation

Cloud and DevOps

Metaverse

DotNET Induction

Blockchain Basics & Ethereum

Microsoft Azure Cloud

Apache Kafka for Confluent



## Learning Outcomes

The learners were empowered with the necessary capabilities and know-how to allow them to not only grasp underlying fundamentals, but also practical applications

Assignments involved **live projects that required hands-on skills**. Feedback loops ensured learners could provide inputs about their experience after every session or assignment so instructors knew what needs improving based on learner feedback rather than just the instructor's viewpoint alone!

Team leads were provided with **quantitative and qualitative assessments** to measure training ROI



## Testimonials

*Zero to Mastery! Learned new skills. Excellent instructors. Great platform to get job ready.*

★★★★★ ~ Fiza Sayyed | Learner

*Very User friendly and easy to use.*

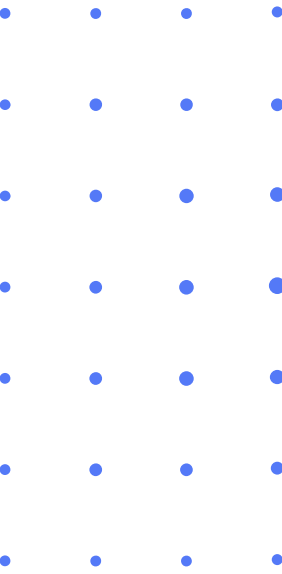
★★★★★ ~ Surya H R | Learner

*It was very fabulous experience to learn with Stepupwards.*

★★★★★ ~ Akhila T N | Learner

*This Training helped me to develop professionally.*

★★★★★ ~ Anusha A N | Learner



# Statistics

**95%+**

Course Engagement  
and Completion Rate

**4.9+**

Avg. Instructor  
Ratings

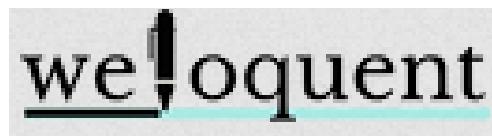
**1000+**

Hours of Training

**9.4+**

Client NPS





# Select Clients

“I find the firm hungry to teach, as well as learn. Hope to add value to the alumni through StepUpwards

Sanjiv Swarup | Synergy Management Consultants

“The training helped my team to come closer together and how to solve problems as a team rather than individuals. I’m definitely more empathetic in my responses now.

Mun Keyur Amin | Satvic Movement

“Zero to Mastery! Learned new skills. Excellent instructors. Great platform to get job ready

Fiza Sayyed | Sakha Global

“This is a great platform to train online and get personalised learning

Niral Somaiya | Learner

“StepUpwards provided an end-to-end solution to my needs of upskilling our team with the knowledge of SEO optimization. The whole process of scheduling the learning sessions to delivering the same was most seamless, and my team has greatly benefitted from what we learnt – we are already able to see a marked improvement in our output.

Aradhita Saraf | Weloquent

# Testimonials

# Social & Community

The StepUpwards team partnered with the FICCI Ladies' Organization, a leading women's entrepreneurial group in India, to deliver free training to local artisans to help them become independent and self-sufficient sellers on online marketplaces such as Amazon.

StepUpwards works closely with Super 30, a non-profit organization, dedicated to identifying and nurturing talent from economically backward areas. The platform is provided to them free of charge to deliver English training to those who need it to become job ready.

StepUpwards is building Fellowship of the People, a community of CHRO's and Learning & Development leaders, with the aim to foster collaboration, engagement, and ideation amongst the community, to build better workplaces for the people.



**FELLOWSHIP  
OF THE PEOPLE**  
a stepupwards initiative



# Founding team



## Varun Bajaj

### CEO & Strategy

A student of multiple disciplines – finance, statistics, coding, marketing, and a management dropout. He is a strategist and a self-development addict, who manages StepUpwards' operations, product development, and end-to-end delivery processes, and aims at helping every individual and organization become the best version of themselves.



## Deepak Saraf

### Serial Entrepreneur & Growth Coach

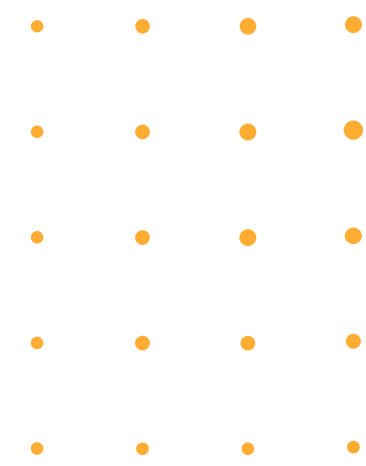
A serial entrepreneur in the online ecosystem, founder of a wellness platform, and start-ups in Information Technology, IT Training & eCommerce. He is a Certified ExO Sprint Coach and Certified Purpose Alliance Mentor, and regularly coaches and mentors several companies, including startups, non-profits, and larger entities. He is the leading force behind the StepUpwards business model, strategic relationships, and branding.

## Debarshi Chaudhury

### N.Y. Based Tech Entrepreneur

A technologist with 20+ years of experience and expertise in the technology Industry. He has had a major role in product development for startups utilizing advanced Natural Language Processing, Machine Learning, and Blockchain technologies. He is the backbone of technological development at StepUpwards.





# Industry insights

## Gartner®

According to Gartner, 70% of employees report that they do not have mastery of the skills they need for their jobs.

September 6, 2018



According to BCG, 95% of companies agreed that corporate learning was crucial to the company's future and should be granted a high-priority status.

November 17, 2020



According to PWC, 93% of CEOs who introduced upskilling programs saw increased productivity, improvement in talent acquisition and retention, and a more resilient workforce.

November 19, 2020

## McKinsey & Company

According to McKinsey, 87% of CEOs report noticing skill gaps in their employees. 60% of Global Executives expect, up to half of their organization's workforce will need retraining or replacement within five years.

January 27, 2021



According to the 2021 LinkedIn Workplace Learning Report, the largest enterprises have invested millions and billions in upskilling their employees. Learning and development pros said that in 2021 No1 priority in their programs (59%) was upskilling and reskilling, which is a 15% increase since June 2020.

2021

## Forbes

70% of people don't feel prepared for the future of work, according to a study conducted by Amazon and Workplace Intelligence among 3,000 people.

November 6, 2022



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