



INDUSTRY ACADEMIA COMMUNITY

**Exposure > Experience > Execution**

**100 MN+ Professionals | 10 MN+ Companies | 1 L+ Colleges**

**100+ Countries**

# FOUNDERS

Delivered Consulting Projects Across 150+ Countries



**SMITESH SHAH**  
Chief Technology Officer

A seasoned tech leader with 3 decades experience of catering to clients across 150+ countries in the service industry for building and scaling mission-critical digital platforms



**HARSHADA TOPALE**  
Chief Executive Officer

Award-Winning Global Leader with 2 decades of experience of working in multiple countries, industries, organizations (global). Delivered IT & Management initiatives across 120 countries.



**TUSHAR TOPALE**  
Founder & Chief Vision Officer

Globally recognized IT professional with 2 decades of expertise in cloud computing and virtualization with 25+ global certifications. Awarded the title of 'vExpert 2015' by VMware



**SUBHI SHILDHANKAR**  
Chief Human Resources Officer

An MBA HR, Gold Medalist, with a decade of experience of working in IT consulting and services organization. Helping tech startups build growth stories with right talent



**DR. SUDIN BARAOKAR**  
Chief Artificial Intelligence Officer

World's Top Ranked technologist on Artificial Intelligence (AI), Automation, etc. with 3 decades of experience of engineering, innovation and digital transformation



# PROBLEM | OPPORTUNITIES

System-level Inefficiency Worth Trillions



IF UNSOLVED



1.2 BN

New Workers Competing for 400  
MN global Jobs in next decade

(Source: [World Economic Forum 2026](#))

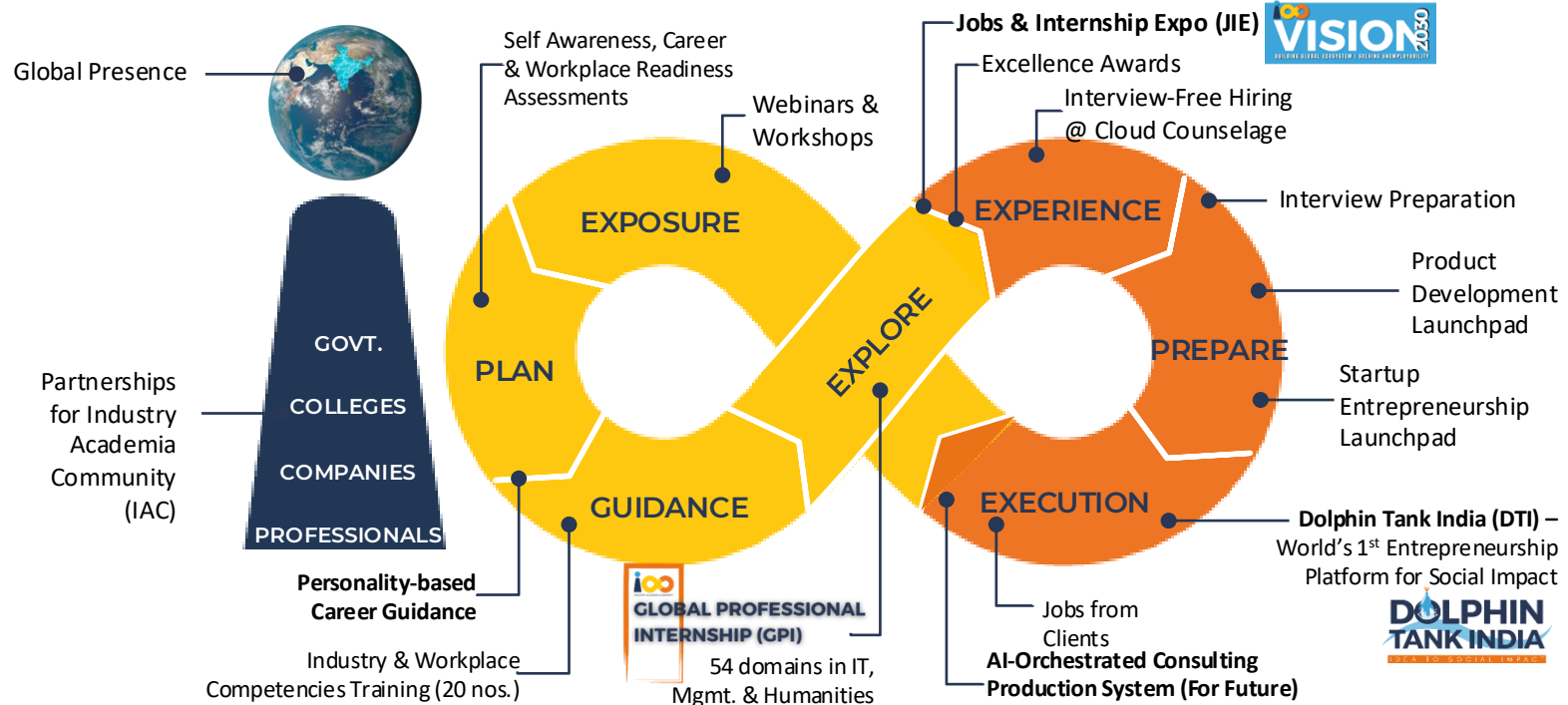
**Problem is Not Just Economic — It's Social**

# SOLUTION

New Category **ExTech** – Exposure > Experience > Execution



**SHIFTING** focus from Skill Development to **INDUSTRY EXPOSURE, EXPERIENCE & EXECUTION** to create a **BLUE OCEAN**



**Free-For-A-Cause Industry Academia Community (IAC)**

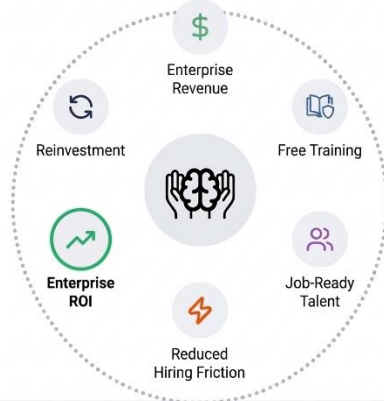
Please Note: All the activities under Industry Academia Community (IAC) are **free to join and participate** for eradicating unemployment

# PRODUCT

## Industry Academia Community (IAC) - Quantum AI Super App Growth Ecosystem

### Impact Flywheel (Circular Model)

Self-reinforcing talent ecosystem with AI-native execution



**Active Stage: Enterprise ROI**

Impact converts to measurable economic asset—not CSR expense



**Core Features** – Generates **Brand Equity & Leads**  
**Mini Apps** – Generate **Revenue**

**'A SOCIAL ENTERPRISE'**  
integrating  
**Business & Social Impact**

### Business Economics & Algorithms

Unit economics and margin structure formulas

```
// Enterprise Value Equation
EV = I(B2B_Revenue * Margin) *
Network_Effects

// Cost Advantage Algorithm
Cost_Advantage = (Traditional_CPM -
CC_CPM) * Volume

// Talent Supply Chain Value
TSC_Value = Training_Investment *
Placement_Rate * LTV

// Scale Without Linear Cost
Scale_Factor = AI_Leverage / (1 +
Linear_Cost_Growth)
```

Cost Reduction  
**- 45%**  
Vs Traditional Staffing

Time-to-Fill  
**- 60%**  
Faster Delivery

Defensible Margin  
**35%**  
With Network Effects

Scale Factor  
**10x**  
Non-Linear Growth



SCAN  
FOR  
DEMO

<https://gqr.sh/eHtx>

# MARKET SIZE

## Tackling Problem At Population Scale (2030)

### COMPANIES

*(Revenue Engine)*



Funded Startups in growth stage and Enterprises targeting Gen Z (B2C) & Startups/SMBs looking for

- Branding, Hiring, Learning
- IT & Mgmt. Consulting

Venture Capitalist looking for due diligence free investments

### TAM



**1.4 TN**

Global IT & Management Consulting & Services

### SAM



**\$225 BN**

Execution-heavy consulting & growth service

### SOM



**\$900 MN**

Enabled by - Productionized consulting, IAC workforce engine, DTI ecosystem distribution



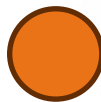
### INDIVIDUALS

*(Talent Engine)*

Freshers/professionals (working/non-working/on career break) looking for

- Jumpstart in career
- Entrepreneurship

### TAM



**\$350 BN**

Global professional, leadership & entrepreneurship upskilling

### SAM



**\$90 BN**

Freshers & early professionals, Career transition & restart segment, Leadership & entrepreneurship learners, Emerging market workforce

### SOM



**\$280 MN**

Driven by - IAC community (low CAC), Freemium → paid conversion, Experience-led professional development

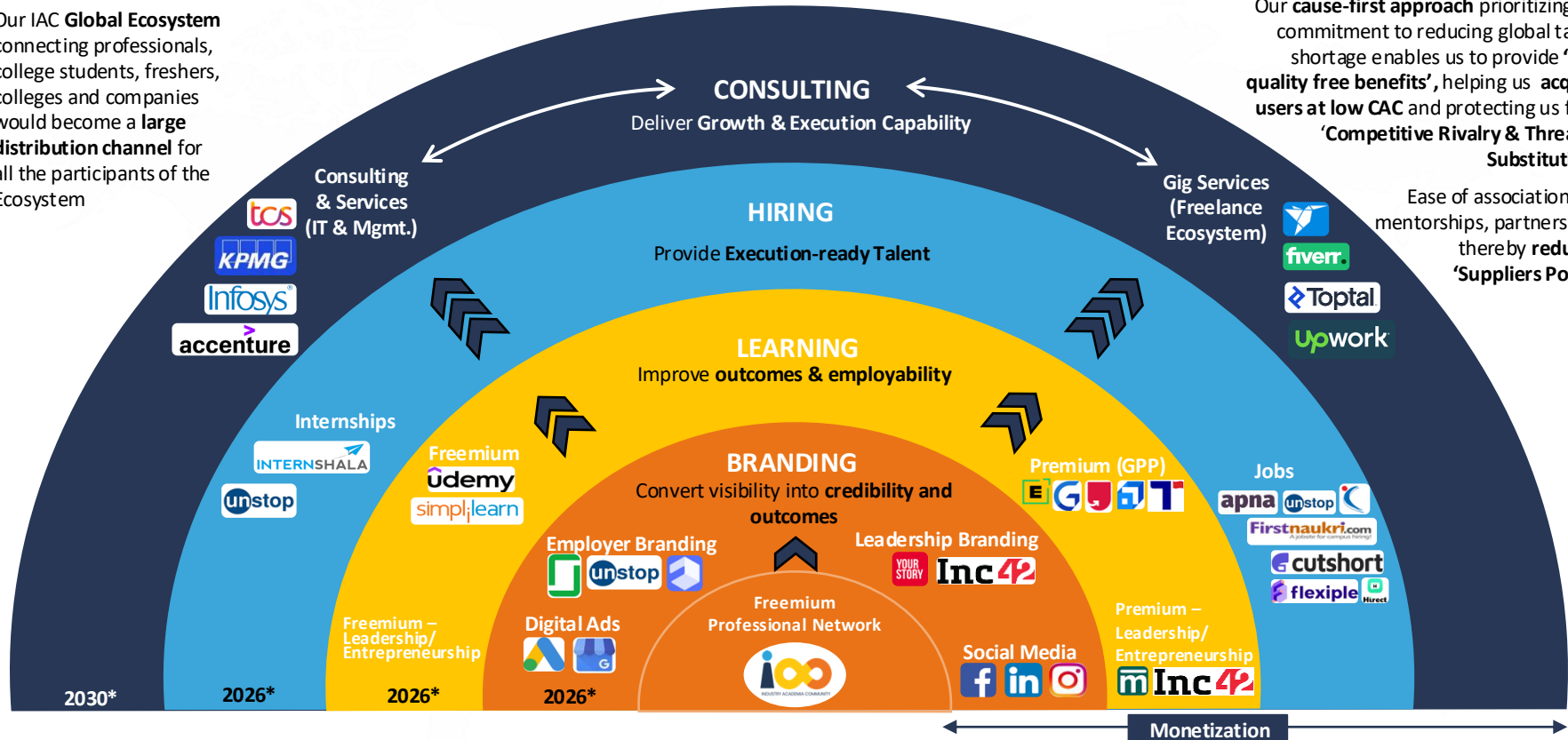
# CO-OPETITORS

## Plug & Play Collaborative Growth Ecosystem

Our IAC **Global Ecosystem** connecting professionals, college students, freshers, colleges and companies would become a **large distribution channel** for all the participants of the Ecosystem

Our **cause-first approach** prioritizing the commitment to reducing global talent shortage enables us to provide '**high quality free benefits**', helping us **acquire users at low CAC** and protecting us from '**Competitive Rivalry & Threat of Substitution**'.

Ease of associations for mentorships, partnerships, thereby **reducing 'Suppliers Power'**



\* The services will be launched in the stated year but foundation for the 'Services' will be laid earlier.

## Pivoted To Perfection - Scalable to 100MN+ Users

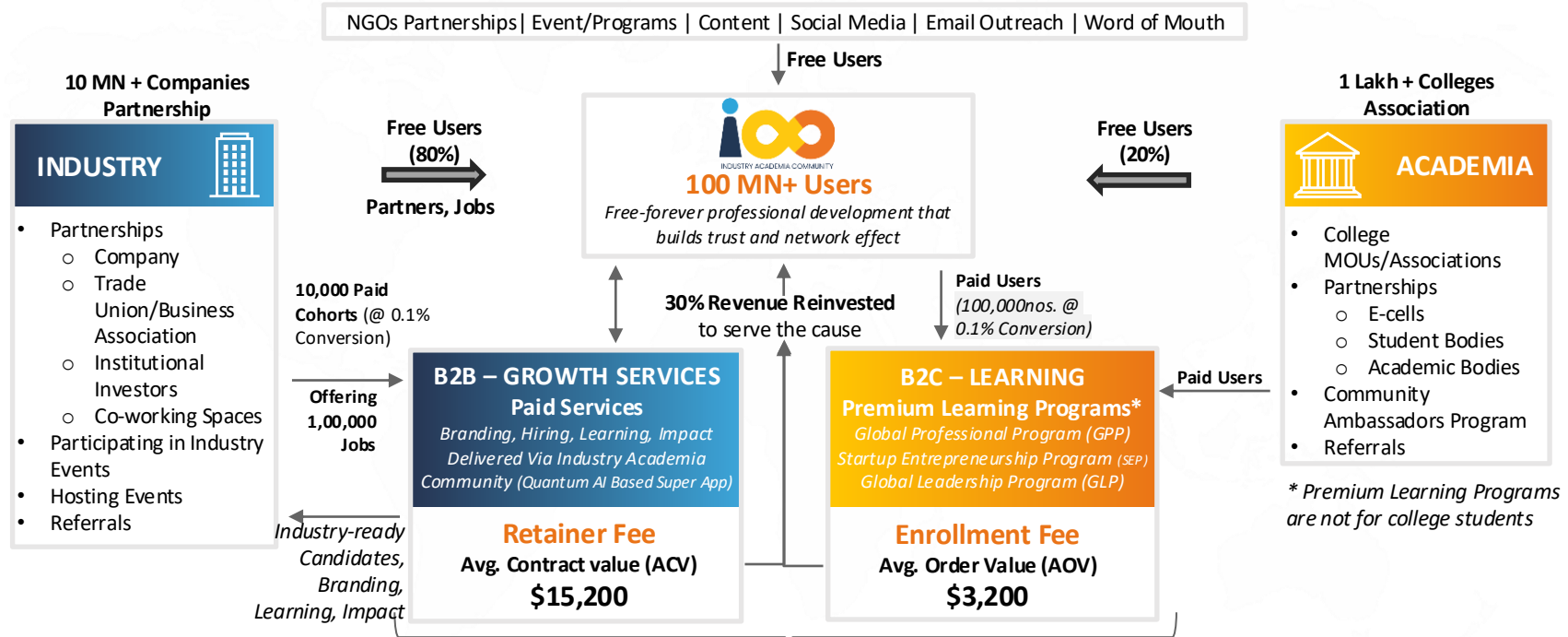
↓ **Free Users**

**Graduates  
Placed in  
Fortune 500  
Companies**

**VALUATION = ~\$40 MN (IN 2026)**

# BUSINESS MODEL

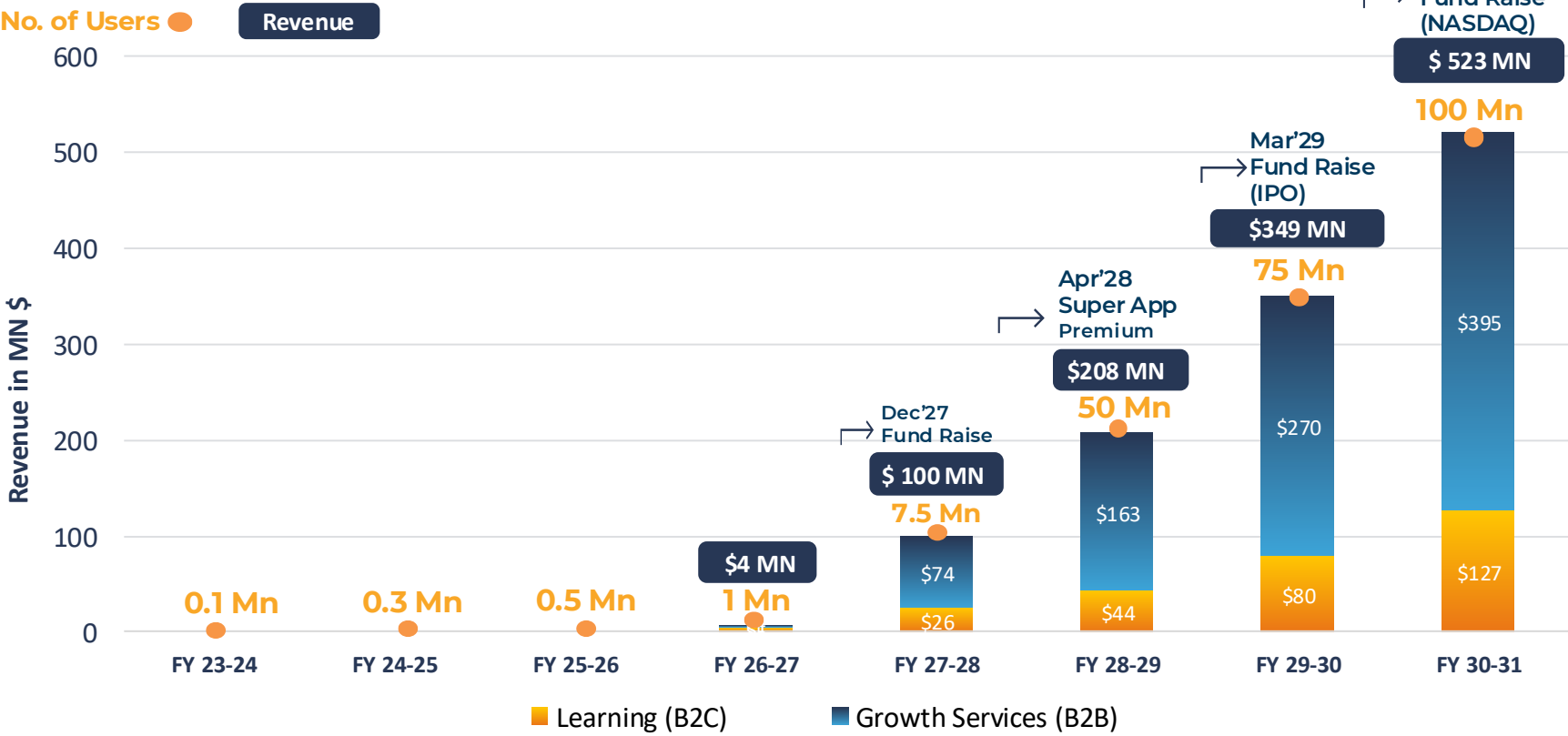
A Social Enterprise Approach For \$5 BN Valuation By 2030



A CAC-light, Compounding Ecosystem Maximizing Profits & Positive Impact simultaneously with just 0.1% conversion  
**VALUATION = \$5BN (By 2030)**

# USERS & REVENUE PROJECTIONS

Growth In IAC Members Leading To Revenue Generation



Learning (B2C) include Global Professional Program (GPP), Startup Entrepreneurship Program (SEP), Global Leadership Program (GLP).  
Growth Services (B2B) include Branding Hiring & B2B learning. Financial Year (FY) is considered from April to March

# FINANCIALS

## Our Drivers For Growth

|                           | Till Mar'26    | Jul-Sep'26                                                 | Oct-Dec'26                                                                       | Jan-Mar'27                                                                   | Apr-Jun'27                                                            | Jul-Sep'27                                                      | Oct-Dec'27                                                      |
|---------------------------|----------------|------------------------------------------------------------|----------------------------------------------------------------------------------|------------------------------------------------------------------------------|-----------------------------------------------------------------------|-----------------------------------------------------------------|-----------------------------------------------------------------|
| <b>Users (nos.)</b>       | <b>0.5 MN</b>  | <b>0.6 MN+</b>                                             | <b>0.75 MN+</b>                                                                  | <b>1 MN+</b>                                                                 | <b>4.6 MN+</b>                                                        | <b>5.2 MN+</b>                                                  | <b>6 MN+</b>                                                    |
| IAC Drivers               | GPI, JIE       | GPI                                                        | JIE, GPI                                                                         | OTT Promotions                                                               | DTI, OTT Web Series                                                   | GPI                                                             | JIE, GPI                                                        |
| <b>Revenue (\$)</b>       |                | <b>0.8 MN</b>                                              | <b>1.4 MN</b>                                                                    | <b>1.8 MN</b>                                                                | <b>6.5 MN</b>                                                         | <b>18.2 MN</b>                                                  | <b>28.1 MN</b>                                                  |
| Revenue Drivers           |                |                                                            | Growth Services                                                                  | Learning + Growth Services                                                   | Learning + Growth Services                                            | Learning + Growth Services                                      | Growth Services                                                 |
| <b>Profit Margins (%)</b> |                | <b>86%</b>                                                 | <b>83%</b>                                                                       | <b>80%</b>                                                                   | <b>81%</b>                                                            | <b>83%</b>                                                      | <b>84%</b>                                                      |
| <b>Expenses (\$)</b>      | <b>~0.3 MN</b> | <b>0.17 MN</b>                                             | <b>0.3 MN</b>                                                                    | <b>2.5 MN</b>                                                                | <b>5.2 MN</b>                                                         | <b>12.1 MN</b>                                                  | <b>18.3 MN</b>                                                  |
| Cost Drivers              |                | Team setup, DTI-Mentorship, OTT prep, minimal IAC delivery | B2B Sales & Partnership, Super App, Growth Delivery, OTT Production, Ops Scaling | OTT Finale Production, Growth Service Delivery, College Partnerships for B2C | Learning Expansion, OTT Prep (Season 2), College Partnerships for B2C | College Partnerships for B2C, IAC, OTT Production, Tech Scaling | College Partnerships for B2C, IAC, OTT Production, Tech Scaling |

GPI – Global Professional Internship; JIE – Jobs & Internship Expo; DTI – Dolphin Tank India; IAC – Industry Academia Community Learning (B2C) include Global Professional Program (GPP), Startup Entrepreneurship Program (SEP), Global Leadership Program (GLP). Growth Services (B2B) include Branding Hiring & B2B learning. Financial Year (FY) is considered from April to March. Financials are Tentative, based on the current pricing. The pricing will be adjusted based on customer's willingness to pay.

[Confidential]

### COMPANIES (Revenue Engine)



Avg Ticket: **\$13,200**

CAC: **\$1.5K–\$3K**

LTV: **\$40K–\$60K**

LTV/CAC: **15x–30x**

*Large contracts + repeat engagement = strong revenue compounding*

## UNIT ECONOMICS



### INDIVIDUALS (Talent Engine)

Avg Ticket: **\$3,200**

CAC: **\$3–\$5**

LTV: **\$3.2K–\$4.8K**

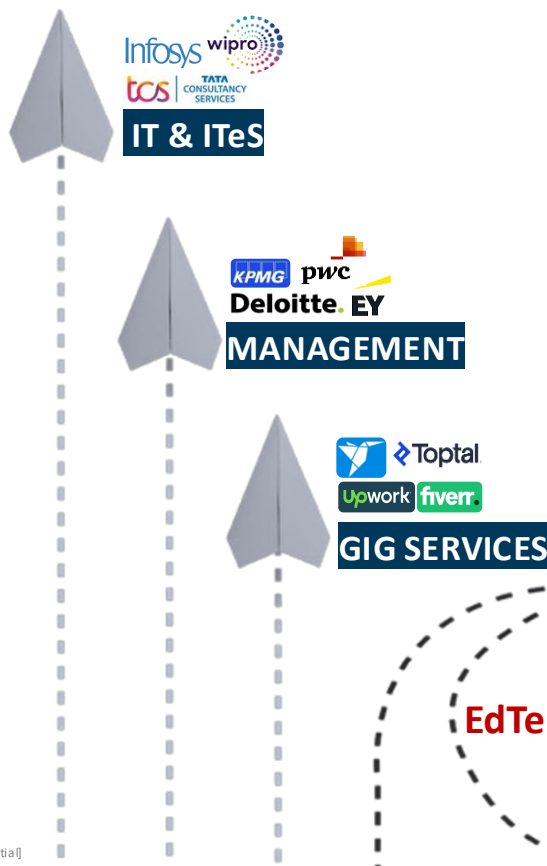
LTV/CAC: **800x+**

*High-ticket learning + near-zero CAC powered by IAC = extreme efficiency*

Cloud Counselage Pvt. Ltd.

# BEYOND VISION 2030

World's Largest Job-Ready On-Demand Global Workforce Powered by Unified Ecosystem



Shifting  
**EdTech >> ExTech**  
with



Cloud Counselage

Targeting **\$1.4 TN** Global IT & Mgmt. Consulting & Services Industry By 2030

With

**Attrition-proof**  
**Bench-free**  
**Cost-effective**  
**Workforce Pool of 100MN+**

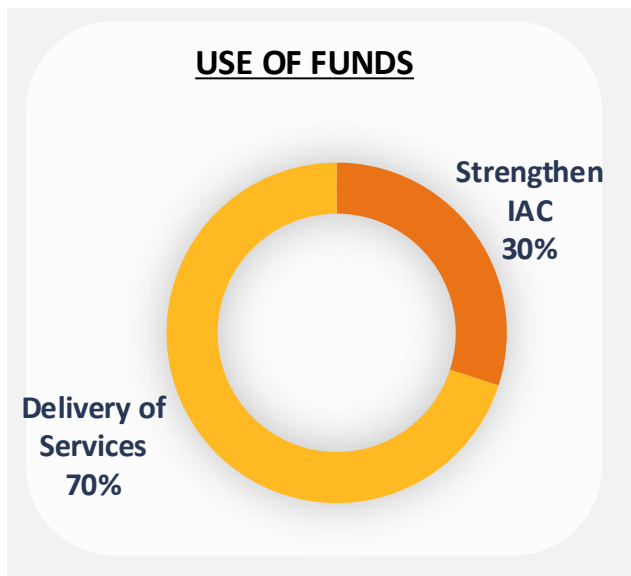
FINANCIALS (2026) & **PAINPOINTS** (Highlighted in Blue)

| COMPANY                 | TCS     | INFOSYS  | WIPRO    |
|-------------------------|---------|----------|----------|
| REVENUE (\$BN)          | 30      | 4.9      | 10.5     |
| GROWTH (%YOY)           | -0.5    | 2        | -0.7     |
| OPERATING MARGINS (%)   | 25      | 21       | 17.5     |
| ATTRITION (% LTM BASIS) | N.A.    | N.A.     | N.A.     |
| EMPLOYEES (~ NOS.)      | 584,519 | 3,37,034 | 2,42,000 |

Source: [tcs.com](https://www.tcs.com), [Infosys.com](https://www.infosys.com), [Wipro.com](https://www.wipro.com)

# USE OF FUNDS

## Strategic Alliance Via Strategic Investment For Dolphin Tank India Initiative



As A Social Enterprise Part of Funds Will Be  
Put Back In Strengthening IAC

### **100x ROI - With Equity Upside in Cloud Counselage**

*Immediate benefits via the issuance of shares of Cloud Counselage at a pre-money valuation of ~\$ 40MN (INR 360 Cr.)*

### **100x ROI - Growth Services At No Extra Cost**

*Over the period of 5 years, the investor and their portfolio companies can be accelerated their growth via Branding, Hiring, Learning, Impact offering of Cloud Counselage at no extra cost*

### **100x ROI – Access To Pre-vetted Investment Ready Startups**

*With in a period of 6-9 months the strategic investor gets the access to the end-to-end activities performed by the founders to build the startup*

**9**  
**VISION**  
2030  
JOBS | INTERNSHIPS | ENTREPRENEURSHIPS | AWARDS

BRINGING 85 MN GLOBAL JOBS TO INDIA BY 2030

JOBS

INTERNSHIPS

ENTREPRENEURSHIPS

AWARDS

**Lakhs** of  
Jobs, Internships &  
Entrepreneurships Opportunities



# APPENDIX



INDUSTRY ACADEMIA COMMUNITY

100 MN+ Professionals | 10 MN+ Companies | 1 L+ Colleges

100+ Countries



65%  
POPULATION IN  
WORKING AGE

85 MN

Global Talent  
Shortage (2030)  
amounting to  
\$8.5 TN Loss

# PROBLEM | OPPORTUNITIES

System-level Inefficiency Worth Trillions

**72 %**

Companies report  
talent shortage

**70 %**

Orgns. use global  
recruitment strategies

**\$730 BN**

Direct spend by Gen Z  
2030

**85 %**

Employers say skills  
gaps limit growth

**75 %**

Employers expect  
experiential learning

**93 %**

Businesses concerned  
about staff retention

**84 %**

Gen Z endorse socially  
responsible companies

**10-15 %**

Avg. annual Ops.  
Margins in Orgns.

**90 %**

Professionals seek  
upgrading their skills

**40 %**

Losses for orgs. due to  
skill imbalance

**86 %**

Gen Z & Y looking for  
purpose-driven work

**71 %**

Attrition due to  
execution system

**90 %**

Gen Z prefer  
Entrepreneurship

**23.5 MN**

Gig Workforce in India  
(2030)

**30 %**

College seats remain  
vacant

**\$2.9 TN**

Lost annually due  
to attrition globally

*Focus On Skill Dev.  
Over Professional  
Development*

*Attrition Due To  
Demand & Supply  
Imbalance of Talent*

*Brands chasing  
GenZs who shape  
spending*

*Scaling incrementally  
rather than  
exponentially*

We have built systems for access but not for outcomes

**Problem is Not Just Economic — It's Social**

# BUSINESS MODEL

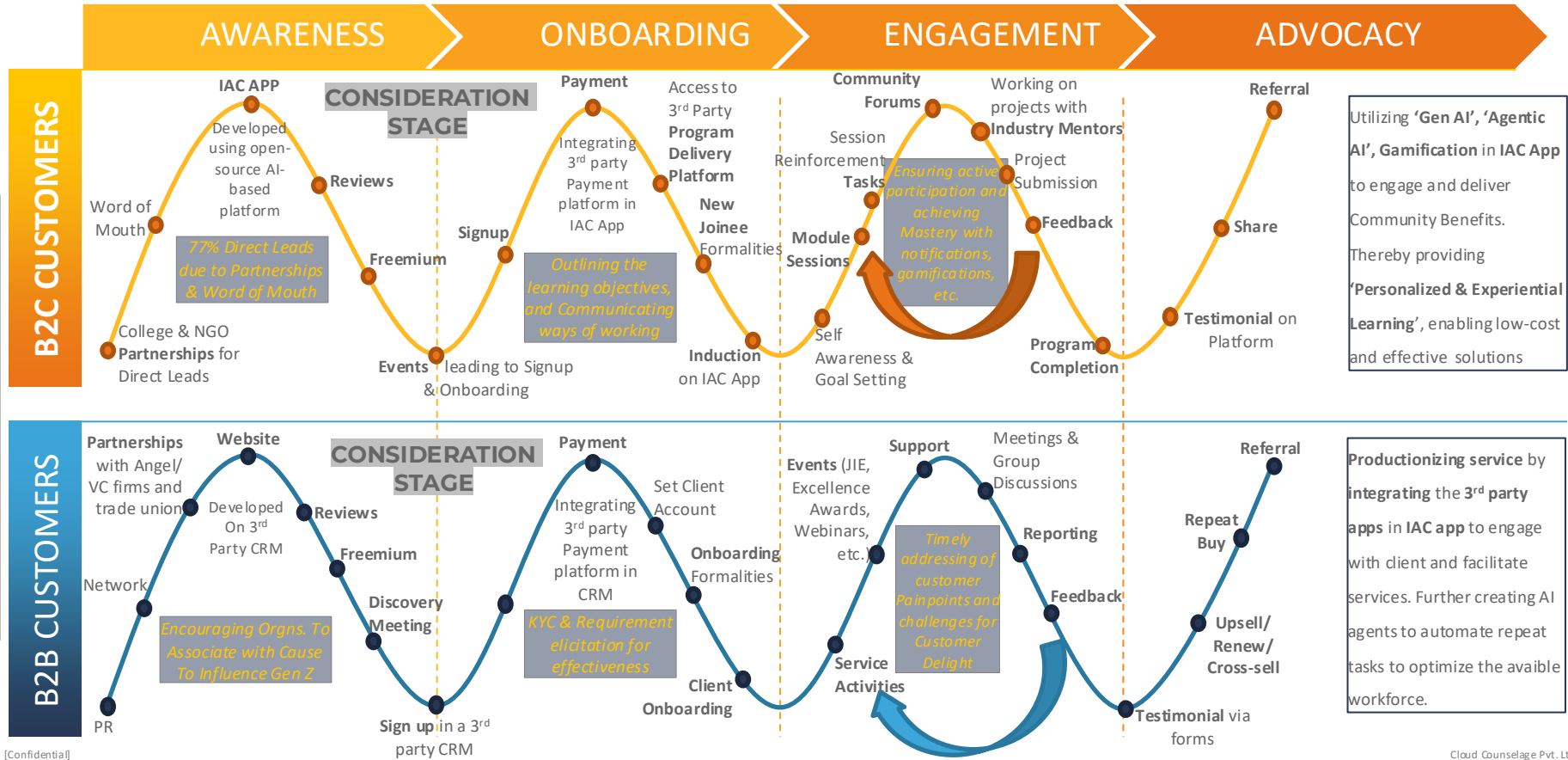
## CREATE, DELIVER & CAPTURE VALUE

| KEY PARTNERS                                                                                                                                                                                                                                                                                                         | KEY ACTIVITIES                                                                                                                                                                                                               | UNIQUE VALUE PROPOSITION                                                                                                                                                                                                                                                                     | CUSTOMER RELATIONSHIP                                                                                                                                                                                                                                                                                                                  | CUSTOMER SEGMENTS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"><li>• Colleges</li><li>• E-cells of Colleges</li><li>• NGOs</li><li>• Job Portals</li><li>• Tech Companies</li><li>• Co-working spaces</li><li>• Trade Unions/Business Associations</li></ul>                                                                                      | <ul style="list-style-type: none"><li>• Content Creation</li><li>• Platform Development</li><li>• Marketing &amp; Sales</li><li>• Partnerships</li><li>• Events</li><li>• Delivery of programs</li></ul>                     |                                                                                                                                                                                                                                                                                              | <ul style="list-style-type: none"><li>• <b>B2C:</b><ul style="list-style-type: none"><li>○ End-to-End Support</li><li>○ Flexibility</li></ul></li><li>• <b>B2B</b><ul style="list-style-type: none"><li>○ Customised</li><li>○ Quick Turnaround Time</li><li>○ Competitive Pricing</li><li>○ Ease of Communication</li></ul></li></ul> | <ul style="list-style-type: none"><li>• <b>B2C</b><ul style="list-style-type: none"><li>○ College Students (age 18-25 years)</li><li>○ Young Professionals (age 21 – 25 years)</li><li>○ Experienced Professionals (age &gt; 25 years)</li><li>○ Aspiring Entrepreneurs</li></ul></li><li>• <b>B2B</b><ul style="list-style-type: none"><li>○ Funded Startups in growth stage and Enterprises targeting Gen Z (B2C) &amp; Startups/SMBs looking for Branding, Hiring, Learning, IT &amp; Mgmt. Consulting</li><li>○ Venture Capitalist looking for due diligence free investments</li></ul></li></ul> |
|                                                                                                                                                                                                                                                                                                                      | KEY RESOURCES                                                                                                                                                                                                                | CHANNELS                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| <ul style="list-style-type: none"><li>• Open-source IT platforms</li><li>• 3<sup>rd</sup> party apps for Operations</li><li>• Team members for Operations</li><li>• Tech Experts</li><li>• Industry Experts</li><li>• Program Content</li><li>• Community Ambassadors</li></ul>                                      | <ul style="list-style-type: none"><li>• Emails, Messages</li><li>• Social media</li><li>• SEO</li><li>• Events (Online &amp; Offline)</li><li>• PR &amp; Advertising</li><li>• Direct Calls</li><li>• Partnerships</li></ul> |                                                                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| COST STRUCTURE                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                              | REVENUE STREAMS                                                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| <ul style="list-style-type: none"><li>• Marketing &amp; Sales</li><li>• Salaries &amp; Professional Fees</li><li>• Legal, Compliance &amp; Taxes</li><li>• Bank &amp; Payment Gateway Charges</li><li>• Content Creation</li><li>• IT Infrastructure &amp; Software Licenses</li><li>• General &amp; Admin</li></ul> |                                                                                                                                                                                                                              | <ul style="list-style-type: none"><li>• Ads/Sponsorships Fees</li><li>• Sale of Programs</li><li>• Success fees for recruitment facilitation</li><li>• Professional Fees for consulting</li><li>• Commission for facilitation of Gig Services</li><li>• Commission for Marketplace</li></ul> |                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |

# CUSTOMER RELATIONSHIP MANAGEMENT

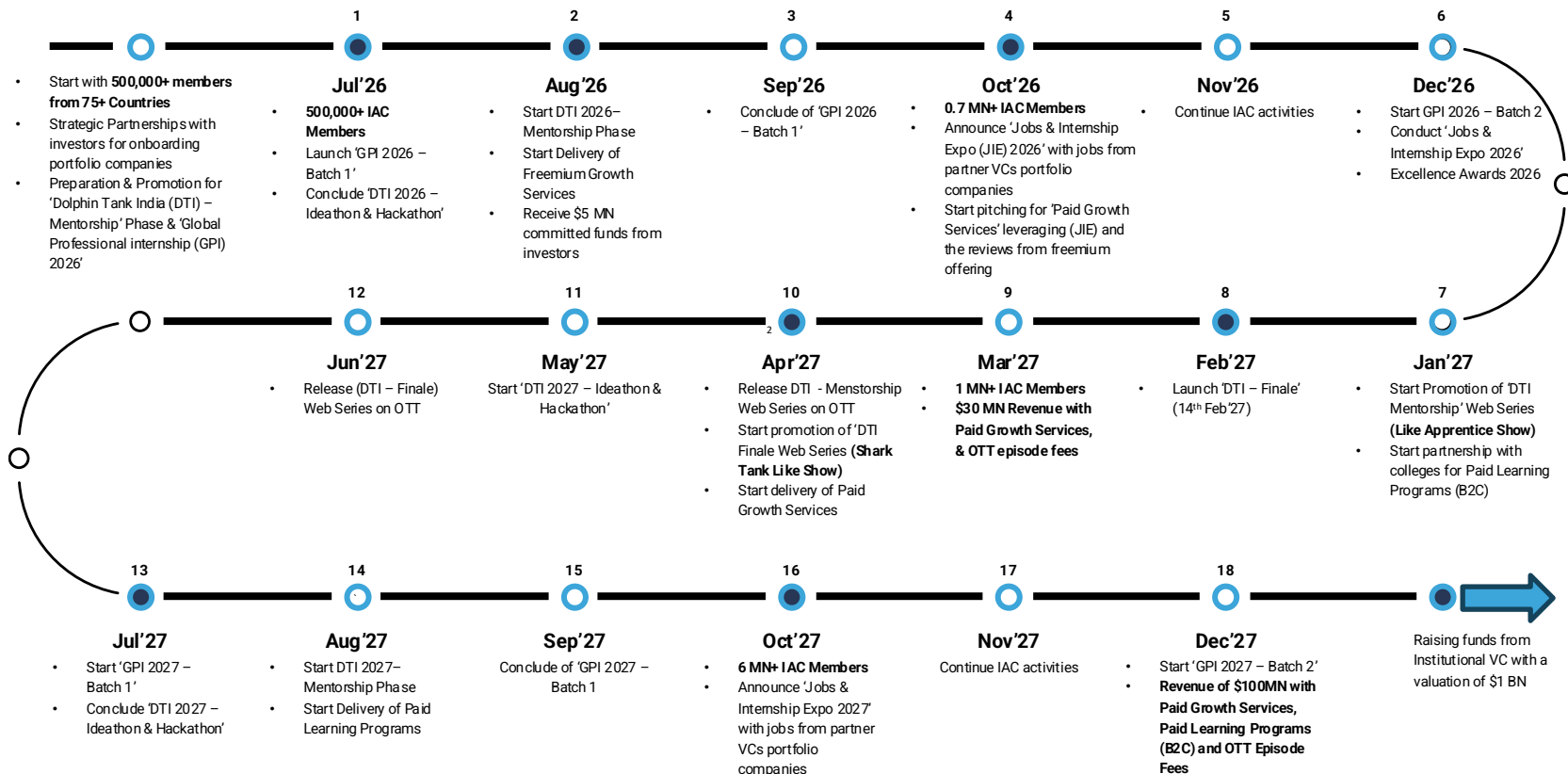
LEVERAGING TECHNOLOGY TO ENSURING SUPERIOR EXPERIENCE FOR THE MAJOR STAKEHOLDERS

Note: The Journey Map is applicable until Oct'26



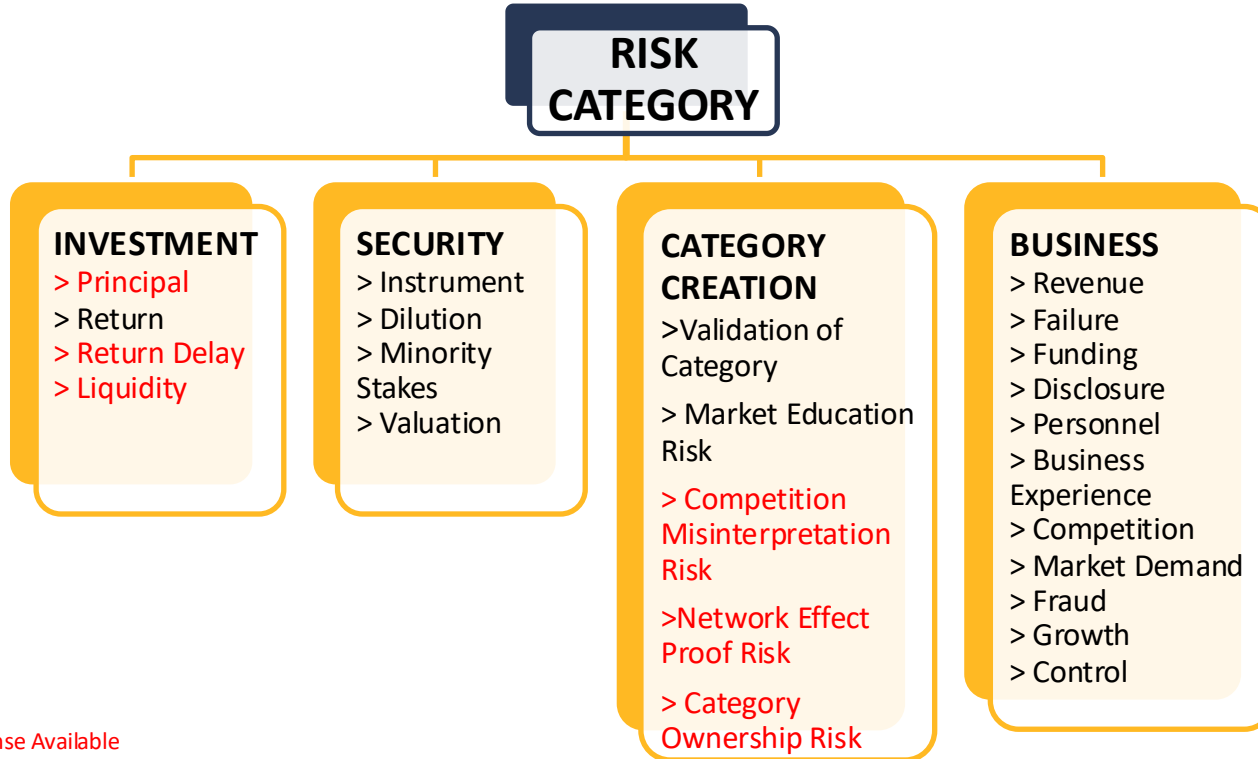
# ACTIVITIES ROADMAP

## Strengthening IAC Member Base & Generating Revenue



# RISK ANALYSIS

INVESTMENT | SECURITY | NEW CATEGORY CREATION | BUSINESS



> Risks Considered

Valid Risk - Risk Response Available

# EXIT OPTIONS

EXPECT 100 TIMES RETURNS\*

## FINANCIAL BUYER



- Attractive Cashflow & Growth
- \$151 Bn funding raised raised by startups in India until 2024

## PRIVATE NEGOTIATIONS



- Preferred stock with redemption feature
- Share buyback by Cloud Counselage

## INITIAL PUBLIC OFFERING (IPO)



- High Valuation due to revenue streams
- SME IPO by NSE becoming more streamlined

\*Investors can expect upto 100 times returns on their investments (ROI) in 5 years time

# INVESTOR'S CHECKLIST

## MEETING INVESTOR EXPECTATIONS

| DIMENSION      | WHAT INVESTORS WANT                   | HOW WE MEET INVESTOR EXPECTATIONS                                                                                                                                                                                                                 | STATUS                              |
|----------------|---------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------|
| Business Model | Capital-efficient, profitable growth  | Being bootstrapped we are wired to use funds efficiently. Also the close engagement with the users has enabled us to perfect our model by pivoting                                                                                                | <input checked="" type="checkbox"/> |
| Technology     | AI, Deep Tech and IP-based innovation | Presence of Quantum AI Scientist with expertise in innovation and digital transformation in the founding team and a robust product roadmap for Quantum AI based Super App                                                                         | <input checked="" type="checkbox"/> |
| Market         | Global scalability                    | Unemployability is a global problem to an extent of 1.2 BN individuals being unemployable in the next 12-15 years and competing for 400 MN jobs (Source – WEF 2026, Davos)                                                                        | <input checked="" type="checkbox"/> |
| Founder        | Execution capability and resilience   | Founders with decades of work experience, domain expertise and global exposure after delivering projects across 120+ countries. The resilience comes with the commitment to the social cause of eradicating unemployability that drives founders. | <input checked="" type="checkbox"/> |
| Data           | Analytics-driven decision-making      | Since the super app is based on quantum AI, it is inevitably going to be data-driven                                                                                                                                                              | <input checked="" type="checkbox"/> |
| Governance     | Transparency and compliance           | Founders have worked in global organizations and understand the importance of transparent and stringent governance. Targeting for IPO by 2029, so already working towards the IPO readiness                                                       | <input checked="" type="checkbox"/> |
| Exit           | Clear IPO or acquisition pathway      | Private negotiations, smaller fund raising intervals and IPO aspirations make exit simpler                                                                                                                                                        | <input checked="" type="checkbox"/> |
| Impact         | ESG and climate-focused solutions     | Being a social enterprise, Impact is at the core of everything we do. We are aligned with several UNSD 2030 goals                                                                                                                                 | <input checked="" type="checkbox"/> |