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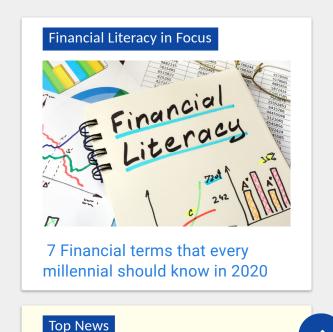
## Nitesh Jain, CEO & Founder, BeSingular.com

With the rise of EdTech platforms, interactive learning apps and interesting pedagogical methods, education is no longer confined to the four walls of the classroom.

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Nitesh Jain is the founder of BeSingular, a platform that provides next generation skills to create real, responsible impact by learning future technologies. He also leads Best Group, a multi-national diverse business group with interests in Manufacturing, EV, Education, and Industry 4.0 solutions. Nitesh has a passion for empowering the Gen-Z, which has made him a renowned mentor and a leader today. He launched BeSingular to teach Exponential Technologies, including the likes of Artificial Intelligence (AI), Programming, Robotics, Design, Game Design, IOT, Drones, 3D





printing, Augmented and Virtual Reality (AR, VR) for students of ages 8 and above. Nitesh believes in having the ability to shape young kids' imagination by helping them adapt to the future of technology and solve humanity's biggest challenges. BeSingular's Massive Transformative Purpose (MTP) is 'Transforming education ecosystem to impact the learning possibilities of the next generation.'

In an interaction with Shweta Papriwal, Editor, indiainfoline.com, Nitesh Jain, CEO & Founder, BeSingular.com, said, "We are in the midst of a digital

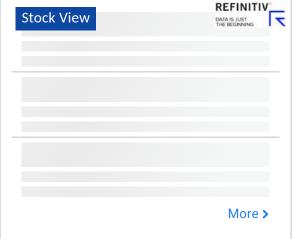
revolution, where educators and policymakers are increasingly focussing on digital learning."

#### What are the emerging industry trends in edtech sector?

Some of the emerging trends include:

- Exponential evolution in technology and accelerating requirements in the field of AI, MS, AR/VR and Robotics
- Rising demand and acceptability of holistic professionals in industry
- Increasing competition for students and acceptability of online education and teaching as a medium of delivery
- **Increasing awareness of parents** and a rise in their urge to prep their kids in the best way.
- **Growing importance of innovation** and a creative mind set Creation of ATAL labs, DFC, etc.





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• Increasing aspirations to graduate abroad

#### How is the use of technology impacting the edtech sector?

K-12 education space in India is transforming rapidly, especially with the current pandemic situation prevailing, technology is playing a pivotal role. We are in the midst of a digital revolution, where educators and policymakers are increasingly focussing on digital learning. AI-based adaptive learning is disrupting the education space, where personalised and curated learning paths can be provided to students. These are based on individual's level of comprehension, interest area, and enable self-paced learning, resulting in improved learning outcomes in comparison to traditional and one size fits all courses.

With the rise of EdTech platforms, interactive learning apps and interesting pedagogical methods, education is no longer confined to the four walls of the classroom. Technology has emerged as a true enabler for the industry, bringing in changes whenever necessary.

#### How are you transforming the next generation of students across India?

Kids are more curious, informed and their ability to learn and create solution, today has increased and they are more comfortable with technology, and hence are ready to adapt to this new demand for upskilling and create solutions to create impact. There is rapid rise of DIY and self-experiential education, which focusses on a more self-paced, self-tutored way of learning, personalization and inclusive outreach. It is also gradually creating a culture of good screen time.

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BeSingular is a learning platform that skills the next generation to create real and responsible impact working with the technologies of the future. We empathize and respect a student's individuality and curate our courses to offer a personalised program that aligns with the interest area of students as well as develop the blank spots in the Johari's widow.

BeSingular curriculum is dynamic. It is curated to the latest trends in industry & technology to skill for future relevance. The mission is simple – Technology is evolving, and so is the need to skill and re-skill to say relevant. BeSingular envisages what is going to be relevant 10 years from now and prepare a student today, so she/he is well prepared and ready with all the technology and life skills required today and in future to have a bright career.

BeSingular curriculum focusses on solutioning and creating a mindset that address innovation and problem solving to real world challenges. We are passionate towards the 17 United Nation's Sustainable Development Goals (UNSDG) and prepare our students to address the real problems and challenges that the humanity is facing.

Industry market size of the segment that you operate in? Who are your competitors?

We estimate our total addressable market in India to be  $\sim$  \$9 billion. White Hat Jr, Club K12, Robogenius are some of our competitors.

What were the challenges faced while setting up the business?

 Difference between NRE, NRI and NRO Account



The biggest challenge is the low awareness of parents and the mindset which treats tech education as a hobby class rather than a skill developing endeavour.

Another challenge is that the parents are not technology oriented and aware to make a judicious differentiation between pedagogy or quality of offering

### Have you received any funding or are you bootstrapped?

The operations are bootstrapped.

#### What are the future and expansion plans of the company?

The plans are to have a gradual roll out in metro cities followed by selected Tier 1, 2 and 3 cities in the coming time. We plan to do more industry interaction and integration for our curriculum to remain relevant. We also plan to d seminars and engagement with parents to make them realise the importance of tech education.

# What are the major USP's of the company and how it is better than other players in the market?

BeSingular has the following unmatched USPs:

- The team of industry experts and professionals that curate the curriculum
- Industry relevant and validated
- Access to industry experts and panel and guidance on projects to solve real-life challenges
- No competition has over 40+ experience in running high tech operations



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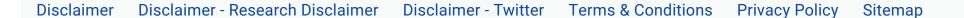
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