SIKSHANA FOUNDATION

SUDHI GULUR – PROJECT STEWARD
CHALAM PLACHIKKAT – COO, SIKSHANA

10/25/17

PURPOSE OF PRESENTATION

- **Update on Sikshana programs**
- **Budget request**
  - Recurring budget request [June 2017- May 2018]
  - One-time budget request

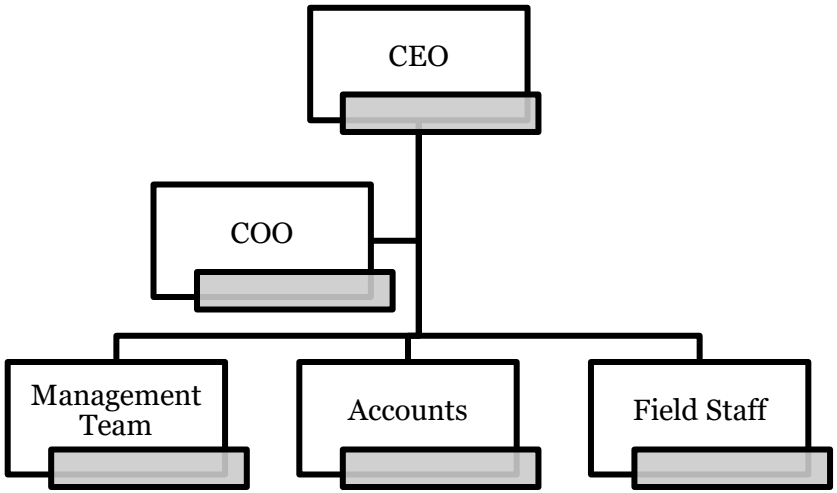
MISSION

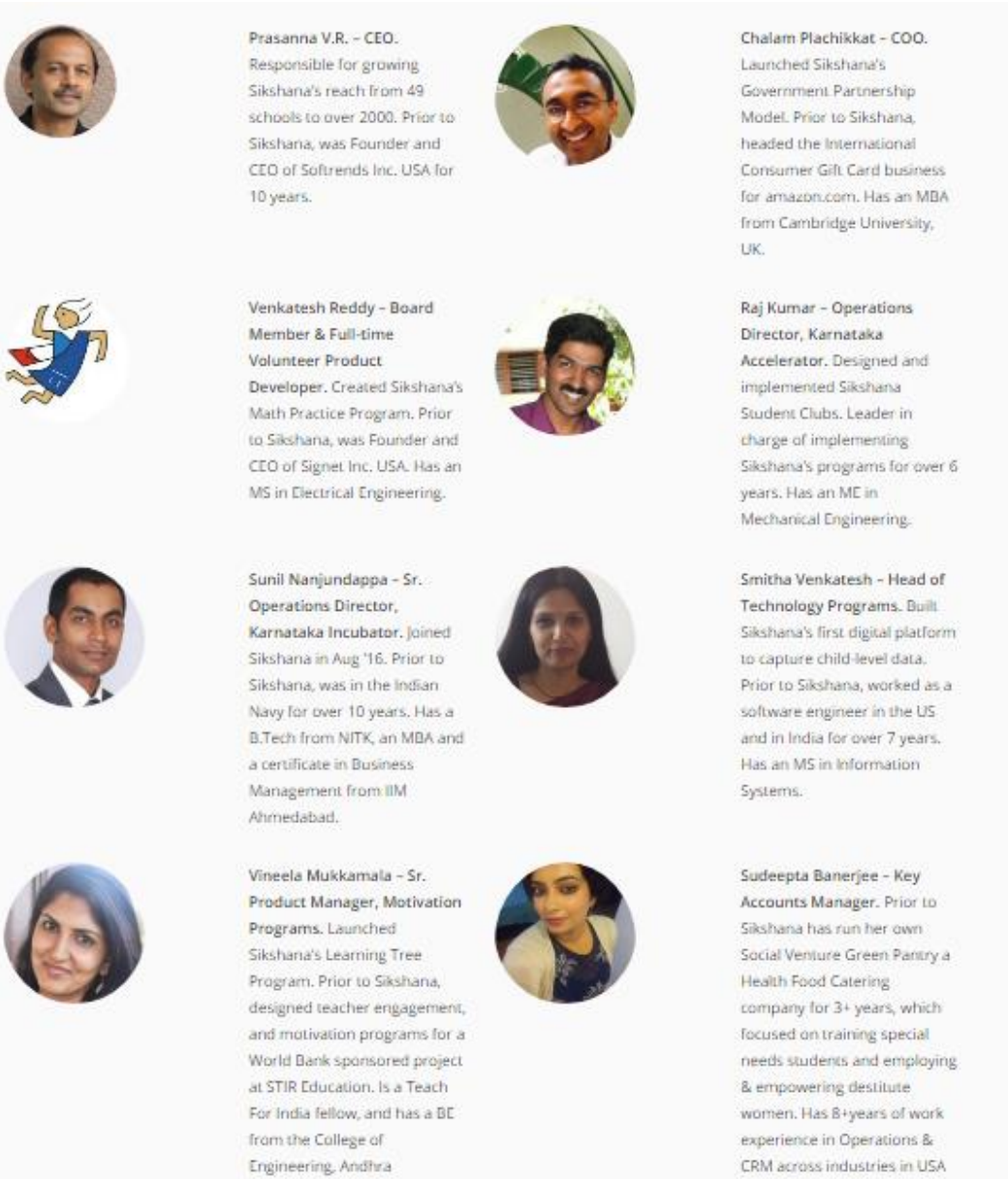
“To evolve sustainable and replicable models for an effective public school systems.”

HISTORY

- 1996-Sikshana was founded by E.S. Ramamurthy
- 2002-03 The concept of student motivation for improving the learning levels was invented.
- 2005 Sikshana started implementing it's unique motivational model **Prerana** in schools.
- 2007-08 Sikshana scaled up to Taluk Level.
- 2010-11 Sikshana scaled up to 400 schools and multiple states.
- 2012-13 Sikshana scaled up to 1000+ schools
- 2014-15 ICT program was introduced
- 2015-16 Prerana model was implemented in 2000+ schools
- 2016-17 Sikshana entered its first Govt Partnership for knowledge transfer and implementation of Prerana in all the Govt. primary Schools of Chitradurga & Davanegere
- April 2017 Sikshana developed an unique APP 'Besige Sambhrama' to monitor the summer camps in Govt. schools organized by Pratham.
- 2017 Sikshana signed another MoU with GoK for knowledge transfer & implementation of Prerana in all the 43,897 Govt. primary schools across Karnataka

ORGANIZATION STRUCTURE





Prasanna V.R. – CEO. Responsible for growing Sikshana's reach from 49 schools to over 2000. Prior to Sikshana, was Founder and CEO of Softrends Inc. USA for 10 years.

Chalam Plachikkat – COO. Launched Sikshana's Government Partnership Model. Prior to Sikshana, headed the International Consumer Gift Card business for amazon.com. Has an MBA from Cambridge University, UK.

Venkatesh Reddy – Board Member & Full-time Volunteer Product Developer. Created Sikshana's Math Practice Program. Prior to Sikshana, was Founder and CEO of Signet Inc. USA. Has an MS in Electrical Engineering.

Raj Kumar – Operations Director, Karnataka Accelerator. Designed and implemented Sikshana Student Clubs. Leader in charge of implementing Sikshana's programs for over 6 years. Has an ME in Mechanical Engineering.

Sunil Nanjundappa – Sr. Operations Director, Karnataka Incubator. Joined Sikshana in Aug '16. Prior to Sikshana, was in the Indian Navy for over 10 years. Has a B.Tech from NITK, an MBA and a certificate in Business Management from IIM Ahmedabad.

Smitha Venkatesh – Head of Technology Programs. Built Sikshana's first digital platform to capture child-level data. Prior to Sikshana, worked as a software engineer in the US and in India for over 7 years. Has an MS in Information Systems.

Vineela Mukkamala – Sr. Product Manager, Motivation Programs. Launched Sikshana's Learning Tree Program. Prior to Sikshana, designed teacher engagement, and motivation programs for a World Bank sponsored project at STIR Education. Is a Teach For India fellow, and has a BE from the College of Engineering, Andhra

Sudeepta Banerjee – Key Accounts Manager. Prior to Sikshana has run her own Social Venture Green Pantry a Health Food Catering company for 3+ years, which focused on training special needs students and employing & empowering destitute women. Has 8+years of work experience in Operations & CRM across industries in USA

Management Team

ORGANIZATION STRUCTURE

BOARD OF DIRECTORS

Prashanth Prakash. Partner at Accel Partners, India a venture capital firm with offices in Bangalore, Palo Alto and London.

Ravindra Krishnappa. Ravi is passionate about all things educational. He is an enterpreneur and wants to create a new measure for "learning" that is led by Curiosity called CQ (Curiosity Quotient).

Indira Sharma. Strategic Marketing Consultant. Previously at Ashoka, Housing for All Initiative, and at Brigade Group (Vice President, Marketing and Sales).

Balamuralikrishna A. Chartered Accountant, with an extensive practice in India and abroad.

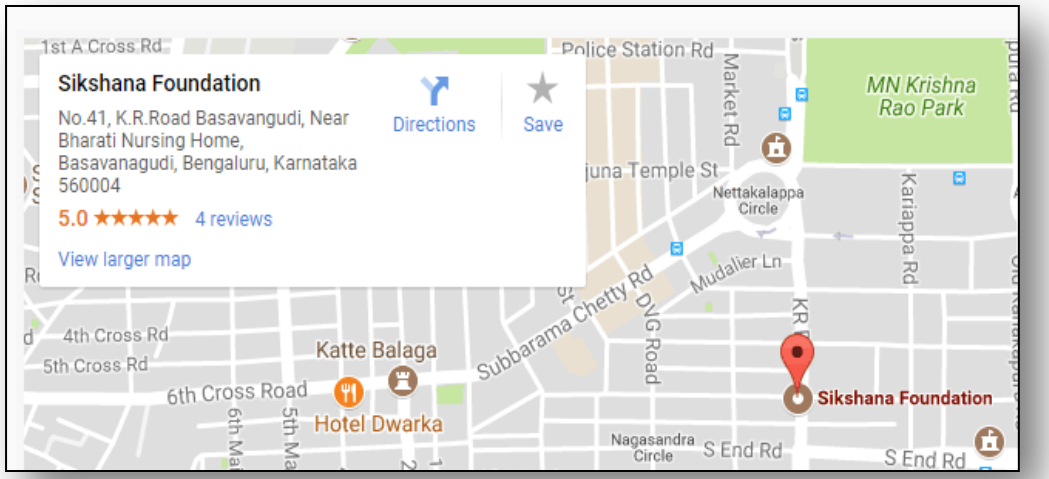
Dr V. A. Sastry. Currently Co-founder and Director of RelQ. Previously on board of Infosys (responsible for quality and productivity), board of National Stock Exchange (System Advisory Committee).

Sudhakara B. R. Served Government of India in Indian Revenue Service. Some of the posts held : Director General of Income Tax (Investigation), Karnataka & Goa (2008). Member, then Chairman of Income Tax Settlement Commission, New Delhi (Aug 2010)

Dr. Ashoka Gurudas. Reputed physician with Doctor of Medicine (MD) from Bangalore Medical College and MBBS from J.N.M.C. Belgaum, Karnataka University (1981).

Board of Directors

LOCATION



State	# of Students Impacted
Karnataka	2296139
Maharashtra	14717

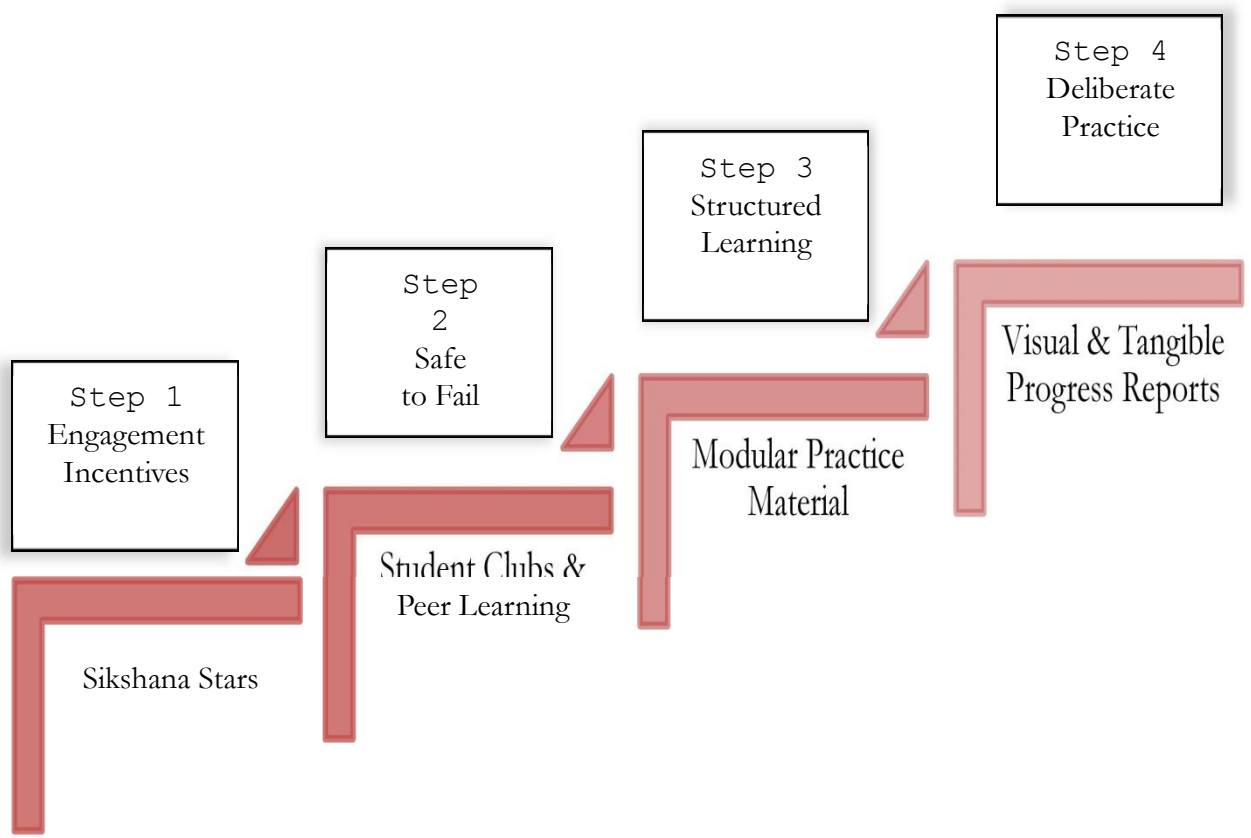
ACTIVITIES/PROGRAMS

Program	Beneficiaries	# Impacted	Funding Sources
Knowledge Transfer on 'Prerana' to Dept. of Education, GoK			
Prerana	Students	22,96,139	Multiple Donors (e.g. Vibha, Dell Inc, etc.)
Training	Dept. Officials	1900 MRPs 34 DDPIs	Asha for Education
ICT			
ICT	Students	36,077	Dell
Girl Child Development			
Girl Child Scholarship	Underprivileged girls aged 15 to 22	370	Dell
English & Life Skills Training	Underprivileged girls aged 19 to 22	60	Dell

FINANCES

Annual Income (Apr 1, 2017 to Oct 11,2017)	$776967
Annual Expenditure	$631293
Sources of Income	Donations
Biggest Donors	Dell Inc, Vibha
Other Non-Profits Who Support	• Asha for Education • CAF India • Give India
Savings In Bank	Yes

WHAT IS PRERANA?



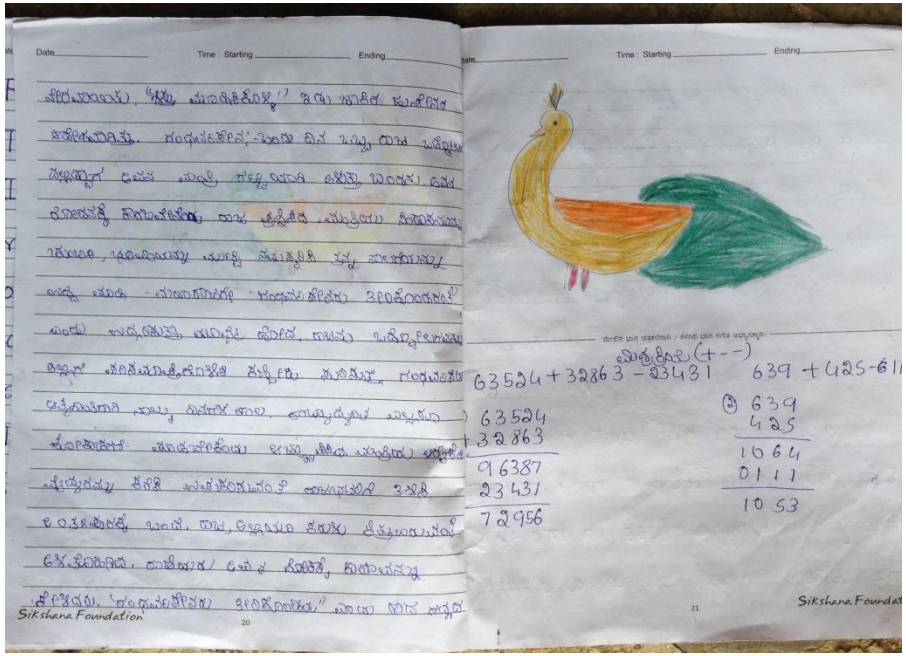
Engagement Incentives

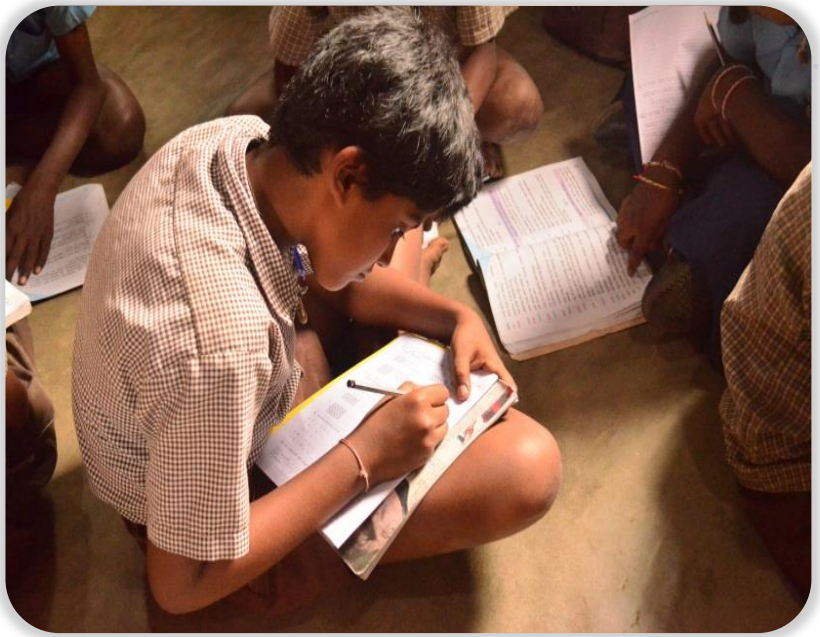
Sikshana Stars facilitate Engagement Incentives which help bring students to school regularly and encourage them to participate. Students win by exhibiting positive behavior such as regular attendance, active participation in classroom activities and co-curricular activities etc.

Safe to Fail

Once the students are in school, Peer-Learning and Student Clubs help build camaraderie and creates an environment where they feel Safe to Fail which is our second step. The benefit of learning from peers is well documented and Sikshana’s Peer-Learning program leverages this by showing kids that they can supplement their teacher led education with help from their peers.

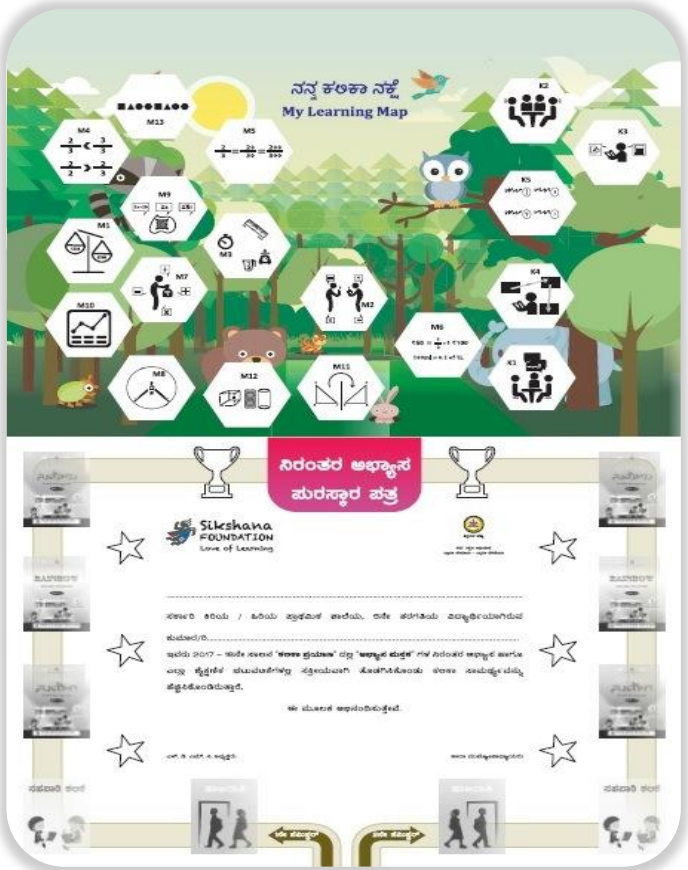
Structured Learning





As the students get ready to put in the necessary effort to learn, modular practice material developed by DESRT and Sikshana guides them effectively in their studies. This forms the third step, Structured Learning. Students are expected to complete a couple of pages in their practice material every day.

Deliberate Practice



As the students get ready to put in the necessary effort to learn, modular practice material developed by DESRT and Sikshana guides them effectively in their studies. This forms the third step, Structured Learning. Students are expected to complete a couple of pages in their practice material every day.

Prerana's Impact

On 13th Sep 2017, Sikshana signed a MoU with Dept. of Education of GoK for knowledge transfer & implementation of Prerana in 43,897 primary schools across Karnataka

LAUNCH OF APT BY HON. EDUCATION MINISTER OF KARNATAKA SHRI. TANVEER SETH

ACTIVITIES

Over next three years Sikshana will partner with GoK for:

- **Training the ‘state training department’ on concepts of Prerana.**
- **Facilitate Implementation**
- **Create systems and processes for Monitoring & Evaluation using technology**

PRERANA PROJECT-BUDGET (2017-18)

GoK's Contribution	**INR**	**Sikshana's Contribution**	**INR**
Learning Map & Certificate	9,12,1851	Mentoring & Monitoring	1,15,40,000
Stars (Including club badges)	7,16,5120	App Development	32,00,000
Student Club Material	44,7820	Training	54,15,200
Workbooks	20,66,75,190	Admin	13,26,600
Posters	22,39,100		
Total	22,56,49,081	Total	2,14,81,800

ASHA, SEATTLE BUDGET (2017-2018)

	2017-2018			2016-2017		
Item	# of Heads	Cost per Head	Budget	# of Heads	Cost per Head	Budget
Software Development	N/A		Rs 0	N/A		~~Rs 419,684~~
Designer	N/A		Rs 0	N/A		
Rent & Utility	N/A		Rs 0	N/A		
MRP Training	1900	Rs 2,800	Rs 5,320,000	304	Rs 3,225	Rs 980,316
DDPI Training	34	Rs 2,800	Rs 95,200	0	Rs 0	Rs 0
	Total Amount		Rs 5,415,200	**Total Amount Received**		Rs 1,400,000
	US Dollars		$83,410	US Dollars		$20,777
	Recurring Request		**$22,855**	Balance amount of Rs. 4,19,684 ($6442) will be carried over to 2017-2018 period		
	One-time		$60,555			
	Carry-Over Funds		-$6,442			
	One-time Request		**$54,113**			
	Total Amount Requested		**$76,968**			

Sikshana's training on knowledge transfer of Prerana for govt. primary schools of Karnataka will benefit:

- 43,897 primary schools
- 22,96,391 students
- 1900 MRP(Mentor Resource Person)
- 34 DDPI (Deputy Director of Public Instruction)
- 1,66,136 teachers

ASHA, SEATTLE INVOLVEMENT

Sl. No.	Item
1	How is Asha, Seattle planning to support the overall mission and objectives of the organization? Asha for Education is supporting Sikshana's mission of creating a scalable, replicable and sustainable model for improving the learning levels of Govt. schools through the Prerana program.
2	Since when is the project with Asha, Seattle? Since 2006
3	Were/are other Asha chapters involved in the project? If yes, in what capacity and for how long? No.
4	Key project contacts and how the fit into the overall org. structure. Sunil N (sunil@sikshana.org) - Sr.Director Operations

ASHA, SEATTLE INVOLVEMENT CONTD.

Sl. No.	Item
5	If the organization runs out of multiple locations, which locations does Asha, Seattle support? Asha Seattle supports Sikshana's Operations in Karnataka, India.
6	List all the activities supported by Asha, Seattle. Seeding and development of Prerana CRP (Cluster Resource Persons) Training for knowledge Transfer the to Govt for Chitradurga & Davanagere districts in 2016-17.
7	Relate all the activities supported by Asha, Seattle to the overall activities of the organization. Supporting program operationalization and scaling –e.g. training, software tools
8	If individuals are supported, how many are supported? What age group? • 22,96,391 Students •1900 MRP (Mentor Resource Person) •34 DDPIs
9	Annual budget (amount only) that has been approved by Asha, Seattle. $20777 (Nov 2016)
10	Percentage of orgs total budget which is supported by Asha, Seattle 3.34%

UPDATES FOR 2016-2017

GENERAL PARTNER UPDATES

Successful implementation of Prerana in 2440 Government schools across Karnataka, Maharashtra.

Signed MoU with GoK for 1537 schools across the districts of Chitradurga & Davanegere.

Scaled up its ICT program(STEP-Sikshana Technology in Education Program) to 362 schools around Bangalore.

Scaled up its girl child scholarship:

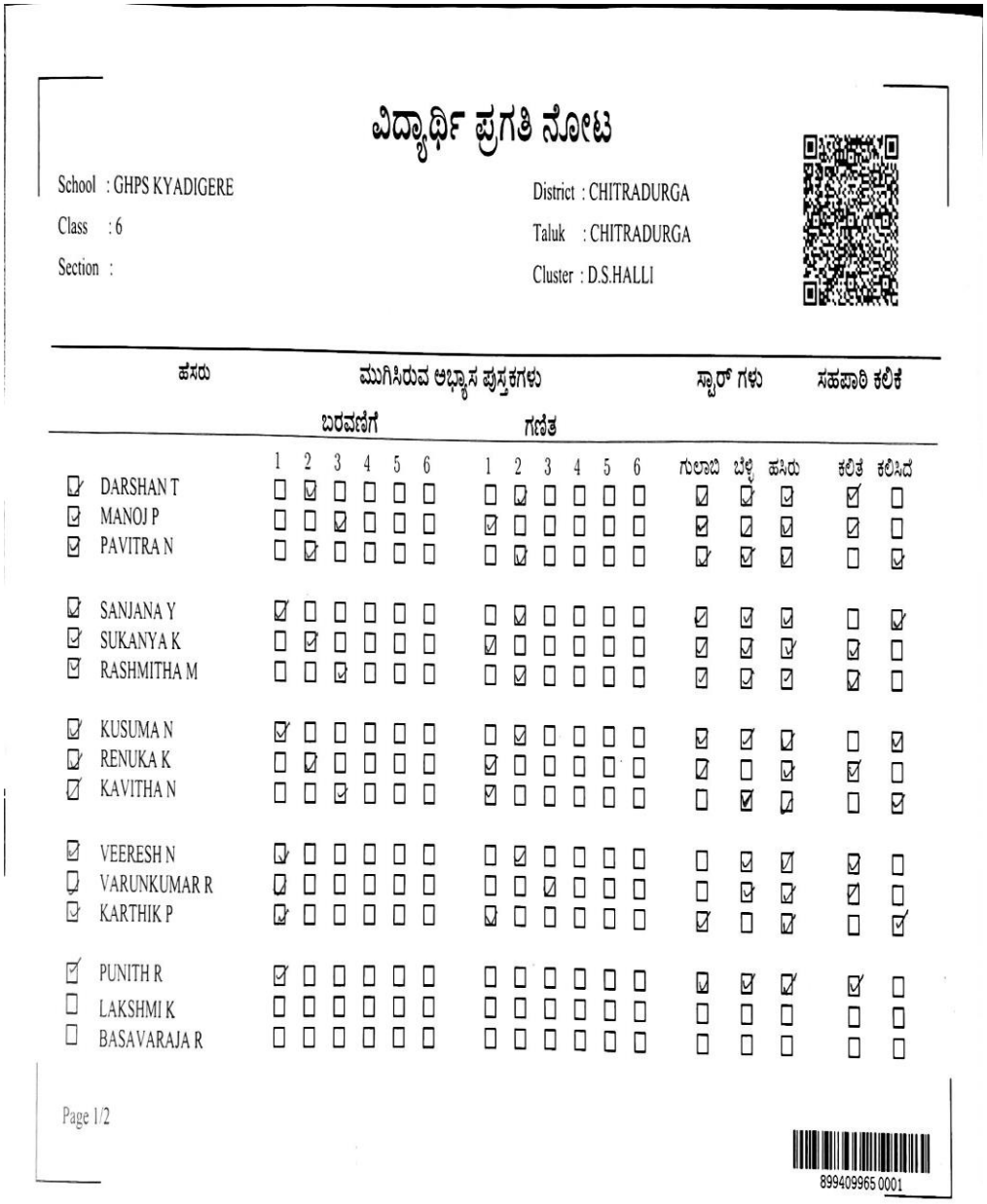
a. Scholarship to 370 girls
b. Introduced English & Life Skills program

Developed 'Besige Sambhrama' app for monitoring summer camps organized across the state by Govt.

UPDATES FOR ASHA, SEATTLE

ASHA SUPPORTED ACTIVITIES 2016-17

- ✓ **Designing the OMR sheets for APT**
- ✓ **Developed Sikshana's technology Platform APT(Analytics Process and Tools)**
- ✓ **Conducted training for 304 MRPs on Core & Technology(APT)**



ವಿದ್ಯಾರ್ಥಿ ಪ್ರಗತಿ ನೋಟ

School : GHPS KYADIGERE
Class : 6
Section :

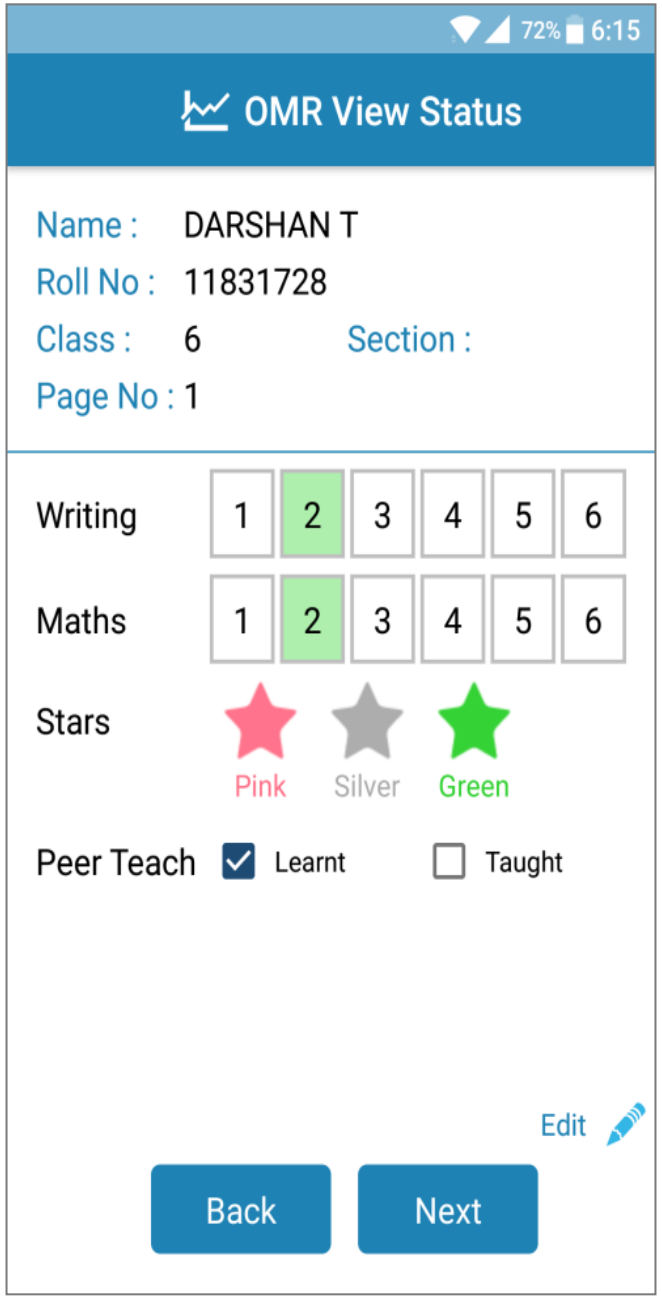
District : CHITRADURGA
Taluk : CHITRADURGA
Cluster : D.S.HALLI

ಹೆಸರು	ಮುಗಿಸಿರುವ ಅಭ್ಯಾಸ ಪುಸ್ತಕಗಳು												ಸ್ಟಾರ್ ಗಳು			ಸಹಪಾಠಿ ಕಲಿಕೆ	
	ಬರವಣಿಗೆ						ಗಣಿತ										
	1	2	3	4	5	6	1	2	3	4	5	6	ಗುಲಾಬಿ	ಬೆಳ್ಳಿ	ಹಸಿರು	ಕಲಿತ	ಕಲಿಸಿದೆ
DARSHAN T		☑						☑					☑	☑	☑	☑	
MANOJ P			☑				☑						☑	☑	☑	☑	
PAVITRA N		☑						☑					☑	☑	☑		☑
SANJANA Y	☑							☑					☑	☑	☑		☑
SUKANYA K		☑					☑						☑	☑	☑	☑	
RASHMITHA M			☑					☑					☑	☑	☑	☑	
KUSUMA N	☑							☑					☑	☑	☑		☑
RENUKA K		☑					☑						☑		☑	☑	
KAVITHA N			☑				☑							☑	☑		☑
VEERESH N	☑							☑						☑	☑	☑	
VARUNKUMAR R	☑								☑					☑	☑	☑	
KARTHIK P	☑						☑						☑		☑		☑
PUNITH R	☑												☑	☑	☑	☑	
LAKSHMI K																	
BASAVARAJA R																	

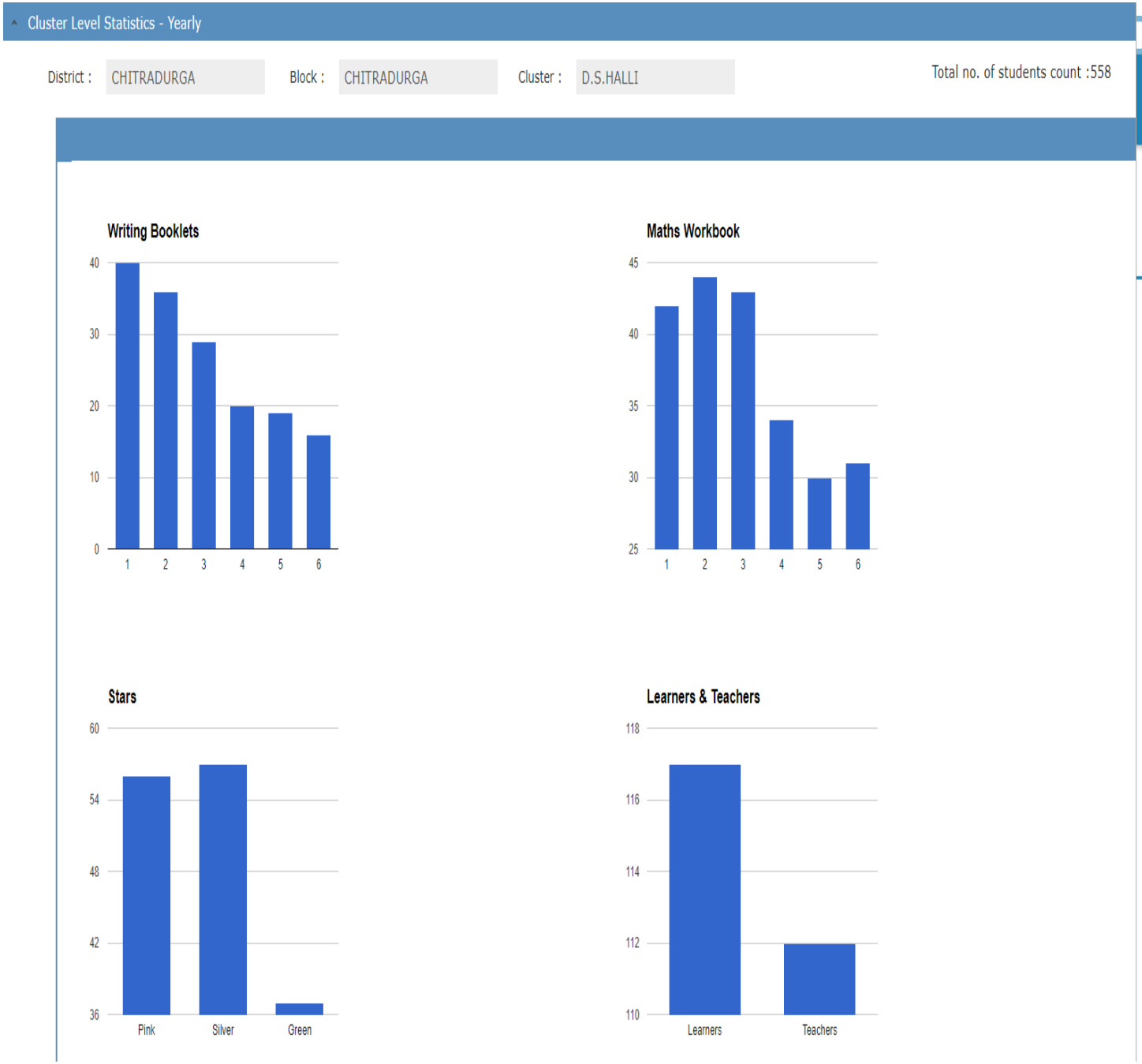
Page 1/2

899409965 0001

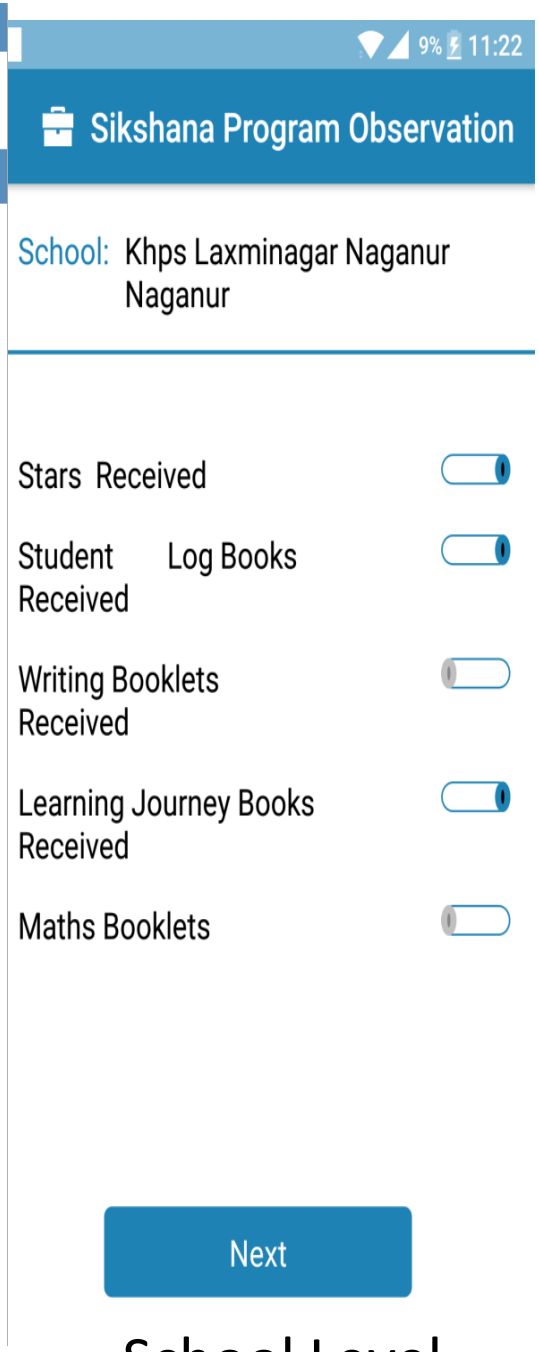
Screenshot of OMR Sheet



OMR View Screenshot



APT Dashboard Screenshot



School Level Observation Screenshot

Caption: CRPs participating in team-building activities during the leadership camp

CRPs in Training Camp @ Discovery Village

MRP/CRP TRAINING REPORT 2016-17 OBJECTIVES

The objectives of this training was to help:

CRPs and BRPs to understand the concept and implementation of Prerana.

Understand the use of APT and processes of monitoring & evaluation.

- Tracker sheet usage
- Data submission
- Dashboard

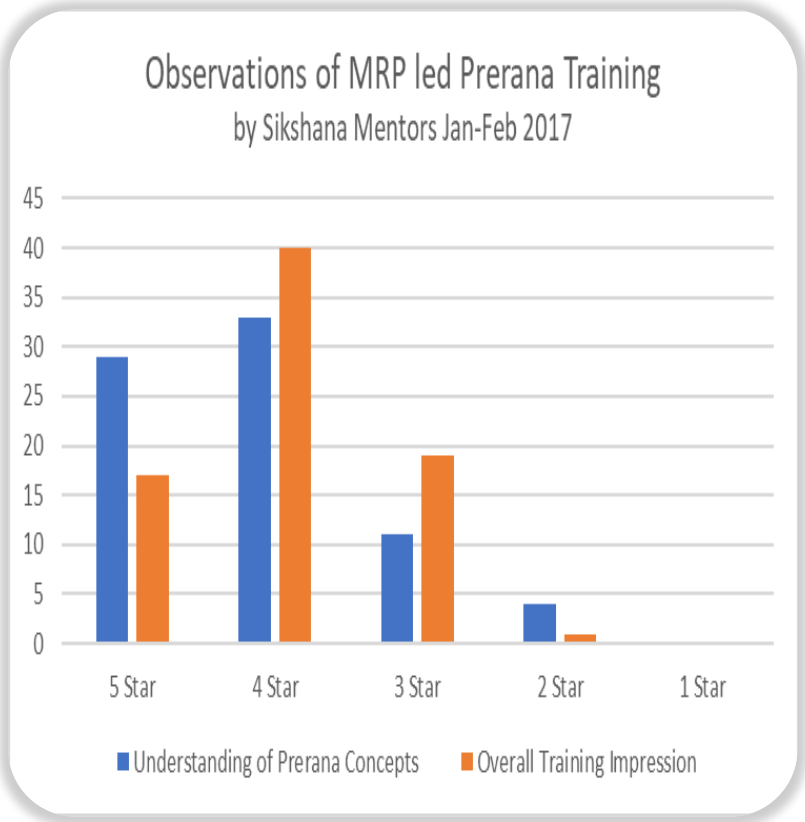
How to train the Teachers

- Communication Skills
- Observation Skills
- Foster Team Building
- Defining qualities and strength

MRP/CRP TRAINING REPORT 2016-17

OUTCOME

- CRPs trained 7062 Teachers from Chitradurga & Davanegere
- Worked with schools for successful implementation of Prerana.
- Used skills gained from training to understand the challenges faced by teachers and resolved them
- Worked with Sikshana's Ops team for tracking, monitoring & evaluating the program effectively



Note: 5 star-Highest Rating, 1star-Lowest Rating

PRERANA PROGRAM STATUS REPORT 2017

Programme	Stars		Student Club			Learning Journey		Writing booklets completed			Maths practice booklets completed			Peer learning
Status description	Reached	Using	Badges & posters reached	Formation	Meetings	Reached	Distributed	Book 1	Book 2	Book 3	Book 1	Book 2	Book 3	Running in schools
Total	1537	1532	1523	1530	1310	1426	1376	1444	1420	1134	1432	1403	1134	1356
%	100	99.67	98.70	99.61	85.29	92.77	89.58	94.01	92.45	73.8	93.2	91.3	73.8	88.28

CHALLENGES

- Late start of Prerana at Chitradurga & Davanagere
- Delayed material inputs from the Govt.
- Changes in the requirement of APT due to statewide expansion

SITE VISIT REPORT

- https://ashadocserver.s3.amazonaws.com/397_Siksha na_SiteVisit_Dec_2016.pdf

AUDIT REPORT

- Indian law requires all partners to have an audit report every year. Highlights from last years audit report (Form 10B). A sample audit report, from a project, can be found at http://www.ashanet.org/projects-new/documents/745/auditreport2008.pdf.

SURVEY RESULTS

- Include the results of the annual survey.

PROCESS CHECKS

Item	Status
Approved Budget	$76968 $22855 – Recurring $54113 – One-time
Approval Type	Recurring & one-time
Amount(s) disbursed last fiscal year	$20777 (Nov 2016) – Rs.14,00,000
Amount Utilized by the project last fiscal year	Rs.9,80,316 (Balance Rs.4,19,684 will be carried forward)
Last Site Visit	Dec 2016
Current Primary Steward	Sudhi Gulur
Current Secondary Stewards	N/A
Status of the web page	Up to Date
Status of the yahoo databases	?

PICTURES

Latest pictures from the project.

RESOURCES

Links to news paper articles, or other items of interest.

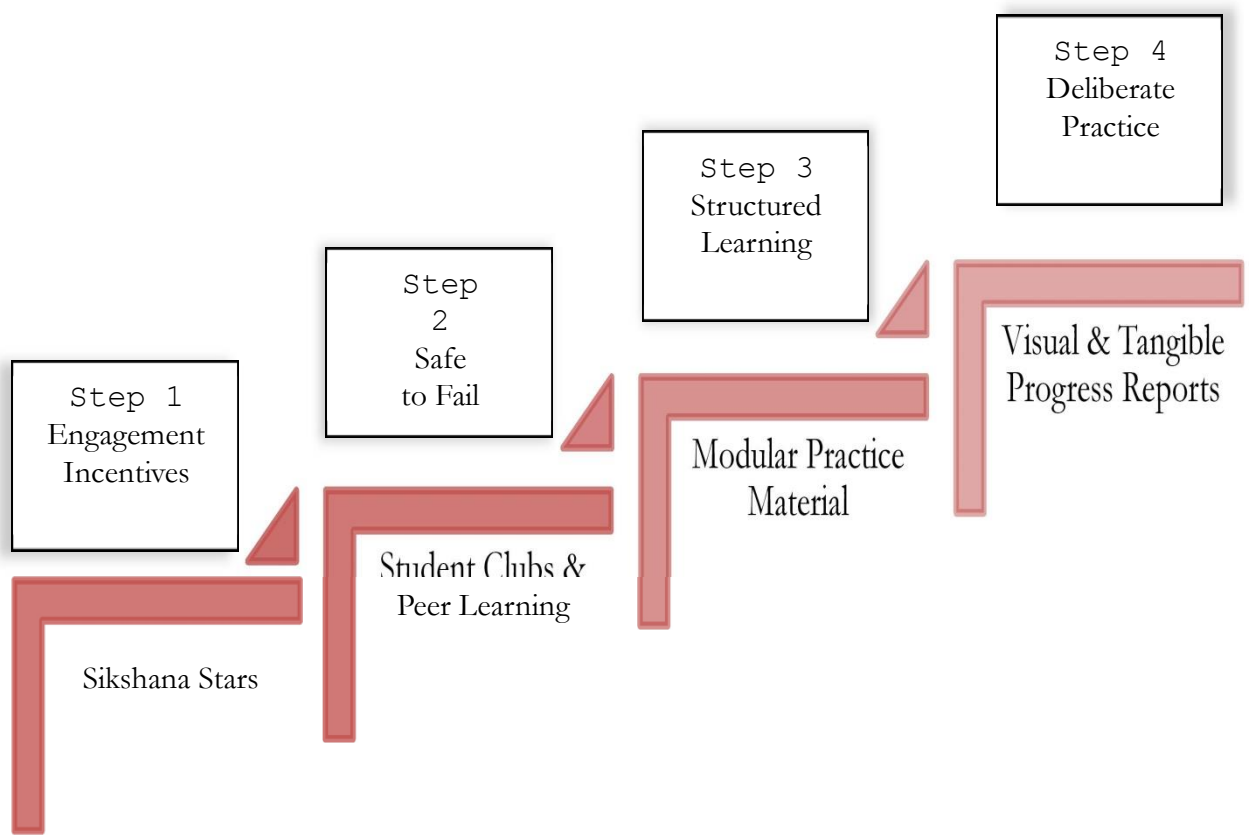
- https://timesofindia.indiatimes.com/city/bengaluru/when-govt-school-students-turn-teachers-lessons-become-a-breeze/articleshow/58171839.cms
- http://www.thehindu.com/news/national/karnataka/state-ngos-join-hands-to-better-education-quality/article19678640.ece
- http://www.dnaindia.com/india/report-dell-sikshana-foundation-announce-scholarship-for-360-girls-in-karnataka-2483239
- http://epaperbeta.timesofindia.com/Article.aspx?eid=31815&articlexml=Tech-Lessons-in-Kannada-to-Make-Learning-Simple-14092017007064

QUESTIONS?

FAQS

- Some FAQs at Asha, Seattle meetings.
  - How many rs are we spending per kid per year?
  - Does the amount being spent on infrastructure items (building schools, repairing roofs, etc.) look reasonable?
  - Where exactly is the partner located? (especially for remote projects. Be ready to locate the project area on a map)
  - What is the graduation rate of the school?
  - What is the student to teacher ratio in class rooms?
  - What is the girl to boy ratio in the school?
  - What are the line items in the budget?
  - Why is the partner asking for more funding for line item N? (You will be asked this if there are changes in the budget line items)
  - Community opinion of the project.
  - What went well, what didn’t go as expected, what can be done differently.

WHAT IS PRERANA?



TRAINING

Sikshana will train:

~1900 MRPs (Master Resource Persons)

~34 DDPI (Deputy director of Public Instructions)

~215 BRPs (Block resource Persons)

IMPLEMENTATION

Foundation will bear the entire Mentoring & Monitoring Cost for the Program. They will provide one Sikshana Implementation Manager per district and the necessary senior management support team and an IT team at the State level to ensure smooth implementation of the program

Foundation will develop and maintain the software tools required for efficient monitoring of the program as currently defined

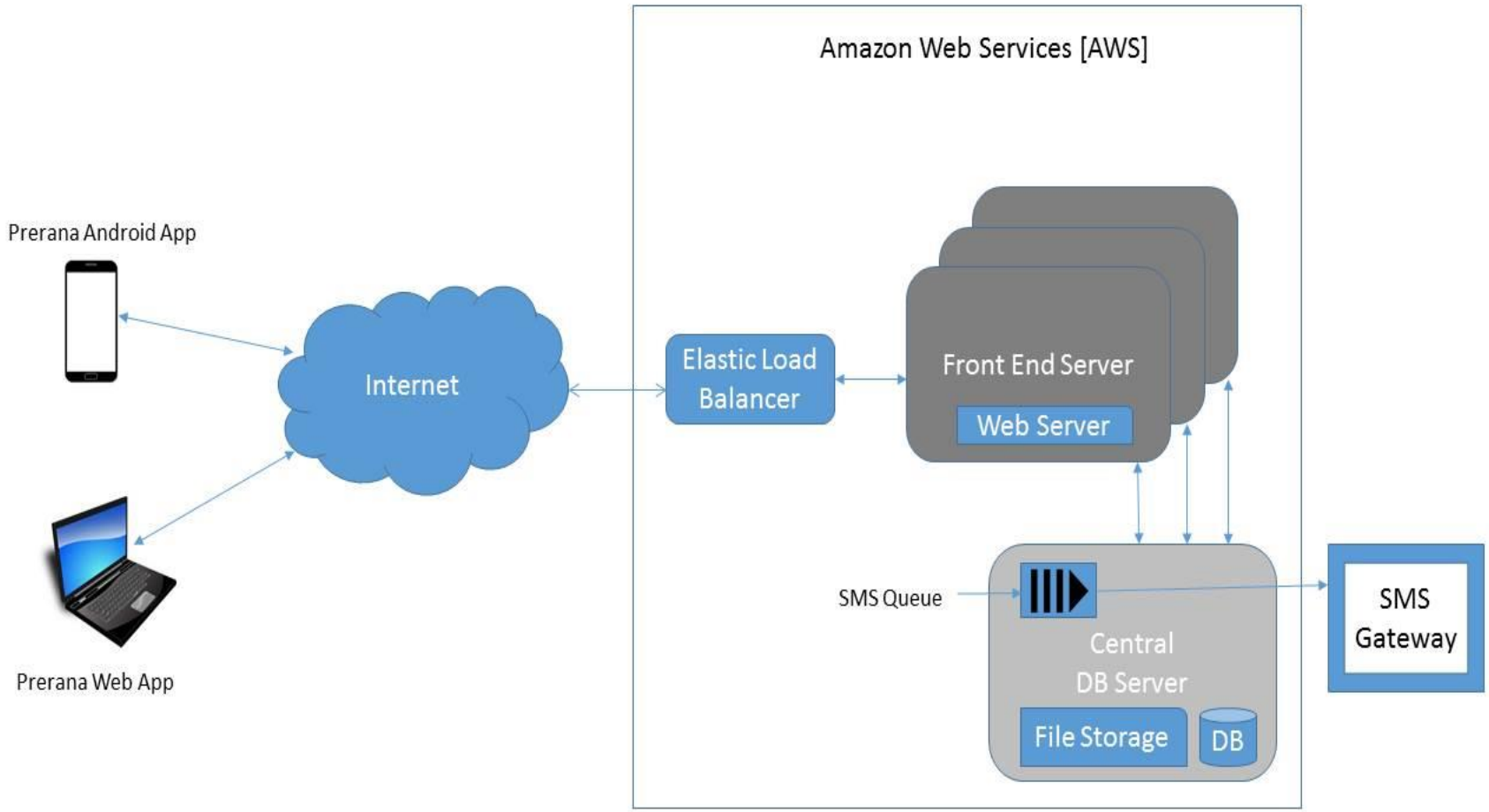
Foundation will train the master trainers of the Dept. with the core concepts of the Prerana program and will also be present at each of the sessions where the MRPs will train the CRPs.

IMPLEMENTATION

The Foundation will also deploy a mentor to each of the block level training to be conducted by the Department with a plan to train at least one teacher from every school in a block both in Prerana program concepts and in use of the APT.

Foundation will train and assist an appointed IT nodal officer at the District level for successful monitoring of the program using Prerana APT tools.

TECHNOLOGY


Amazon Web Services [AWS]
Prerana Android App
Internet
Elastic Load Balancer
Front End Server
Web Server
Prerana Web App
SMS Queue
Central DB Server
File Storage
DB
SMS Gateway