QLS Academy
DRIVING EDUCATION TO PERFECTION

EDUCATIONAL TECHNOLOGIES

QLS Academy
DRIVING EDUCATION TO PERFECTION

BUSINESS OPPORTUNITIES
FRANCHISE CENTRE

QLS LEARNING MANAGEMENT SYSTEM

QLS

Learning Management System

- Student Management
- Faculty Management
- Academic Management
- Content Management
- Centre Management
- Finance Management
- QC Management

VISION, MISSION & VALUES

VISION

To become Global benchmark in Teaching & Learning by Developing Innovative Web-Based Application & Platform, and provide digital content with monitoring methodology for the entire educational eco system.

MISSION

To provide excellence in education through Information Technology. Aim to define the absolute standard of excellence in the area of academics by imparting a winning attitude in students, delivering quality education, transparency and honest in commitment towards students & parents.

VALUES

QLS Believes in:

- **Education** is the most **powerful** me ans which can change the world .
- **Children** must be taught **how to think**, not what to think.
- **Honesty** in commitment & ethical **behaviour.**
- Continuous Impovement in **quality & systems**.

QLS Commitment:

- Adhere to truth and values for betterment of the society.
- To bring innovative methodology of learning so that students are prepared for a bright future.
- Impart knowledge on which students can build a bright career.
- Treat everyone with respect and fairness.

EDUCATION : THE SIGNIFICANCE

Education is essential not only for the success of individual but also for the success of countries across the globe. It has thus moved to the core heart of interest to invest in human capital. For any nation, the level and quality of education are the bench mark to show its development. The article 26 of the Universal Declaration of Human Rights states that everyone has a right to a basic education and that it should be free and available to all. In fact, education is key to achieving all of the eight UNMDGs (United Nations Millennium Development Goals). It has also been advocated that education leads towards the reduction of poverty and inequality. It chalks out the way for sustained economic growth. The 2011 census showed that India´s literacy has reached 74%, an increase of 9.2% from the 2001 census, if we have to reduce the illiteracy from 26 percent to 15 percent by the year 2020, at least 15 million people need to be educated per year. But the current statistics show that we are not educating more than 7 or 8 million people per year. The total expenditure has estimated on an average Rs. 1000 per month per child in a Govt. School. With this hefty expenditure by Governments, we are not able to get quality output within our existing system.

The internet-based education system has been in practice in many countries and there is enough evidence to demonstrate that it is working effectively and could bring a change within a very short span of time resulting in quality output in the education system. We need to implement this system in INDIA without any further delay so as to achieve the aim of universalisation of Education system.

ONLINE EDUCATION: MARKET SCENARIO

In a survey done by KPMG and Google in India, approximately 710 million students (7.10 Crores) are taking coaching and tuition to supplement their school education.

Online education market in India currently stands at ₹ 18000 million i.e. eighteen thousand crores and is expected to witness an 8X growth by 2021 to reach the astonishing figure of ₹ 140 Billion. The **primary & secondary school tuition and coaching will dominate the market share** at 39% by the year 2021 with a **compounded annual growth rate of 60%** and will cross ₹ 80 Billion. This is mainly due to penetration of internet and smart phone in Tier-2 & Tier-3 cities. More growth can be expected if quality & speed of internet is improved across the country.

The increase of internet services and the use of smart phone has created a huge demand for online study. There are a very few online educational institutions who provide these services to the students. Majority of them deliver only video lectures and text with no monitoring of learning in students .

QLS : THE FORCE

Born out of excellence and an aim to perfect the development of actual learning skill / ability, QLS brings a new concept in education. It is a paradigm shift from "**teaching to learning**", probably first time.

QLS is unique in itself. It provides the state-of-the-art technology with focus on learning rather than on teaching, using holistic multiple learning tools. QLS ensures 100% progress in the child's academic performance and aims to ensure learning.
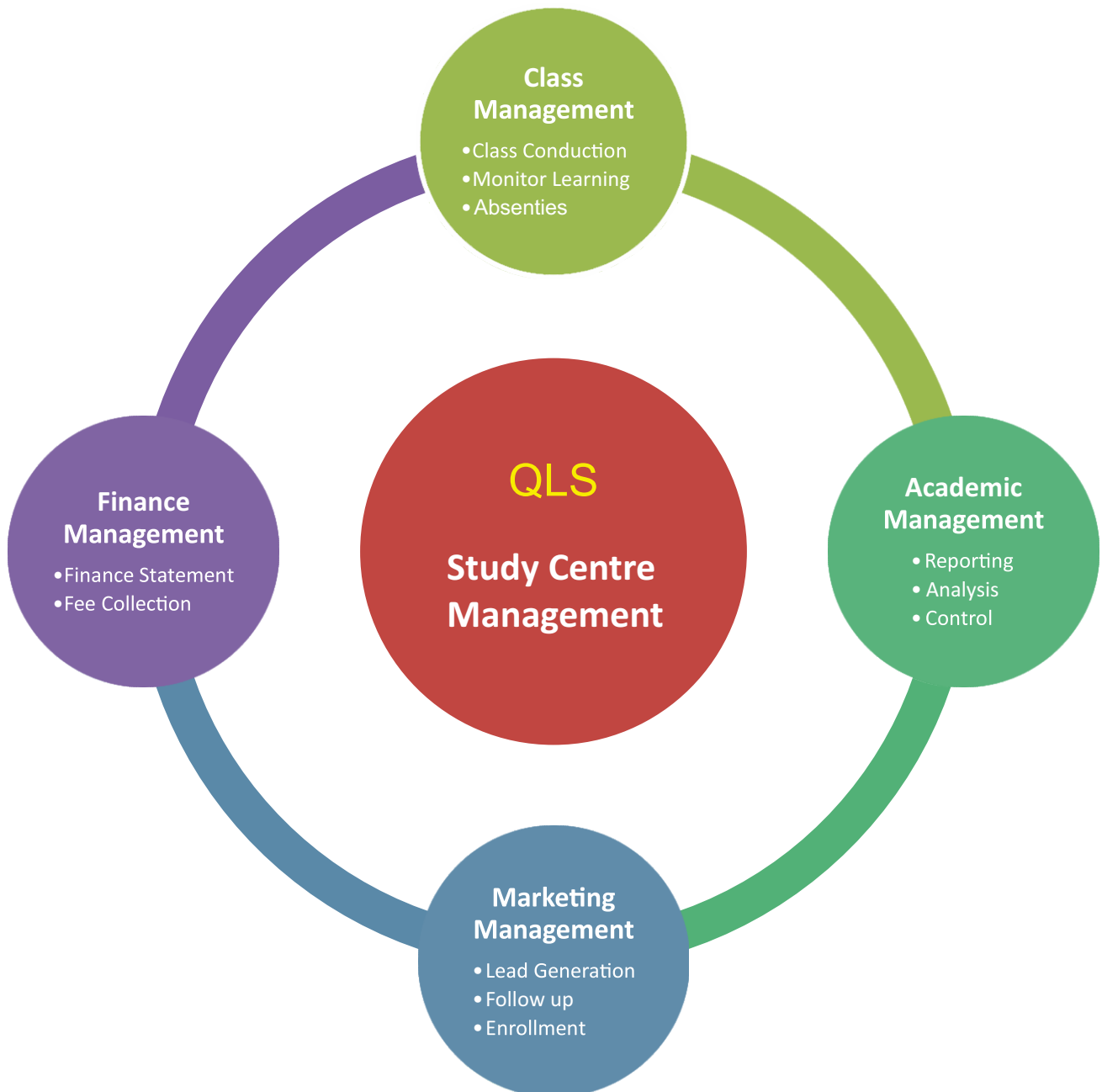
Presently online education pedagogy, is only a passive approach where videos are the main source of content and are non-interactive.

The QLS learning system works like a satellite eye which has watch on every activities of the stake holder involved in education. The child's attention is tracked, faculty's teaching skills are assured, which results in actual learning and reinforce better understanding. QLS is a cloud based monitoring and navigation tool to ensure better academic performance for a bright career.

The team QLS is a blend of experience & enthusiasm. The founders are Mr. Virendra Pathak an engineering graduate having more than 30 Years of experience in the field of education and coaching, and Mr. Vishal Pathak, a young entrepreneur and alumni of BITS Pilani. He is B.E. (EEE) & M.E. in Software Systems from BITS Pilani, specialised in Artificial Intelligence & Machine Learning.

QLS learning process uses AI & ML which is undoubtly the best tool for academic improvement.

BUILD INDIA, EDUCATE INDIA

Class Management
- Class Conduction
- Monitor Learning
- Absenties

Finance Management
- Finance Statement
- Fee Collection

QLS

Study Centre Management

Academic Management
- Reporting
- Analysis
- Control

Marketing Management
- Lead Generation
- Follow up
- Enrollment

COST OF PROJECT : QLS STUDY CENTRE

Sr. No	Investment Rs. in Lacs	Cities		
		Tier-1 Population Above 50 Lacs (Metro Cities)	Tier-2 Population 25- 50 Lacs	Tier-3 Population 10 - 25 Lacs
1	**QLS Affiliation fee for 5 Years**	8.00	6.00	4.00
2	**Hardware & Electricals T1 T2&T3** • Smart Board 4 3 • Desktop & Laptop 5+1 4+1 • UPS 1 1 • TABs 10 7 • Internet & Router 1 1	5.60	4.50	4.50
3	**Cost of Interiors & furniture** • Interiors • Partition • Furniture & Class room tables. • Air conditioner • Library Books	4.50	4.00	4.00
4	**Promotional Materials & Promotion** • Glow Sign • Hoardings • Print Media • Centre Inauguration	2.50	2.00	1.50
5	**Working Capital for 2 months** • Staff salary • Rent • Utilities	7.00	5.00	2.50
	Total Cost Of Project Rs. In Lacs	**23.10**	**21.50**	**16.50**

Centre Capacity : No. of Students	960	720	630

Product Offered	• **CBSE Standards 6th to 10th** • **One to One Tuition** • **School Integration Program**

PROFITABILITY : QLS STUDY CENTRE

Cities   Rs. in Lacs

Sr. No	Major Head	Tier-1 Population Abo e 50 Lacs	Tier-2 Population 25- 50 Lacs	Tier-3 Population 10 - 25 Lacs
A	Annual Turn Over	231.20	189.20	93.50
B	Expenditure			
1	Salary	26.76	20.40	10.30
2	Rent of premises	7.20	3.60	1.80
3	Promotional & Branding	3.45	2.85	1.50
4	Admin. Expenses	5.85	4.60	3.50
5	Utilities	3.00	1.80	1.50
6	Royalty to QLS	46.24	37.80	18.70
7	GST	8.30	6.80	3.50
	TOTAL	100.80	77.85	40.80

Profit margin at 100% capacity	56.54%	57.30 %	56.00%
Break-Even Point	25.00%	23.00 %	26.00%

COST OF PROJECT : QLS STUDY CENTRE

Cities

Rs. in Lacs

Sr. No	Investment				District Population 5 - 7 Lacs	Mini Centre Population 3- 5 Lacs	Home Centre Any Small Locality /Colony
1	**QLS Affiliation fee**	**for 5 Years**			2.00	1.00	0.50
2	**Hardware & Electricals**	**D**	**M**	**H**	3.00	2.00	1.50
	• Smart Board	2	1	1			
	• Desktop & Laptop	2+1	1+1	1			
	• UPS	1	1	1			
	• TABs	3	2	2			
	• Internet & Router	1	1	1			
3	**Cost of Interiors & furniture** • Interiors • Partition • Furniture & Class room tables. • Air conditioner • Library Books				3.00	2.00	0.75
4	**Promotional Materials & Promotion** • Glow Sign • Hoardings • Print Media • Centre Inauguration				0.75	0.50	25
5	**Working Capital for 2 months** • Staff salary • Rent. • Utilities				2.00	1.00	0.50
	TOTAL Rs. in Lacs				**10.50**	**6.50**	**3.50**

Centre Capacity for Students	450	225	90

Product Offered	• **CBSE Standards 6th to 10th** • **One to One Tuition** • **School Integration Program**

PROFITABILITY : QLS STUDY CENTRE

Sr. No	MAJOR HEAD	DISTRICT Amount (₹ in Lakhs)	MINI Amount (₹ in Lakhs)	HOME Amount (₹ in Lakhs)
A	Annual Turn Over	73.20	40.50	18.75
B	Expenditure			
1	Salary to employee	8.15	5.50	1.80
2	Rental of premises	1.50	0.75	0.30
3	Promotional & Branding	1.00	0.70	0.25
4	Admin. Expenses	2.50	1.20	0.65
5	Utilities	1.00	0.60	0.35
6	Royalty to QLS	14.65	8.10	3.75
7	GST	2.65	1.50	0.70
	TOTAL	31.45	18.35	7.80

Profit margin at 100% capacity	57.00%	54.00 %	57.00%
Break-Even Point	25.00%	28.00 %	23.00%

विद्या ददाति विनयं विनयाद् याति पात्रताम् ।
पात्रत्वात् धनमान्पोति धनात् धर्म तत: सुखम्ं ॥

अर्थात :– विद्या विनय (विनम्रता) देती है, विनय से पात्रता (योग्यता) आती है, पात्रता से
धन आता है, धन से धर्म होता है, और धर्म से सुख प्राप्त होता है।

Sheduling of class & subject

AI Based career prediction

Concentration monitoring

Student Management System

Home assignment monitoring

Solution & explanation

Offline learning

Test & error analysis
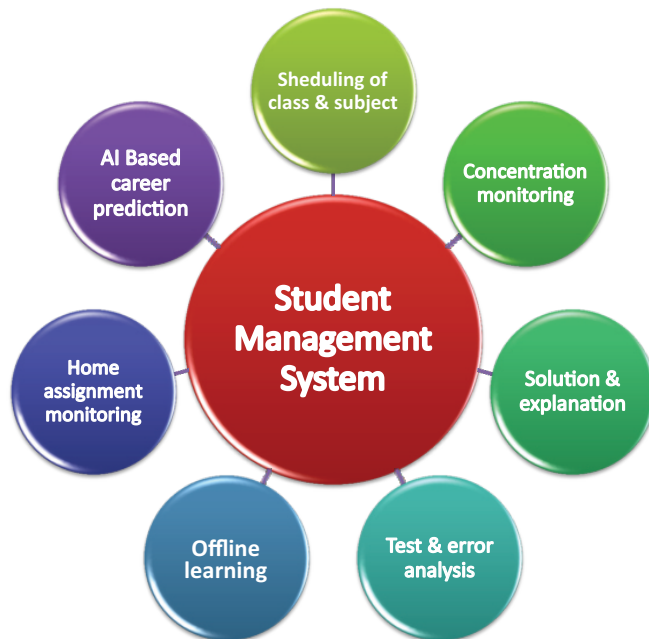
धर्मज्ञो धर्मकर्ता च सदा धर्मपरायण: ।
तत्वेभ्य: सर्वशास्त्रार्थादेशको गुरूरूच्यते ॥
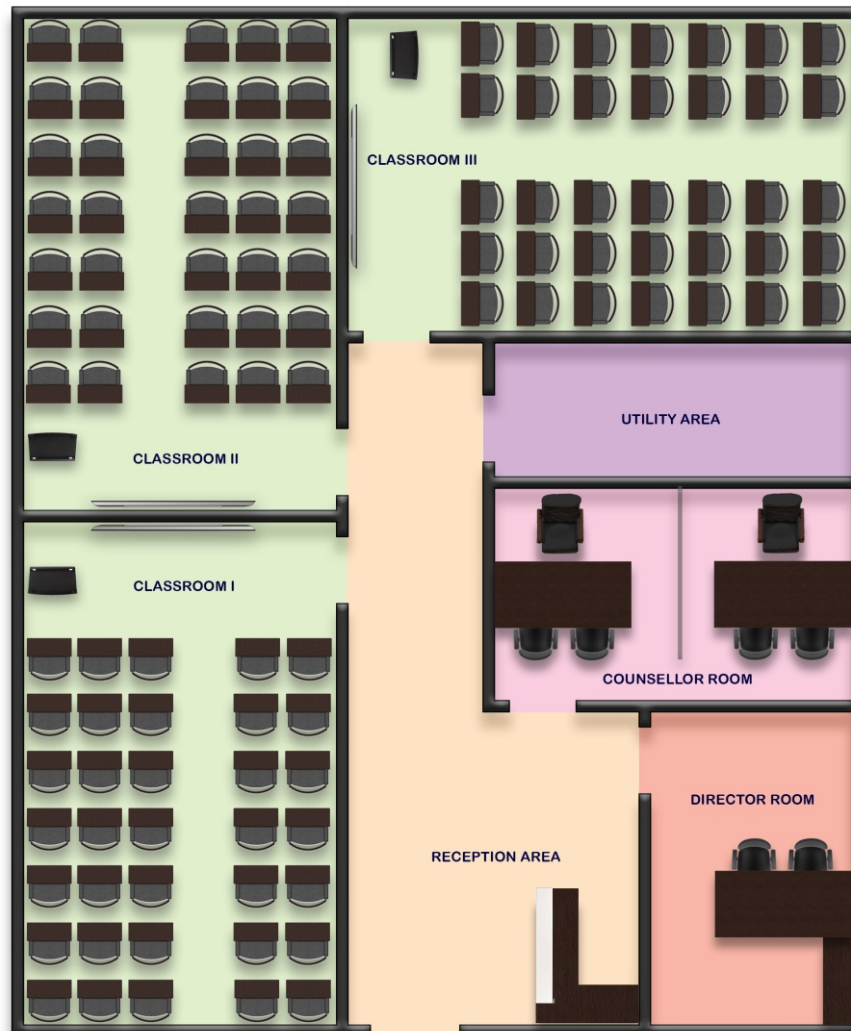
अर्थात :– धर्म को जानने वाले, धर्म मुताबिक आचरण करने वाले, धर्मपरायण और
सब शास्त्रों के अनुसार आदेश करने वाले गुरू कहे जाते हैं।

Teaching Tracking & Testing

Content Creation

Recruitment & training

Faculty Management System

Test Preparation

AI Based faculty evaluation

Self Improvement & upgrading

ORGANISATION CHART: QLS STUDY CENTRE

Centre Director

Centre Manager

Business Development Manager

Academic Manager

Business Executive

Faculty

Counsellor

Finance Executive

MODEL LAYOUT : QLS STUDY CENTRE

SPECIFICATION		TIER-1 & 2 CITY			TIER-3 CITY		
Sr. No.	ROOM TAG	NUMBERS	AREA SQ.FT.	TOTAL AREA IN SQ.FT.	NUMBERS	AREA SQ.FT.	TOTAL AREA IN SQ.FT.
1	RECEPTION	1	100	100	1	100	100
2	DIRECTOR ROOM	1	75	75	1	75	75
3	CENTER MANAGERS ROOM	1	75	75			
4	ACCOUNTANTS ROOM	1	75	75			
5	COUNSELLOR ROOM	2	75	150	2	50	100
6	STAFF ROOM	1	150	150			
7	CLASSROOMS	3	352	1056	3	308	924
8	UTILITIES	1	75	75	1	75	75
9	CIRCULATION SPACE						
AREA REQUIREMENT		2000 SQ.FT.			1600 SQ.FT.		

# MODEL LAYOUT : QLS STUDY CENTRE

SPECIFICATION DISTRICT PLACE

Sr.NO.	ROOM TAG	NUMBERS	AREA (EACH) SQ.FT.	TOTAL AREA in SQ.FT.
1	RECEPTION	1	100	100
2	DIRECTOR ROOM	1	75	75
3	ACCOUNTANTS ROOM	1	75	75
4	COUNSELLOR ROOM	2	75	150
5	CLASSROOMS (30 STUDENTS)	3	280	840
6	UTILITIES	1	75	75
7	CIRCULATION SPACE			
	AREA REQUIREMENT	TOTAL	1600 SQ.FT.	
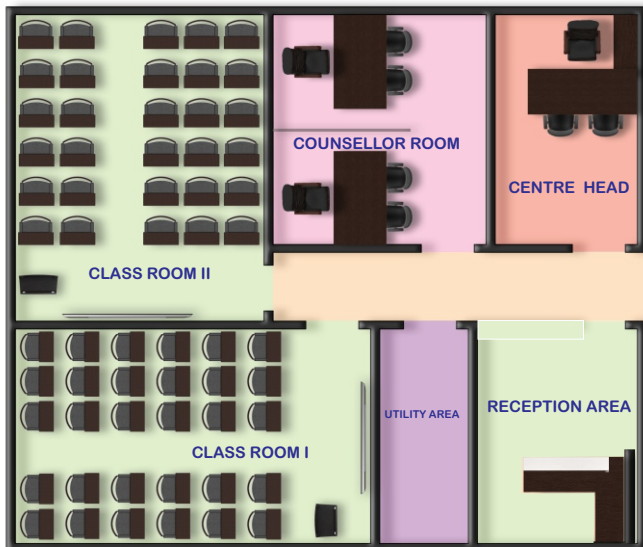
SPECIFICATION MINI CENTRE

Sr.NO.	ROOM TAG	NUMBERS	AREA (EACH) SQ.FT.	TOTAL AREA in SQ.FT.
1	DIRECTOR ROOM	1	100	100
2	COUNSELLOR ROOM	2	75	150
3	CLASSROOMS (25 STUDENTS)	2	252	504
4	FACULTY / EXTRA CLASSROOM	1		
5	CIRCULATION SPACE			
	AREA REQUIREMENT	TOTAL	1000 SQ.FT.	
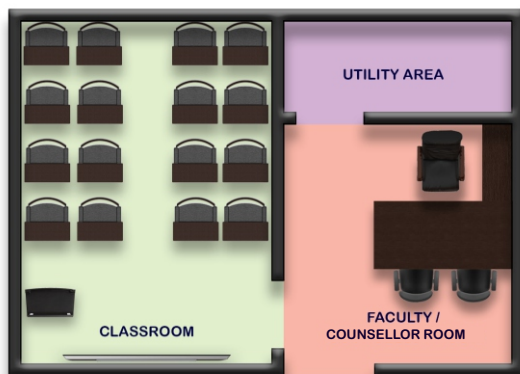
SPECIFICATION HOME CENTRE

Sr.NO.	ROOM TAG	NUMBERS	AREA (EACH) SQ.FT.	TOTAL AREA in SQ.FT.
1	FACULTY / COUNSELLOR ROOM	1		
2	CLASSROOM (16 STUDENTS)	1	165	165
3	UTILITIES	1		
4	CIRCULATION SPACE			
	AREA REQUIREMENT	TOTAL	500 SQ.FT.	
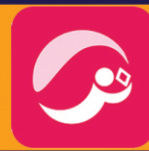
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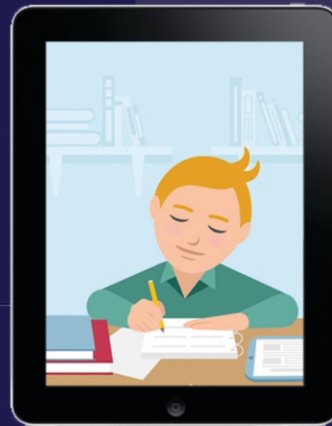DRIVING EDUCATION TO PERFECTION

STUDY CENTRE
LEARNING METHODOLOGY

QLS

STUDY CENTRE

PARENTS
NOTIFICATION

ASSIGNMENT
AT HOME

MIS
&
FACULTY
UPDATE

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