

TechVista Code Solutions



- Founder & CEO: Madiha Altaf Shaikh
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- One-Line Description: Comprehensive training and development for web applications, providing 100% job assistance globally.

Team

Madiha Altaf Shaikh

Role: CEO & Founder

Responsibilities: Training clients, developing websites, overall company direction.

Expertise: Extensive programming knowledge, experience in web and application development.

Equity: 70%

Ghufran Feroz Saudagar

Role: Manager & Co-founder

Responsibilities: Client management, requirements gathering, operational oversight.

Expertise: Management, client relations, operations.

Equity: 20%

The Issue or Pain Point



Customer Need: There is a significant demand for high-quality, up-to-date training in web application development.



Current Solutions: Many training programs offer outdated or generic courses without personalization or real-world job preparation.



Our Solution: We provide personalized, up-to-date training tailored to individual client needs, ensuring they are job-ready with 100% job assistance.

Product/Technology Overview



UNIQUENESS: OUR TRAINING PROGRAMS ARE HIGHLY PERSONALIZED AND UPDATED REGULARLY TO KEEP PACE WITH INDUSTRY TRENDS. WE ALSO OFFER REAL-WORLD JOB PREPARATION, INCLUDING MOCK INTERVIEWS AND CERTIFICATIONS.



ADDITIONAL SERVICES: WE DEVELOP CUSTOM WEBSITES AND APPLICATIONS FOR CLIENTS, ENSURING A PRACTICAL APPLICATION OF OUR TRAINING.

Business Model



TRAINING SERVICES: CLIENTS PAY ₹20,000 ON AVERAGE FOR PERSONALIZED TRAINING PROGRAMS.



WEBSITE DEVELOPMENT: CLIENTS PAY BETWEEN ₹5,000 TO ₹25,000 FOR CUSTOM WEBSITE AND APPLICATION DEVELOPMENT.



JOB ASSISTANCE: 100% JOB PLACEMENT SERVICES INCLUDED IN TRAINING PROGRAMS.

Size of the Market Opportunity

Domestic Market
(India):

Training: 100 clients x
₹20,000 = ₹2,000,000
per year.

Website Development:
50 projects x ₹15,000
(average) = ₹750,000
per year.

Global Market:

Training: 50 clients x
₹30,000 = ₹1,500,000
per year.

Website Development:
30 projects x ₹20,000
(average) = ₹600,000
per year.

Total Market
Opportunity:
₹4,850,000 per year.

Current Traction

Achievements:

Successfully trained clients globally (India, Canada, USA, Australia, UK, Uganda, Dubai, Saudi Arabia, Sri Lanka).

Provided job assistance and placements.

Founder invited as a speaker at Symbiosis College and awarded for entrepreneurship at Aurora Tower, Pune.

Customer Base: Growing client base with a strong reputation for quality training and development services.

Competitive Landscape



Financials Current and Projections

Current Year (2024):

Revenue: ₹2,500,000

CAPEX: ₹200,000 (Computers, software)

OPEX: ₹400,000 (Salaries, marketing, utilities)

Year 1 (2025):

Revenue: ₹4,000,000

CAPEX: ₹300,000

OPEX: ₹600,000

Year 2 (2026):

Revenue: ₹6,000,000

CAPEX: ₹400,000

OPEX: ₹800,000

Year 3 (2027):

Revenue: ₹8,000,000

CAPEX: ₹500,000

OPEX: ₹1,000,000

Funding Needs, Use of Funds & Proposed Valuation

Funding Required: ₹2,000,000

Use of Funds:

Hiring additional trainers: ₹800,000

Office rental and setup: ₹500,000

Marketing: ₹500,000

Technology upgrades: ₹200,000

Fund Utilization: Funds will last 12 months, enabling us to expand our team, establish a physical office, and enhance our marketing efforts.

Follow-on Capital: Additional ₹3,000,000 planned for Series A round after 12 months for further expansion.

Valuation Sought: ₹10,000,000

Current Equity Structure, Fundraising History, and Investors

Current Equity Structure:

Cap Table:

Madiha Altaf Shaikh (Founder & CEO): 70%

Ghufran Feroz Saudagar (Manager & Co-founder): 20%

Contract-based employees: 5%

Reserved for future hires: 5%

Amount of Money Invested So Far:

Founder's Investment: ₹300,000

Investment in computers, software, certifications, and knowledge.

Additional Investments:

Time and Expertise: Significant contributions from founders.

Certificates and Knowledge Acquisition: Enhancing service quality and credibility.

Exit Options

- Acquisition by a Larger Company:
 - Potential acquirers include large tech companies or educational technology firms.
- Strategic Partnerships and Buyouts:
 - Strategic partnerships with bigger players in the tech and education industry.
- Private Equity Buyout:
 - Private equity firms interested in scalable and profitable businesses.
- Initial Public Offering (IPO):
 - Going public in the long term as the company grows and captures substantial market share.
- Employee Stock Ownership Plan (ESOP):
 - Allowing employees to buy shares in the company.
- Comparable Exits in the Industry:
 - Great Learning's Acquisition by Byju's: Acquired for \$600 million in 2021.
 - Simplilearn's Sale to Blackstone: Acquired for \$250 million in 2021.
 - Pluralsight's Acquisition by Vista Equity Partners: Acquired for \$3.5 billion in 2020.

Achievements, Certificates, and Client Feedback

Achievements:

Invited as a speaker at Symbiosis College and awarded for entrepreneurship at Aurora Tower, Pune.

Certificates:

Various certifications in programming and web development technologies.

Client Feedback:

Positive feedback from clients across India, Canada, USA, Australia, UK, Uganda, Dubai, Saudi Arabia, Sri Lanka.