How does a Tutor help?

Individual Learning
Confidence Enabler
Competitive Edge
Current Reality

Perfect Match
Students and Tutors have trouble finding a perfect match

Big Network
Word of mouth doesn’t always work

Trust and Safety
Sense of comfort
Survey Validation

65% willing to pay extra for “Verified Tutors”

93% interested in personality match

Top Priority - Ease of finding quality tutors
Market Validation
(Spoiler Alert: It’s growing)

3.9M Subscribers
2019

18M Transactions
2019

51.2M Subscribers
2019

Chegg

Tutor.com

New Oriental
Extended Landscape

- **Khan Academy**: Non-Interactive, High Quality
- **Tutor.com**: Interactive, High Quality
- **NEW ORIENTAL**: Interactive, Low Quality
- **Chegg**: Non-Interactive, Low Quality
- **Nextdoor**: Non-Interactive, Interactive
- **Thumbtack**: Non-Interactive, Low Quality
- **Care.com**: Non-Interactive, Low Quality
- **craigslist**: Non-Interactive, Low Quality
- **YouTube**: Non-Interactive, Interactive

TutorConnect
No current platform offers intelligent matching

Students

How do I...
find tutors?
identify expertise?
know if they’ll help?
know if personalities match?

TutorConnect
Marketplace

Tutors

How do I...
find students?
market my skills?
improve my rating?
connect with students?
## Matching Engine

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Market Size

- **$200 Billion**: Fees Paid for Private Tutoring
  - Total Global Market

- **$50 Billion**: Trusted & High Quality Tutors
  - Serviceable Addressable Market

- **$1 Billion**: Fees Paid on our Platform
  - 2% market share

* Zion market research
Business Model

Fees Paid on our Platform
2% market share

$1 Billion

10% Transaction Fee

$100M Revenue
# Go-to-Market

## Launch
- Schools & Events
  - Onboard California
  - Promotional Rates
  - Attend Events

## Ecosystem
- Partnerships
  - School Districts
  - Private Schools
  - Colleges
  - Google Classroom
  - Zoom
  - Other Online

## All
- Scaling
  - Global Launch
  - Co-working Space
  - Beyond Academics
  - Build Learning Platform
Core Values

Quality
Tutors and students matched based on a wider array of parameters

Safety
Background checks and feedback from previous matches improve safety

Network
Access to a wider pool of tutors compared to word of mouth
Our Team

Aashima Goel
Chief Executive Officer
Seasoned Technology leader and a certified Integral Coach. Holds passion for people development

Arunkumar Balasubramanian
Chief Technology Officer
Holds multiple technology patents and has built many globally renowned Yahoo Products.

Rajeswara Padisetti
Chief Data Officer
Lives and breathes data.

Sushil Anand
Chief Product Officer
Likes to create disruption and create products from the ground up.

TBH
Chief Marketing/Sales Officer
Looking for a Rockstar marketing person

TBH
Lead Designer
Looking for a Rockstar UX/UI person
Our Ask

Funding

$2M

24 month runway

Network

Connect with School Boards
Funds Utilization

50%  Hiring a development team to build the product

30%  Marketing and product launch

20%  Infrastructure required to support the product
Thank You

Contact: us@tutorconnect.com