



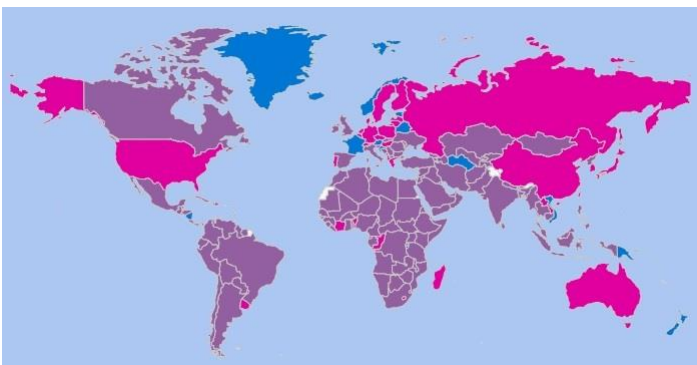
EduTech Outsourcing landscape

Cost-effective ways to
deliver distance learning
through outsourcing

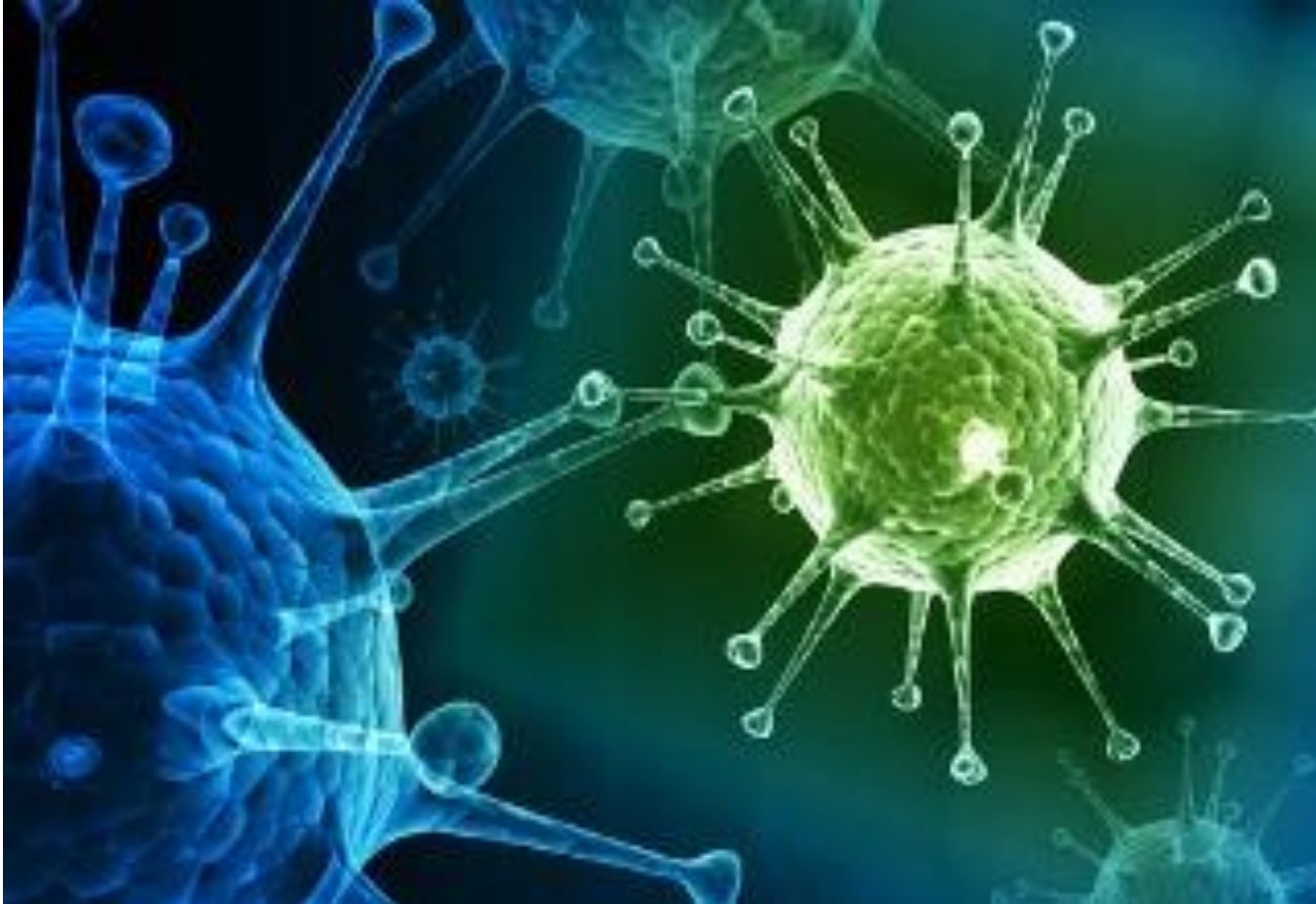
Global estimates

- 106 countries with country-wide school closures
- > 1Bn out of school students (60.5% of total enrolled)
- ~ 7Mn additional student dropouts (primary - secondary) due to the income shock
- Estimated loss of between 0.3 and 0.9 effective years of basic schooling

Global monitoring of school closures



• Localized • Country-wide • Open



Covid-19 impact

The global pandemic has impacted educational systems worldwide, leading to the near-total closures of schools, universities and colleges. School closures has shed light on various socio-economic issues such as income insecurity and access to healthcare services.

<https://en.unesco.org/covid19/educationresponse>

<https://elibrary.worldbank.org/doi/abs/10.1596/1813-9450-9284>

Impact on Educational Systems



Academic Institutions

- May have to alter curriculum to fit shortened schedules
- May take financial hit (in terms of enrollee fallout, resource modifications)
- May have to offer alternative means to deliver education services



Teachers

- May take financial hit (reduced income opportunities, or worse > layoff)
- Learn new technologies and adjust their teaching methodologies
- Scramble to adapt their lesson content for a distance learning strategy



Parents & Students

- Parents are juggling work responsibilities (if not joblessness) with caring for and educating their children; Health security & financial recovery is of primary concern
- Parents may seek education alternatives (transfer, home school, stop)
- Students are faced with greater learning challenges

Social Distancing in a School setting

Activities



- Mass gathering events such as School Fairs, Graduation Ceremonies, and other school events may have to be cancelled
- Re-think approach to day-to-day activities such as Entering/Exiting School, Break time, Flag Ceremonies
- Consider alternatives for activities such as Enrollment, Physical Education

Facilities



- Consider increasing area or reduce rate of usage for frequently-used facilities such as classrooms (i.e. try to reduce the teacher : students ratio)
- May entail scheduling of usage on facilities such as Canteen, Playgrounds, Gyms, Library

Methodologies



- Teachers may have to practice some form of Distance Learning strategies.
- Use other mediums and technologies such as video conferencing, audio recordings, file sharing via the web

Implementing Social Distancing and other health-related measures in a school setting entails **significant increases** in **Operating Expenses** and **Capital Expenditures**.



EduTech Solutions

What is out there to help address the problems?

<https://elearningindustry.com/type-of-elearning-content-create>

Software Systems (Learning Management; School Management)

LMS software is use to deploy and track **online learning initiatives**. Typically, **assets** are uploaded to the LMS, which makes them easily accessible for remote learners. School Management System help schools manage other school activities.

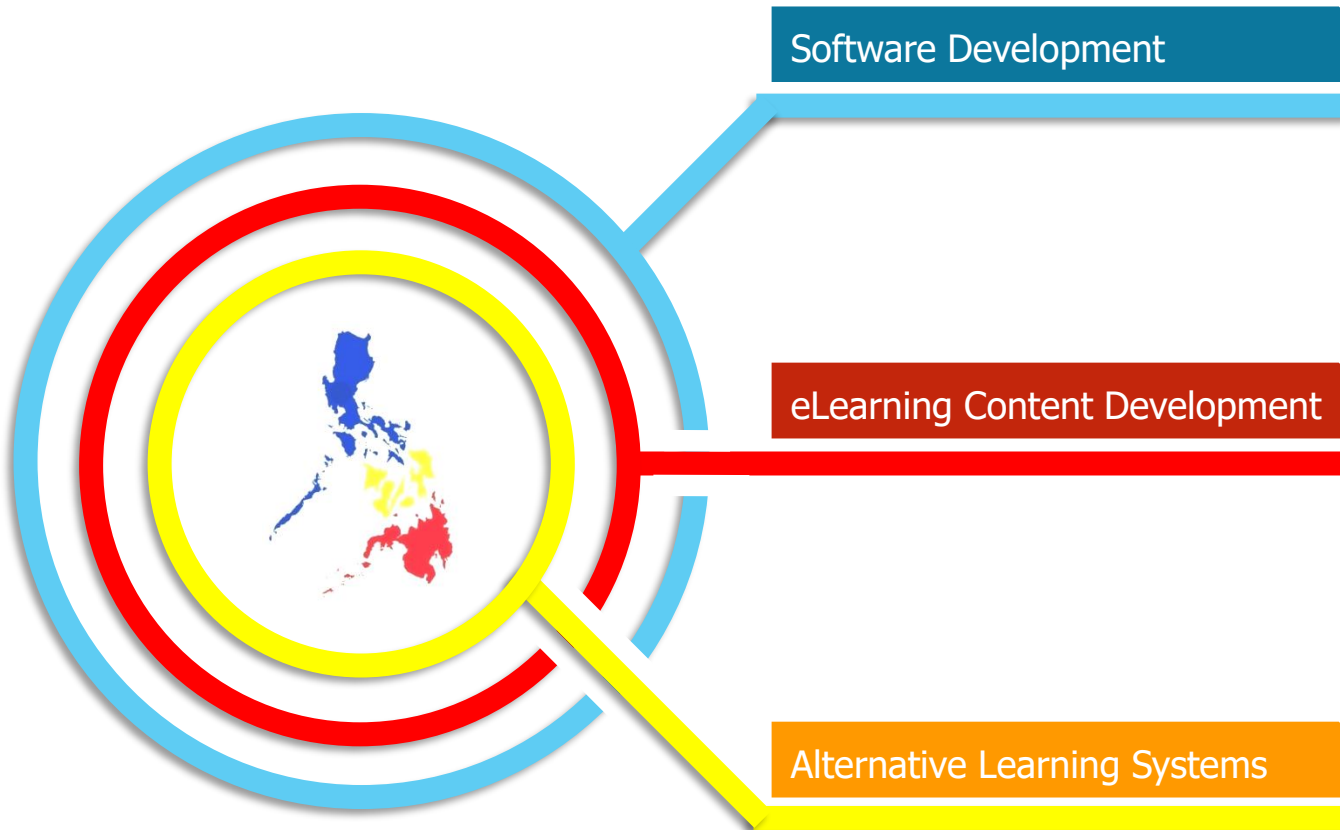
eLearning Content

Customized on-line courses, designed to function as **Performance support**, as a **Learning experience** to build skills and behaviors, or as source of **Information**.

Alternative Learning Systems

Special Education Systems meant to address special needs such as learning disabilities or other difficulties; **Highly-Specialized Curriculum Programs** meant to improve acuity and proficiency in subjects such as Math and English Language; and **Tutorial** services.

Edutech Outsourcing in the Philippines



The Philippines has close to 40 years of experience in IT-based outsourcing.
Close to 1.8M people work in the IT-BPO sector, over 400K of which work in Software, Game and Animation not counting the over 1.5M Freelancers
Over 9% contribution to GDP



- School systems (LMS/SMS)
- Mobile App Development
- Game Development



- Storyboard development
- Video editing/post production
- 2D/3D animation
- Motion Graphics
- Voice Overlay, music & sound effects
- Interactive Learning Content



- Remote/Video-based Teaching
- Online Tutoring
- 51talk – 20,000 partner-teachers
- Rare Job- 800,000 users in Japan with 6,000 Filipino tutors.

I.T. Outsourcing Leaders

Leaders



India



Philippines

Alternatives



China



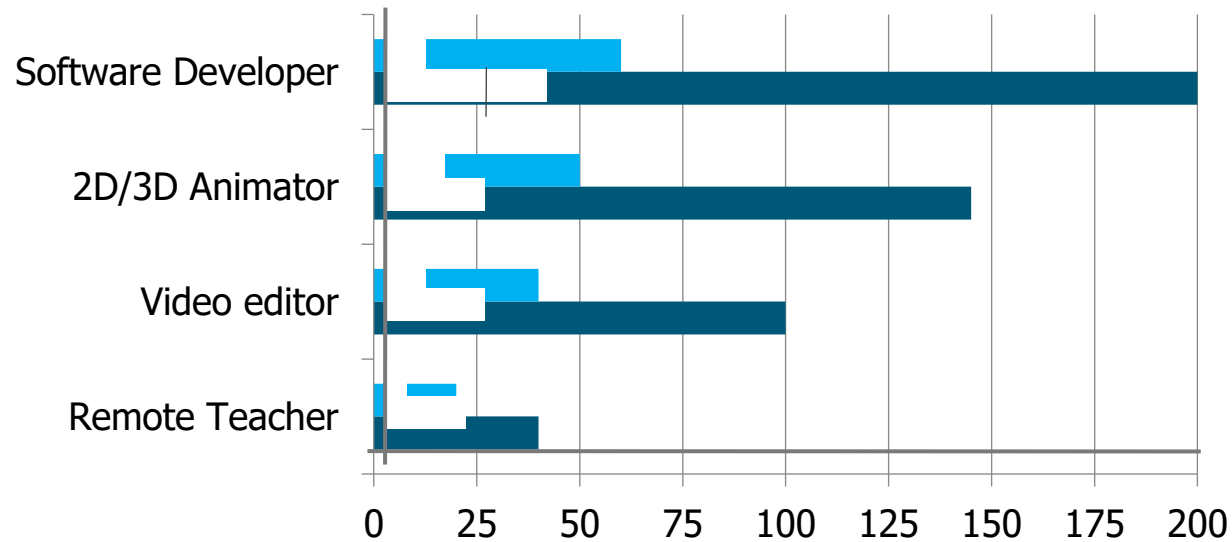
Mexico

Developing Global
Destinations

Chile
Brazil
Poland

Thailand
Indonesia
Malaysia

Hourly Rates Comparison



Relevant PH Labor rates are 40% - 80% cheaper than the US Labor rates



This leads to customized design & development of client requirements at costs lower than options currently available to the US market.



LMS subscription rates **per user per month** (@ 500 Users) ranges from US \$1.25 to US \$10.00

For the same price, Schools will receive value-added services from PH providers:

- ✓ Design customization
- ✓ User Training
- ✓ Web-hosting
- ✓ Support and Maintenance



1 hour of ready **online learning content** takes 100-160 hours to produce.

1 hour of ready **eLearning content costs** \$8,150-\$36,205 (\$22,178 on average) to produce

In PH, it can be done at half the cost!!

<https://www.betterbuys.com/lms/lms-pricing-guide/>

<https://raccoongang.com/blog/how-much-does-it-cost-create-online-course/>



ducation made
asy.

How Academ-e can help

We help Schools implement effective learning strategies by helping them develop ready to use eLearning Modules, which enables Teachers to focus on their primary function, and improves the learning comprehension of Students.

[Click here to play Academ-e's video](#)



Combining 20+ years of experience in Software and Multimedia Development with a pool of renowned Academic Professionals and Multimedia Artists

EACOMM Corporation

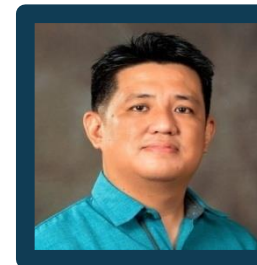
- ✓ Founded 2001
- ✓ Award-winning Multimedia and Software Development Studio
- ✓ Counts Fortune 500 companies such as Google, Ericsson, and Emerson as well as Top Tier Philippine Schools as clients

Achievers Special Education Center

- ✓ Founded 1996
- ✓ Developed a Full Course of K-6 Learning materials base on a curriculum designed by a National Outstanding Teacher Awardee
- ✓ PhD course developers and consultants from the University of the Philippines

Management

Over 70 years of combined experience in the field of Statistics, Education, I.T., Engineering, Business Management, Actuarial Science, and Executive Management.



Alex Gallo

Managing Director

- Bachelor of Science in Statistics
- Administrator/Owner of ASEC



Mikhail Torres

Technology Director

- Bachelor of Science in Electronics Engineering and Master of Business Administration
- Managing Director of EACOMM

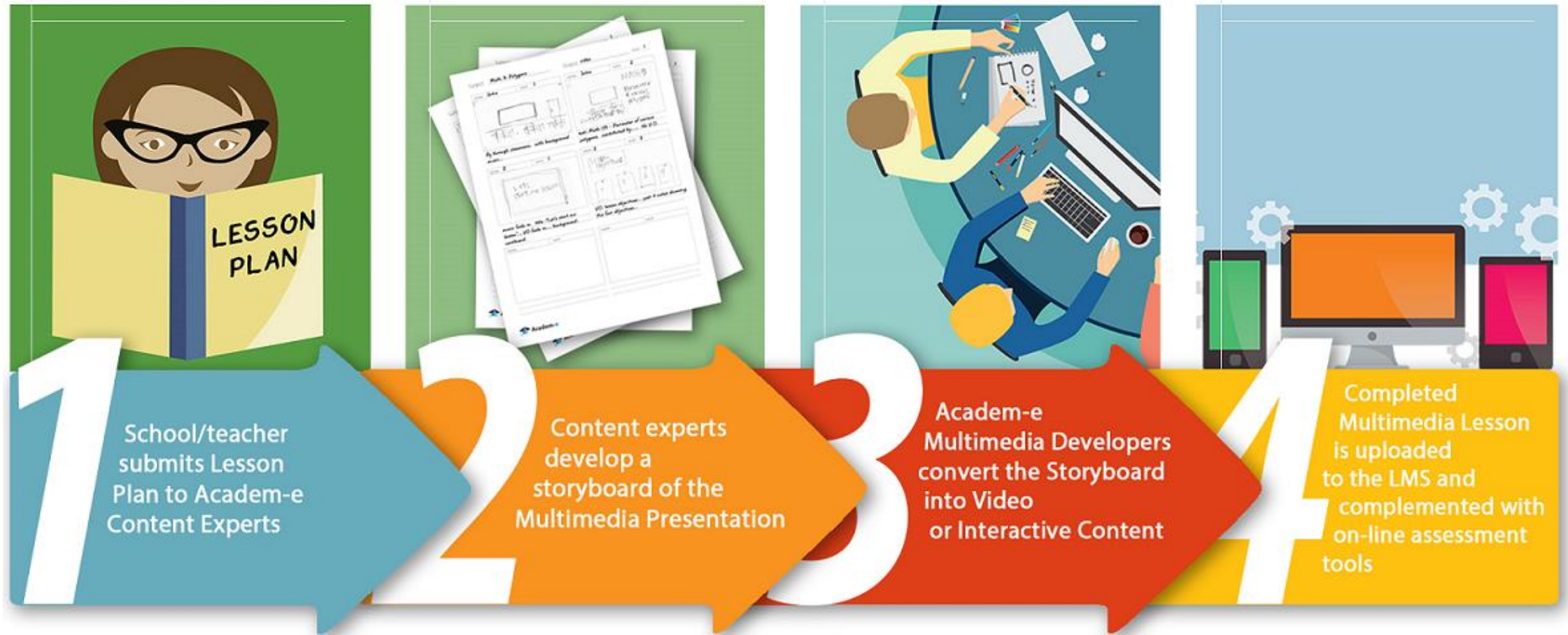


Arnel Herrera

Marketing Director

- Bachelor of Science in Mathematics
- Founder AQMA Tech Solutions

Content Development Process



- **USAID E-Learning Package for Microfinance** - Interactive DVD learning package with over 1,500 documents and 8GB of video for distribution to local Rural Banks.
- **Preschool Mobile Apps** - bilingual mobile apps for pre-school children
- **Emerson Electric Training Manual** - Interactive DVD Training Manual on the company's various products and service offerings.
- **University of the Philippines Faculty Manual** - Online and Interactive DVD Training Manual for the Faculty of the University of the Philippines
- **DIWA Learning Solutions** - Suite of Web-based Multiplayer Learning Games deployed to private schools.



Case Studies

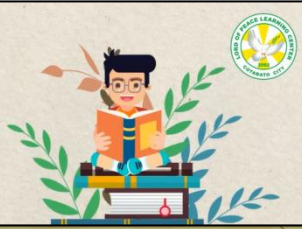


eLearning Modules; Mobile Apps; Interactive Manuals, Game-based Learning Modules

Case Study (K-6 eLearning Modules)

Science

Grade 6
Science Lesson 7
The Endocrine System

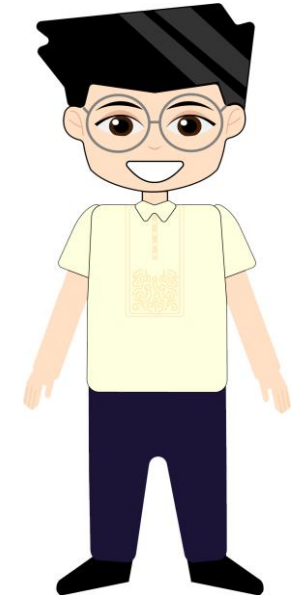


Mathematics

Over 1,500 elearning modules for various Private Schools in the Philippines with a K-6 curriculum.

Each module with its own set of Lesson Plans, Video-based lessons, and supplemented by interactive Performance Assessment tools (quizzes and exercises).

English



Computer



Outsourcing to Academ-e

Software systems



- Custom Software (LMS,SMS)
 - ✓ Training
 - ✓ Customization
 - ✓ Installation
 - ✓ Maintenance
 - ✓ Support

eLearning Content Development



- Video-based K-12 Modules
- Interactive K-12 Modules
- Educational Mobile Apps
- Educational Games
 - ✓ Storyboard development
 - ✓ 2D/3D animation
 - ✓ Motion graphics
 - ✓ Voice overlay, music and sound effects


Alternative Learning Systems




- eTutor (Tutoring Platform)
 - ✓ Video conferencing-based
 - ✓ Student-Tutor matching




Thank You

 Mikhail Torres

 +632 3438 2986

 inquiry@academ-e.ph

 <http://www.academ-e.ph/>