



Connecting experts, industry and education



## THE TEAM (Germany: 3, India: 9)



**Tim Miller**

Co-Founder & Managing Director

15 years experience in the Global Education and Certification market  
Extensive experience in Asia and the Middle East  
P&L responsibility in excess of 80 M Euro  
Building cross cultural teams of 1000+ people



**Mike D Wild**

Director

Over 20 years experience in SAAS sales and digital marketing.  
Building successful cross functional teams.  
Focussed on growth and commercialisation of the Certif-ID platform.



**Rakshit Manga**

Sales Director

Develop strategies for company's sales goals.  
Management of the entire sales process, KPI's, CRM lead management and forecasting to board level.  
Presenting and demoing business solutions within the 'pitch process'.

## ADVISORY BOARD



**Enrico Rühle**

Advisor

Member of the Board (Vorstand)  
bei Festo Didactic SE

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**Markus Dohm**

Co-Founder & Advisor  
Executive Vice President,  
TÜV Rheinland Group

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**Sunil Mathur**

Advisor  
MD & CEO Siemens India

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# Problem and Pain Points

Enter your subhead line here



## Institutes

- Digitalization of the quality control and certification process
- Challenge to upgrade curriculum standards to meet international best practice
- Marketing and upselling of services to existing centers
- Transparency and Data analytics of students and institutes
- Changing industry demand and need to develop new services



## Experts

- Lack of market visibility
- Limited local job opportunities with major barriers to access international jobs
- Lack of understanding of industry requirements
- No clarity on lifelong learning opportunities
- Overuse of existing networking platforms



## Recruiters

- Lack of skilled workers and overarching skills mismatch.
- Expensive and time consuming recruitment and onboarding process
- Limited connectivity with training providers to define skills requirements
- Constant change in skill requirements
- Need to retrain and qualify existing staff to meet demand

*# India establishes skills councils and partners with other countries for skills development & employment*

*# Germany eases visa requirements for 40 critical trades that are severely lacking in the market*

*# UK pledges to align immigration with Skills Shortages. Skill based visa requirements*

# A SHIFT TO A TECHNICAL SKILLED WORKFORCE

**#competancy #skills #getcertifid**

*# Saudi Arabia and the UAE implements new pre-screening solution to validate skills of expatriates before getting visas*

*# Japan opens new portal for dedicated recruitment programs from India and other countries*



## Connecting experts across industry & education

Certif-ID is a platform that can manage the entire learning and certification journey and bring trust and transparency back to the recruitment process.

## Blockchain Technology

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Enabling automated and efficient student registration and certification process while also providing secure tracking, authentication and instant proof.

## Trust & Transparency

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Backed by a system that is immutable, incorruptible, and supported by independent 3rd parties, members of the network can securely collaborate to create opportunities

## Process Optimization

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Process automation and competency-based recruitment increases efficiency and visibility of qualified expert profiles in global search results.

# WHAT WE OFFER

Certif-ID is an online platform that can manage the entire learning and certification journey and bring trust and transparency back to the recruitment process.



Visibility



Trust & Transparency



Blockchain Technology



Global Search



Process Optimisation



Skills Profile



Lifelong Technical Learning

# VALUE PROPOSITION

**30%**  
Increase

## Increased Efficiency

Institutes have shown a 30% efficiency increase in managing the certification process



## Data Analytics

Gain valuable insights from students on career path, jobs, network, learning etc.



## Skills Passport

Digital certificate wallet.  
Visibility of approved institutes, alumni, reviews & outcomes.

**75%**  
Reduction

## Recruitment Effort

Access to skills matched profiles with simplified verification process.



# Success / Traction to date



5 Countries



6000 Users



12 Universities



Revenue gen in  
Germany and India

**SIEMENS**

**FESTO**



**N · S · D · C**  
National  
Skill Development  
Corporation

 **TÜVRheinland®**  
Precisely Right.

 **TÜVRheinland®**  
NIFE



**Malteser  
International**



We were looking for a new solution to support us in optimizing our certification process and enable us to issue digital certificates using blockchain technology. Certif-ID provided us with a simple solution that helps us with both. We are seeing excellent optimization effects and are receiving great responses from our customers.

 **TÜVRheinland®**  
Precisely Right.

**Andreas Ollhof**

Managing Director, TÜV Rheinland  
Akademie GmbH



Our first experiences with Certif-ID have shown very promising results. Not only in the increased efficiency of our processes, but in the opportunity to roll out new business models and solutions to our customers. We are excited to work closely with Certif-ID on projects around the world.

**FESTO**

**Enrico Rühle**

Member of the Board, Festo Didactic SE

# Stable Program Runway

Focused and balancing business growth since its conception for 18 months and running.

