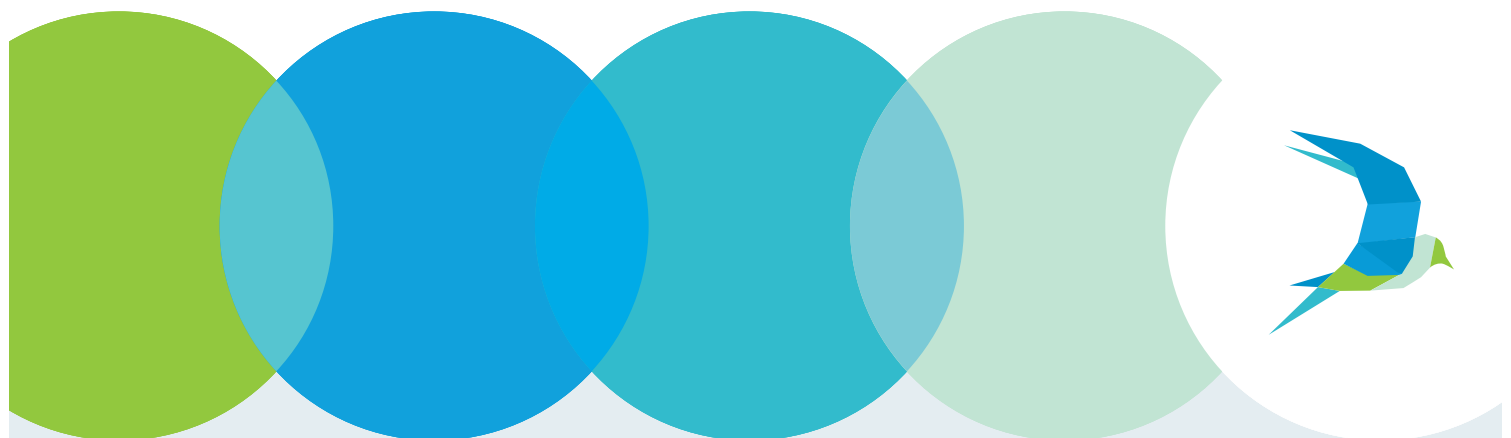


The proven Univariety approach to guiding students

Univariety specialises in the field of career guidance and college admissions planning. It is a part of the Singapore based 'International Education Gateway' which has operations in UK, USA and Asia. Our team of counsellors has assisted thousands of students in planning for their higher education choices. Currently in this field, we are the largest and the fastest growing solutions provider in India. We take pride in being thoroughly comprehensive and completely unbiased in our guidance approach.

We focus on senior school students who are in the process of planning for their higher studies. We have found that for a number of students and parents, this process can be very confusing and time consuming. Our aim is to be a one-stop shop and help students throughout this planning & admission process. We mentor students and take them through the following six stages of the college admission process:



Course Identification:

Based on the student's interests and strengths, the courses that he/she should apply to

College Identification:

List of top colleges to apply to and a separate list of best fit and backup colleges

Application Preparation:

Guidance on admission process, tests required and the best preparation methods

Preparation Assessment:

Ongoing assessment and remedial plans to fill preparation gaps

Application Guidance:

Guidance on application filling, quality check and final submission

Post Admission Support:

Guidance on choosing final colleges, scholarships and pre-joining preparations

We run a structured and defined programme to enable students achieve their higher education aim. This programme comprises of in-school workshops, counsellor outreach system and access to our online portal. We provide continuous support through expert counsellors so that students can ask questions even beyond school hours. Additionally, students also get access to our proprietary information database through the Univariety portal.

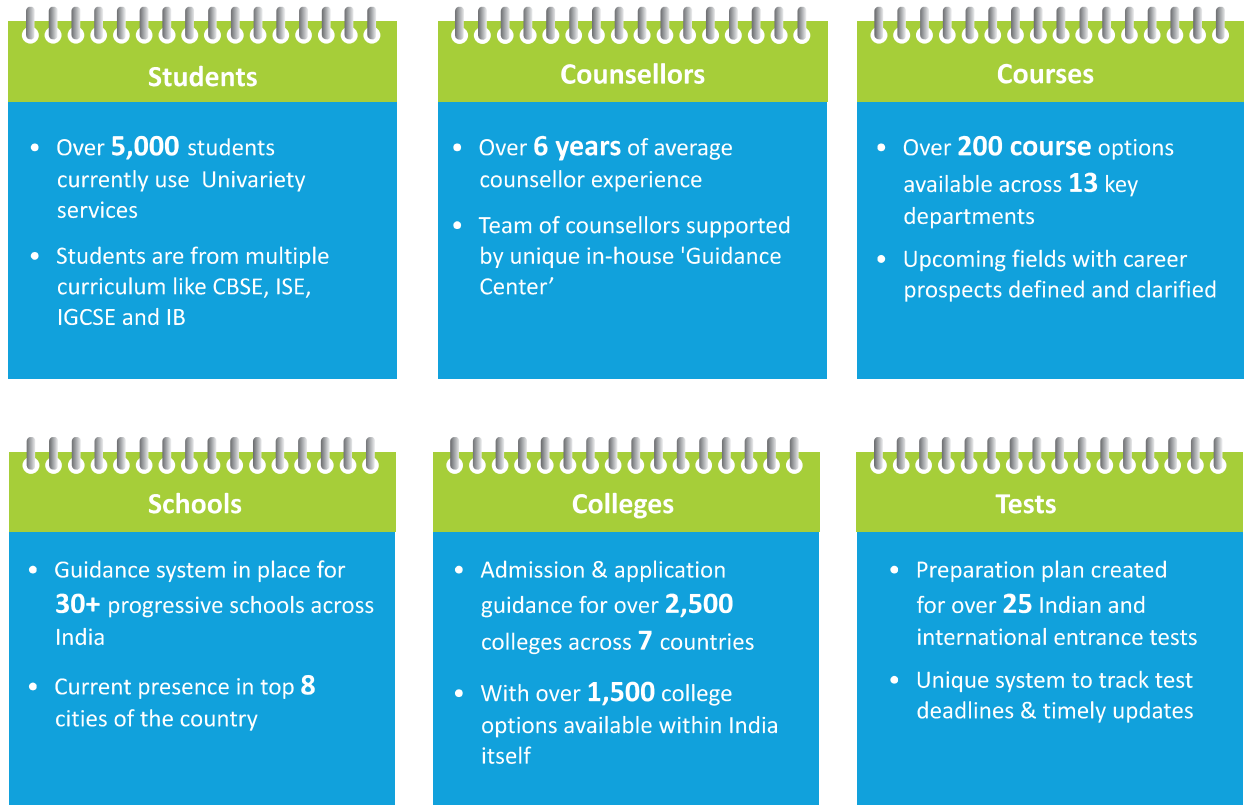
In the field of higher education and employment, many significant changes are sweeping the world. For instance, 'the top four highest paying jobs in software engineering today did not exist in 2006; the average pay package of graduates from some colleges in Delhi University is more than that of graduates from IIT Mumbai.' We help students make sense of these trends and introduce them to many emerging career and institution options. By giving honest and timely feedback, we help students take corrective steps in the initial stages of their planning process and help them avoid costly mistakes.



Capabilities & Achievements

Univariety aims to match the aptitude and preferences of each student to the best suited destinations. We provide complete support from 'Aspiration to Admission'. Our services are in alignment with the school and are delivered with full involvement of the academic team.

We make extensive use of technology supported by an on-the-ground team to engage with the students over a defined university access programme. Our present scale of work includes:



We appreciate Univariety's efforts to give our child an opportunity and reasons to think through his college options. We like your commitment to answer our queries at any given point of time.

– **Mother of 12th Class Student (Hyderabad)**

Even though I was thinking of multiple options, after beginning my programme with Univariety, I realised that I had not created any backup options. Now I will.

– **12th Class Student (Delhi)**

The virtual workshop session was very useful. My parents and I got a clear idea about many new courses and colleges. Thank you for all the help you are giving us. We really appreciate it.

– **11th Class Student (Chennai)**

Thanks for helping me in selecting the right institutes for coaching and test preparation. I was confused between many options.

– **12th Class Student (Bengaluru)**

We felt it was important to state our beliefs and motivations because it would help us to explain who we are and what we do. We would request you to go through the attached documents which explain the complete scope of our services and the tools we offer. We along with the school look forward to guiding & supporting students as they plan for life after school.

Next Step – We request you to register your child with the school within one week of receiving this note. Your child has all the necessary details. If you have any questions - **Please call: +91 40 30903900** and ask for Anshika, Deepti or Caroline. **You could also email us at guideme@univariety.com**

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3 Shenton Way, #22-09a
Shenton House, Singapore - 068805

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21 Vineyard Hill Road
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Phone: +91 40 3090 3900



Introduction to Univariety

Univariety specialises in the field of university planning and counselling. It is a part of Singapore based 'International Education Gateway' that also has operations in UK and India. Over the last 10 years, our team of counsellors have assisted a large number of students through their higher education choices and have helped them in successfully applying to colleges of their choice.

Purpose and Services

We work with senior school students who are in process of evaluating higher study options. We have found that for a number of students and parents, this process can be very confusing and this confusion is justified on account of several reasons. Our aim is to be a one-stop shop and help students throughout this process. The team of counsellors at Univariety, mentors senior school students and helps them in the following six stages of the college admission process:

1. **Course identification** – Given the interests and strengths of the student, which courses should he/she apply to
2. **College identification** – Creation of an 'Ideal List' of colleges to apply to which consists of 'Aspiration', 'Best Fit' and 'Safe' Colleges. Safe colleges serve as a strong backup if students are unable to get admission in the top colleges
3. **Application Preparation** – Guidance on admission criteria & process, tests required and how best to prepare
4. **Preparation Assessment** – Assess current preparation level and devise plans to fill gaps
5. **Applications or Re-visit** – Guidance on the application filling and discussions around revisiting any basic thought
6. **Post Admission Support** - Guidance on finance, scholarships, pre-joining preparation and advisory on selecting final college to apply to among the list of options available

Univariety will run a structured and defined programme to enable students achieve their aim in higher education. This programme comprises of physical in-school workshops, counsellor access system and access to our online portal. We will conduct three student workshops for students in class 11 and three for students of class 12. Parental involvement is welcome in these workshops. Along with these workshops, Univariety will provide continuous access to expert counsellors so that students can ask additional questions even after the school hours. Students will also get access to the proprietary information portal of Univariety.

Univariety is a completely independent enabler in the process of higher education selection and is not an influencer. We are unbiased and have no monetary or other incentives associated with one institute over the other. We only evaluate suitability of options given the students objectives. Over the years, our team of counsellors have guided thousands of students from all over the country and with varied backgrounds to realise the best suited study options across multiple countries and over two thousand colleges. We offer our services only through the school and work with teachers and parents to realise the best outcome for our students.

By providing this much needed service, we hope to help your students take the right first step on the journey to realise their true potential. An old Chinese proverb says that **"A journey of a thousand miles begins with one single step"**. This step should be taken in the right direction with complete clarity and proper guidance and most importantly, with much lesser anxiety. We hope that you appreciate our initiative and we look forward to hearing your comments about this service which has already been implemented in several progressive schools.

Following is the snapshot of our team of experts at Univariety:



Our Leadership Team



Varun Aggarwal has years of experience in the field of Finance, Marketing and Strategy Consulting. Prior to joining IEG, he worked in the investment banking division at Barclays Capital in London. There he was responsible for Equities & Business strategy group for Europe, Middle-East & Africa.

Prior to Barclays Capital, he worked as a Strategy Consultant with Mckinsey in their London office. At Mckinsey, he was part of the Financial Institutions and Education Consulting Group. His client list included banking, asset management and education institutions. In India, he spent more than 5 years in Marketing and Sales for leading FMCG companies. He started his career with ITC where he was Assistant Brand Manager for their flagship brand “Wills & Classic”. He also worked at Hindustan Unilever (HUL) in their Sales and Marketing function. In his last assignment at HUL, he was Senior Brand Manager for ‘Clear’ a range of hair grooming products. He holds a Masters in Business Administration from INSEAD France, a Masters in International Business from IIFT and a Bachelors degree in Business Studies (BBS) from the University of Delhi. He now lives in London.



Jaideep Gupta has lived in over a dozen countries for over 20 years. As a result, Jaideep experienced a variety of cultures from a young age. He spent the greater portion of his school life in the US and received the Presidential Award for Outstanding Academic Achievement from George Bush Sr.

After completing his MBA, Jaideep was selected for a 2-year Leadership Programme in Finance & Strategy at the General Electric (GE). He spent 4 years across the US, Middle East and India in various GE companies as an internal consultant. Jaideep moved over to a full time consulting role by joining the Ernst & Young and soon became one of the youngest VP at E&Y in India. He led numerous projects across strategy and transactions (M&A) and has worked extensively in the field of education across multiple countries. He has also authored many publications and articles in the larger Indian media. He is frequently invited to be a speaker at the events organized by national level industry bodies like Federation of Indian Chambers of Commerce and Industry (FICCI) and Confederation of Indian Industries (CII). He now lives in Singapore.



Our Counselling Team



Anshika Singh heads the Student Engagement team at Univariety. Her team is responsible for delivering student advisory through a range of mediums i.e. face to face interactions, on phone advisory and on-line chats.

She has extensive experience in the field of education. Her exposure with the international education systems and processes for more than a decade has helped her gain a solid foundation in knowledge besides equipping her with the understanding and nuances of student education. She manages multiple teams to ensure both online and offline engagements in various locations in India. She has successfully created a team of efficient resource persons who will be clued in on what's happening on campuses world over – be it new courses, new areas of study, guiding students on how to apply and all that may be required to get in to a college/university that matches their profile. Her strengths in interacting and dealing with people, mentoring, nurturing and leadership adds a vibrant dimension to her pivotal role in Univariety.

Prior to this, Anshika was the Head University Management Services with a leading and prestigious global education service provider for international education. As the Head of the University for the global education business, Anshika travelled to many international countries and gathered first-hand understanding of their education systems and industry trends. She developed an expertise in the area of international education systems. Along with her teams, she has advised more than thousands of students over the last 10 years. She has a rich network with more than 300 Universities in US, UK, Australia, Canada and Asia.

An MBA in HR from IGNOU, Gold medallist in LL.B. from Rohilkhand University, Anshika has been an achiever throughout her education. She strongly believes that students in India and the Indian sub-continent are in need of genuine information and awareness about careers, college planning and universities abroad, and is enthusiastic on her role as a mentor, guiding students toward their goals -- “there is nothing more satisfying than to be able to guide, mentor and help students find what is best for them, and this is what excites me.”



Deepti Chitkara of the Student Engagement team of Univariety is based in Hyderabad and has twelve years of experience in the field of educational counselling. She is undoubtedly a multi-faceted personality as she has been an administration advisor, a higher education consultant, trainer, speaker as well as a counsellor. Bubbling with energy and enthusiasm, she is indeed a storehouse of information and knowledge so pertinent that she can talk her way into the hearts of her listeners. She is always thoroughly updated about any changes and developments in the field of education.

She has extensively travelled to the United Kingdom and majority of Asia and has personally evaluated the state of the art facilities in the Universities and observed the progress of students studying there. She has been quoted in leading newspapers including The Times of India and Hindustan times. She has an MA in counselling psychology from Delhi University and an MBA in Business & Management from Narsee Monjee University. She has guided countless number of students ranging from class 10 to the PhD level.





Sharad Shivhare is the Senior Advisor for the South & West Region at Univariety, India. In his current role, he handles many prestigious clients including Oakridge International School, Inventure Academy and Bangalore International School to name a few. His role includes client management and workshop management. He organises and manages in-school workshops for all his clients.

Prior to joining Univariety, he worked with a prominent overseas education consulting firm as a Senior Manager for their Head-office in New Delhi. He was an integral part of the strategy team and his work includes developing and reviewing strategies, market and competitive positioning, market and industry analysis, fundamental organisation design and resource allocation, strategic performance measurement, linking of strategic and operational management, and processes & implementation planning. Prior to that, he had a brief stint at T-Soft & Biowizards where he worked as an Analyst.

Sharad has many years of experience within the private and academic sectors as an analyst and statistician, managing and analysing data, quality control analysis, problem solving, report preparation, and statistical inference. Over the years, he has gained immense experience and expertise in the area of international education making him an indispensable resource at Univariety.

He holds a Bachelors degree in IT Engineering from Bharati Vidyapeeth University, Pune. He now lives in Hyderabad and frequently travels to major cities for conducting workshops and meeting the school management.

