PRE-SEED ROUND

Skaeo

FORMERLY MYROLLCALL PRO

Attendance should not just be marked. It should be verified.

Continuous presence intelligence for higher education campuses



7 Institutions

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01 · THE PROBLEM

Digitized check-ins still don't confirm presence.

Paper, QR and disconnected apps record a check-in. They do not reliably verify a student was there.

01

PAPER + REGISTERS

Roll call and handwritten sheets

MANUAL ENTRY

02

QR + APP CHECK-IN

Codes or taps can be shared

PROXY POSSIBLE

03

DISCONNECTED SYSTEMS

Faculty still reconcile exports

NO SHARED VIEW

RESULT **Time lost · Proxy attendance · Bunking without visibility**

Buyer problem: academic administration, attendance reliability, and campus-level visibility.

02 · THE PROBLEM

Campuses record a moment and assume the whole hour

2

Months of teaching time go to attendance every year

About 135 hours a year per class, or several weeks of teaching.

`Illustrative: 8 to 10 min × 5 periods × 180 days.`

One-time capture

Roll call, ERP apps and biometrics record one instant, then assume the full session.

Early exits go unseen

A student can leave a two-hour lab after ten minutes and still show as present.

Proxy attendance

In large classes, faculty cannot verify every face, so records are unreliable.

Decisions on weak data

Eligibility, accreditation and parent updates rest on numbers nobody can verify.

03 · PRODUCT

IoT in the room, an app in the pocket, intelligence on the dashboard

01
BLE beacon in every room

02
Student app detects the zone

03
Face check confirms identity

04
Presence re-verified all session

05
Live dashboards and alerts



SURFACES

Student, Faculty and Parents apps. Client Admin portal. ERP/SIS integration.

DEPLOYMENT

Cloud, on-premise or hybrid. Aligned with the DPDP Act 2023.

IP

Two patents filed and under examination: multi-zone BLE presence verification and an anti-proxy cipher.

One platform, more use cases: workforce, hostel, school safety and visitor monitoring. POCs complete, not yet in production.

04 · THE PRODUCT

One hardware layer. Multiple campus workflows.

HARDWARE



IoT

PRODUCTION-READY



Gateway



Wearable

IN R&D

SOFTWARE

Classroom presence

Attendance by class and room

Staff presence

Shifts, faculty, duty logs

Hostel check-ins

Residents and exceptions

Library check-ins

Visits and access events

Events + clubs

Session and event presence

Admin dashboards

Basic reports and exports

05 · THE PRODUCT

Seven Products, One Platform — EduSense Live Today

EDU EduSense

Classroom & campus attendance — continuous, zero-wiring.

LIVE

SHL ShalaSense

Government school teacher presence verification.

POC VALIDATED

SEC SecureSense

Student safety — school premises & school buses.

POC VALIDATED

VIS VisitSense

Visitor presence tracking via BLE badge + gateways, any premises.

POC VALIDATED

CRE CareSense

Hospital duty-staff floor presence through full shifts.

POC VALIDATED

WRK WorkSense

Corporate return-to-office presence verification.

POC VALIDATED

STY StaySense

Hostel & facility security presence monitoring.

POC VALIDATED

Also building: in-house manufacturing of Fixed Beacons, BLE Badges & Gateways — to cut hardware COGS across all seven products.

06 · COMPETITION

The alternative is another isolated check-in.

	TYPICAL METHOD	AUTOMATED	ROOM-LEVEL	MULTI-WORKFLOW	SHARED VIEW
Paper register	Manual roll-call	NO	NO	NO	NO
QR / PIN	Student submits code	PARTIAL	NO	NO	NO
Gate biometrics	Entry-point verification	PARTIAL	NO	NO	PARTIAL
Campus ERP	Manual imports / records	NO	NO	PARTIAL	YES
GPS attendance	Phone-based check-in	PARTIAL	PARTIAL	NO	NO
SKAEO	Beacon + campus software	YES	YES	YES	YES

07 · MOAT

Skaeo EduSense’s emerging moat

Continuous presence verification, backed by hardware lock-in and deep campus integration

Moat layer	Why it can be defensible	Current position
Verification technology	BLE and face checks verify identity, location and time in session.	**Product capability**
Hardware and firmware	Encrypted, in-house firmware ties every device to Skaeo only — blocks cloning and stops reconfiguration by anyone else.	**Company designs, ready for production**
Campus integration	Hardware is installed on-site and wired into the institution’s LMS/ERP — switching means ripping out hardware, not just software.	Potential switching costs
Deployment experience	Campus deployments can build expertise in zone tuning and reliability.	Potential learning gains
Intellectual property	Two patent applications filed, covering BLE verification and anti-proxy methods.	Applications pending
Platform economics	One hardware layer runs all seven Sense products — competitors must win each separately; we cross-sell into existing accounts.	EduSense live; 6 more share it

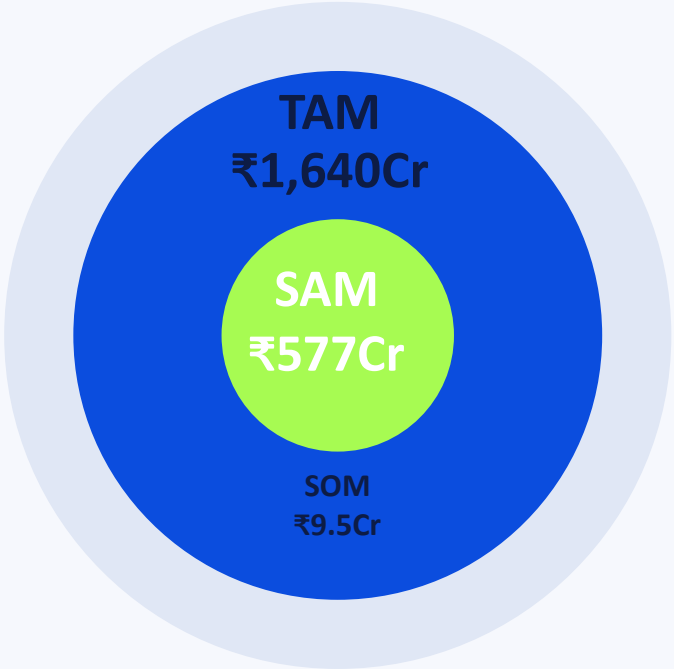
Evidence to establish the moat: verification accuracy, low false-alert rates, reliable campus performance and renewals.

Patent applications are pending and held by co-founders; transfer to the company is planned.

08 · MARKET

India is a large, fragmented campus market.

A focused higher-education entry market. Broader campus modules expand the opportunity.



TAM	₹1,640Cr	4.50Cr students enrolled in Indian higher education
SAM	₹577Cr	1.58Cr students in private unaided colleges, initial segment
SOM	₹9.5Cr	38 named prospects for the 18-month sprint, unweighted opportunity

Source: AISHE 2023–24, Ministry of Education. Modeled at ₹365 per student per year, not current category expenditure; SAM excludes universities.

09 · BUSINESS MODEL

Start with a department. Grow into the institution.

Annual software contracts + a one-time installation fee + hardware as contracted.

TARGET CAMPUS CONTRACT

₹18L

Annual software subscription

~5,000 students at ₹365 · 1,000–2,000 student land

1

Annual subscription

₹365/student/year (₹1 per day)

Medical ₹1,200/student/yr · Classroom plans ₹700–₹1,150/month

2

Installation

₹250–₹500 per beacon

One-time deployment revenue

3

Hardware + support

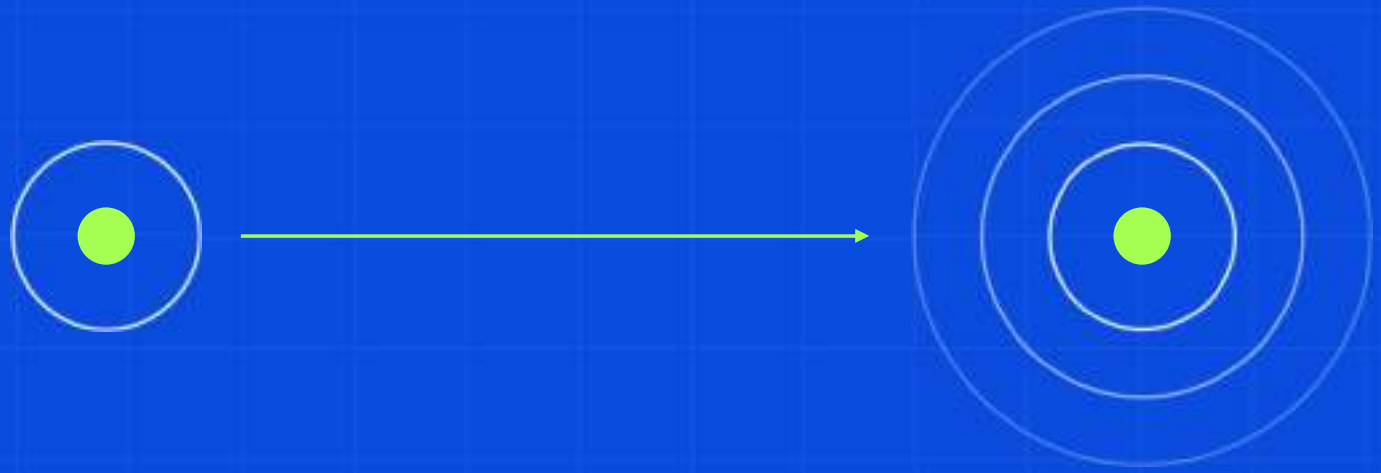
Quoted by scope

Beacons, gateways and service obligations

Target account size is illustrative. Signed examples: ₹125/student/yr (Symbiosis SIDTM, CGC Phase 1); ₹20,000/classroom/yr incl. beacons (Thapar).

10 · GO-TO-MARKET

Land in classrooms. Expand across the campus.



01 · LAND

Win institutional sponsorship

Deans, registrars and operations leaders

02 · EXPAND

Grow each institutional account

Hostels | Library | Staff + HR | Events

ACADEMIC SALES CYCLE · REPEATABLE ROLLOUT · MODULE EXPANSION

11 · TRACTION

Institutions are moving from interest to adoption.

7 signed work orders · ₹20L signed value before GST · CGC Phase 2 of about ₹31.5L a year expected

SIGNED WORK ORDERS

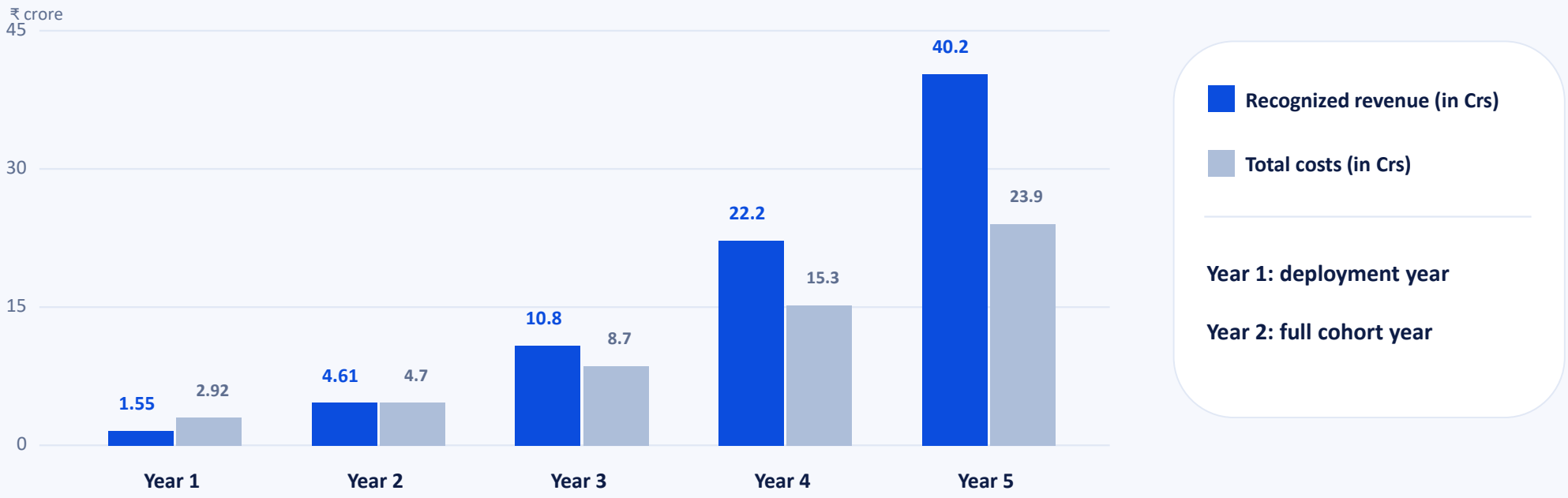
KCET Khalsa College of Engineering	**PIMS** Punjab Institute of Medical Sciences	**SIDTM** Symbiosis SIDTM	**SMCW** Symbiosis Medical College for Women
TIET Thapar Institute	**CGC** Chandigarh Group of Colleges	**NITD** NIT Delhi	

HOT LEADS — Amritsar Group of Colleges • DMC — NOT SIGNED

Signed value covers 6 of 7 orders, before GST; the Khalsa order states no amount. CGC Phase 2 is an estimate until its work order is issued.

Revenue grows through new colleges and account expansion.

Base case from our 5-year growth plan: new colleges, channel partners and cross-sell to existing accounts.



₹Cr. Year 1 starts when funding arrives. Growth plan: 54 sales people and 20 channel partners by Year 5. Costs include delivery, hardware and team. Targets, not GAAP/Ind AS.

Our own hardware, designed in-house



Fixed Beacon

Mounted in every classroom, lab or zone. It marks the location that presence is verified against.



BLE Badge

A wearable tag for each student, so presence works without a phone. Built for schools.



BLE Gateway

A receiver for classrooms, playgrounds and buses. It reads badges and relays data to the cloud.

Very low cost (up to 50% lower)

Proprietary

Own firmware

Hack and clone resistant

The team behind Skaeo.

AI engineering, product, hardware, institutional relationships and client delivery.



Ajay Sukhija

CO-FOUNDER & INDIA HEAD

Leads India operations, growth and partnerships. 30+ years in business and technology.



Vaibhav Sukhija

SALES AND CLIENT OPERATIONS

With 10+ years of experience in Corporate Sales.



Vivek Sama

SALES AND MARKETING

With 20+ years of experience in S&M.



Devanshi Sukhija

CO-FOUNDER & CEO · US

5 years in AI engineering and research, and inventor on the pending patent applications.

Company directors per MCA records: Devanshi Sukhija, Ajay Kumar (Ajay Sukhija) and Raman Wadhwa.

15 · THE ASK

₹1.65Cr pre-seed now. ₹4.5Cr over 18 months.

Raising now: Phase 1, ₹1.65Cr on a convertible. Phases 2 and 3 (₹2.85Cr) follow as a seed round once Phase 1 milestones are met.

PHASE 1 · BUILD

RAISING NOW

₹1.65Cr

Months 1 to 6 after funding



Core modules + manufacturing readiness

PHASE 2 · DEPLOY

SEED ROUND

₹2.00Cr

Months 7 to 14



Work orders, hardware rollout, collections

PHASE 3 · EXPAND

SEED ROUND

₹0.85Cr

Months 15 to 18



Cross-sell pipeline + account growth

Hardware · Technology · Deployment · Go-to-market · Buffer + risk

Planning: ₹5.25Cr gross 18-month capacity; gap after the ₹4.5Cr total relies on customer collections. Seed round timing and terms depend on Phase 1 milestones. Figures are estimates, pending final supplier quotes.

Thank You

Let’s build the infrastructure trust institutions deserve.

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