



PROPOSAL FOR IMPLEMENTING DEBT RECOVERY AGENT PROGRAM
(DRA) IN UP, BIHAR & MP

A CSR initiative of CNH Capital

Submitted by: Social Empowerment and Economic Development Society (SEEDS)

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I. Project Context

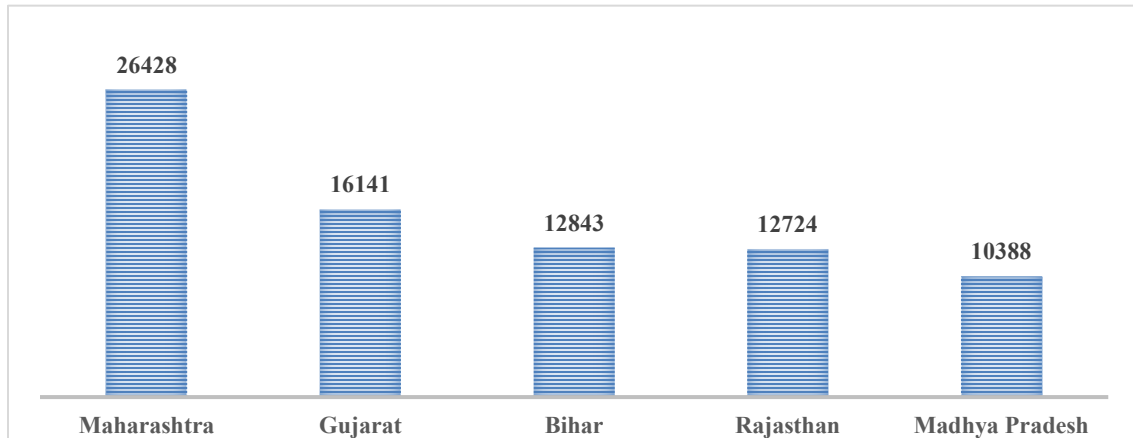
- 1) India's rapid economic growth has led to a huge demand for vocational skills across traditional as well as new and emerging sectors. Simultaneously, there is a need to ensure that this growth is inclusive, in order to have positive impact on poverty levels. Alongside a young and growing labour force, there is a significant shortage of skilled manpower, essentially due to gaps in skill availability and skill needs. Accelerating growth and providing productive employment for the continuously increasing labour force is an integral part of the objective of inclusive growth.
- 2) India's emergence as a potential economic and social power rests on the Indian youth. The skills development initiative is designed to leverage potential of the youth population (19% of India's population is in between 15-24 years of age) by developing their employability skills. However, the challenge remains in developing right skill sets among these youth matching global standards with relevance to both local and global job markets.
- 3) India's emergence as a potential economic and social power rests on the Indian youth. The skills development initiative is designed to leverage potential of the youth population (19% of India's population is in between 15-24 years of age) by developing their employability skills. However, the challenge remains in developing right skill sets among these youth to conduit the skilled manpower requirement of industry both at National and International level. The key to reaping the real benefits of demographic dividend lies in skilling the youth as per industry standards thereby to fulfil skill gaps which can serve the purpose of national missions like '**Make in India**', '**Digital India**' etc. The purpose of the Skills Development Pillar is to achieve economic growth and social development that will enrich the creation of decent work and sustainable livelihoods for youth across India
- 4) **In India the financial sector** provides ample employment opportunities because of low levels of financial inclusion and high potential for growth in the sector. **Insurance**, within the financial sector, plays a vibrant role in the economy moreover; there are a variety of risks in day to day life requiring insurance protection. This diversity of various classes of insurance business requires human resources of different levels of education, technical know-how and expertise.
- 5) In lieu of contributing towards National Skill Development Mission and impacting lives of youth across Uttar Pradesh, Bihar, Madhya Pradesh, SEEDS in association CNH Capital proposes to implement Debt Recovery Agent (DRA) program. The proposed project will create a cadre of skilled workforce to conduit the skilled workforce requirement of the BFSI sector within the proposed district, state, and the country. SEEDS through its empanelled partner Learnet Skills

Limited will execute the project. The training will be delivered through an online mode wherein Learnet will leverage its existing digital platform LINQ.

- 6) Social Empowerment and Economic Development Society (SEEDS) is a non-profit organization registered under the Societies Registration Act, 1860, in 2008. It was set up to extend services in education, skills and agriculture to communities who would otherwise not have access to such support. **The brief profile of SEEDS is given at Annexure I**
- 7) Learnet Skills Limited (Formerly known as IL&FS Skills Development Corporation Ltd) is a Joint initiative of Schoolnet India Limited (formerly IL&FS Education & Technology Services Ltd). and National Skill Development Corporation (*NSDC- An autonomous body under ambit of Ministry of Skill Development and Entrepreneurship, Govt. Of India*) is one of the largest Skills Training providers in the country and is a pioneer in establishing Public Private Partnership (PPP) models in the skills training in the country. Learnet Skills, under its employability linked skills training, have implemented an array of multi-sectorial skills development training and have successfully trained ~8 lakh unemployed youth and engaged ~80% of trained youth into a sustainable employment in an organized sector. **The brief profile of Learnet Skills Limited is given at Annexure II**
- 8) Learnet Skills Ltd. is an accredited institute of Indian Institute of Banking and Finance (IIBF) and is authorised to conduct the Debt Recovery Agent (DRA) Training program as per the guidelines laid down by the RBI.

II. Experience in BFSI Sector

- (1) SEEDS empaneled partner, Learnet has so far trained more than 1.5 Lakh youth in BFSI sector in ~12 Job Roles with an average placement rate of 70% covering 18 States.



- (2) Under BFSI Sector, Learnet has created an annual training capacity of training 60,000+ people through a network of 20 Learnet Institutes in 18 States. *Our Offering includes* Train and Hire Model, Skill Up gradation program, employability linked training and as a value-added module along with other sector domain trainings. We have created a pool of 200 + certified trainers having relevant industry experience. The delivery model includes both blended learning (Classroom/virtual learning) and exclusive instructor led classroom trainings.



(3) Program wise total trainees trained under BFSI Sector

Program Name	Total Trained
IRDA Pre Licensing/Refreshers/ Renewal of Licensing Training:	1,00,000
Debt Recovery Agents Training:	35,500
Mutual Funds:	15,000
Soft Skills Training for Cooperative Banks:	10,500
English Language Training for Bank Employees:	24,500
Customer Service Excellence:	4,200
Business Correspondents/Business Facilitators:	9,180
“Feet on Street” Selling Mortgage Finance Products:	4,000
Business Communication for Entry level Bank Employees:	5,000
Bank Personnel involved in the functional role of Sales:	1,400
Proficiency and Aptitude Training in Finacle and English :	2,200
Banking back office operations - voice / non voice	1,200
Customer Orientation Process:	950
Sales Excellence Programs:	500
Branch Banking / Insurance Sales Program for Graduates	674
Grand total	2,14,804

(4) Key Projects undertaken in BFSI Sector under Hire and Train

Client	Program	Outcome
HSBC Bank, Avanse Financial Services & Yes Bank	Banking Sales Program, Sales & Induction Training	Pre trained manpower hiring for HSBC Bank and Yes Bank across India
BOI AXA Asset Management Pvt. Ltd	Investor Awareness Program	Generated awareness on available investment opportunities among prospective BoI AXA customers across India
ICICI Bank Ltd	English Language Training Program	Imparted Soft Skills and Business communication training to fresh hires of ICICI Bank across India
Aegis Ltd, DHFL, SBI, Sutherland, TCS	Debt Recovery Agent (DRA)	Trained and certified fresh hires on DRA program under IIBF
Baroda Pioneer Asset Management Company	Mutual Fund Distribution Certification Program	Trained and certified fresh hires on Mutual fund applicability's

Central Bank of India	Soft Skills Training	Conducted capacity building trainings on soft skills for existing employees of Central Bank of India
HCL Infotech	Business Correspondent & Facilitator	Conducted BCBF training for HCL InfoTech Pan India
IL&FS Securities Services Ltd.	Banking Back Office Operations – Non-Voice	Conducted capacity building training on Back office operations for IL&FS Securities services employees
Deutsche Bank Operations	International Back Office Operations	Hire and train for international Back office operation for Deutsche Bank across 3 locations i.e. Jaipur, Bangalore and Pune

- (5) Learnet experience in executing Upskilling training program - (PFRDA), Ministry of Finance, GOI

Program	<i>A Capacity building Training on Pension Schemes under National Pension System</i>
Target beneficiary	<i>Employees</i> of the Central & State Governments, State and Central Autonomous Bodies, Points of Presence (POPs)/POP-Service Providers, APY-Service Providers, Corporate, Retirement advisors
Project Period	FY 17-18
Locations	14 States and 4 UT (Jammu and Kashmir, Himachal Pradesh, Uttar Pradesh, Uttaranchal, Punjab, Haryana, Bihar, and Jharkhand, Chandigarh, Delhi, Goa, Gujarat, Maharashtra, Madhya Pradesh, Rajasthan, Chhattisgarh, Daman and Diu, Dadra and Nagar Haveli.)
Program Duration	4 Hours
Program Content	<ul style="list-style-type: none"> • Features and benefits of National Pension Scheme and Atal Pension Yojna • Explain how NPS works • Outline the tax implications and benefits of NPS • Explain the procedure to be followed to record grievances - when to complain, to whom and as to how
Delivery Model	Onsite (Target Audiences venue)
Impact	70000+ trained

- (6) Employability Linked Skill trainings - CSR Initiatives:

(a) PNB Housing

Program	<i>A Skill Development training to train 100 unemployed youth in BFSI Sector on Financial Correspondence</i>
Project Period	FY 17-18
Target beneficiary	Unemployed youth of minimum 12th pass to ITI pass outs or equivalent in the age group of 18 to 35 years.
Locations	Delhi and Maharashtra
Project Duration	10 months
Program Content	<ul style="list-style-type: none"> • Features of Credit & Loan Processing & Reviewing • Preparing Loan File and related transactions • Evaluating, Authorizing, recommending approval of loan applications for people and businesses • Performing Post loan processing tasks
Delivery Model	Onsite & Offsite
Impact	100 targets. Completed.

(b) SBI Cards

Program	<i>A Skill Development Project to Impart Skills training to 600 unemployed youth till date through NSDC - 200 trainees each were enrolled & trained in Retail, BFSI & Telecom trades till date.</i>
Target beneficiary	Unemployed youth of minimum 10th pass to ITI pass outs or equivalent in the age group of 18 to 35 years.
Project period	FY17-18; Renewed for FY18-19
Locations	Delhi NCR
Project Duration	10 months
Program Content	<ul style="list-style-type: none"> • BFSI Trade – Debt Recovery Agent for 200 trainees • Basics of Banking, Banker- Customer relationship • Anti-money laundering and KYC • Meaning and Legal/ Regulatory Framework • Functions of Debt Recovery Agents • Policy, Processes and procedure of Debt Recovery • Skills and Strategies of Debt Recovery, Rights and Duties of Debt Recovery Agents

	<ul style="list-style-type: none"> • Asset Classification Norms, Credit Products (Retail) • International best practices on Debt Recovery
Delivery Model	Skills Centres at Delhi NCR were used to deliver the training programs
Impact	FY17-18 target of 600 completed. FY18-19 ongoing for 600 trainees in Delhi and Hyderabad

III. Women as Debt Recovery Agents

The field recovery job is mainly dominated by Males as it involves travel, field meetings and continuous visits to clients’/borrowers’ places. However, Women plays an excellent & very vital role in this the recovery job as a “Tele-Caller” where, with the help of tele-call an appointment has been made with continuous persuasion to timely pay the defaulted EMIs. Followed by this a field executive visit the location to receive the money of EMI.

Hence, the “Tele-caller” job is equally important as “Field Job Executive”. Most of the positions of Tele-callers (95%) are filled with women with complete DRA training from reputed DRA Training institutes.

Our experience of training of women as DRAs

Under the placement linked training of DRAs, Learnnet Skills has trained 1756 candidates, out of which 640 candidates are women which constitute to 37%.

Out of the 640 women candidates, 475 candidates were placed with the following Debt Recovery Agencies as Tele Callers.

Employer Wise Female Placed	
Employer Name	Female
Hi Tek Syndicate,	40
SDCF Cards & Loan Services	30
Pace Setter Business Solution	24
Promax Financial Consultants	24
Share Samadhan	22
My Money Mantra	19
Xcel Agency	15
Capital Financial Broking	15
Bajaj Finserv	14
Intelenet Global Services	14
Sigma Outsourcing	13
SHIVAM Associates Collection & Repossession	12

Jai Hind IT Solutions and military general stores	11
Jyotsna Finance and Security	11
Skill Enhancer	10
Ultima Solutions	10
ThinkNext Outsourcing Pvt Ltd	8
Saarathi Charitable trust	8
Xtreem Solution	8
SMC Insurance Brokers Pvt Ltd	7
Samrasta Foundation	7
Nava Kisan Bio Plantec Ltd.Nagpur	7
Jyoti Associate	7
ISON BPO	6
Voice Service	6
Invesco Mutual Fund	6
Collection Ragiment	5
Vinayak Marketing Consultant Pvt Ltd.	5
Globiva Service private limited	5
Connection Placement Consultancy	5
Sai Skills Achiever India	5
TATA Business Support Services Limited	4
TBSS	4
TATA BSS Business Support Services Limited	4
Prajna Group	3
SS Training And Consultancy Services	3
MBA Consulting	3
Jubilant Food Work (Domino's Pizza)	2
CalibHr	2
Kapil Sapra Associates	2
ONS Solutions	2
Achivers BPO	2
Reliance SMSL Limited	2
D.I Management International Services	2
GC Web Venture Pvt Ltd	2
Big Tel IT Solution Pvt Ltd	2
Shiva Consultancy Services	2
Indiabulls Investment Advisors	1
Cygnus Sales & Services Pvt Ltd-DRA	1
S K Associates	1
ADMA Solutions Services	1
Konexions Backoffice services pvt ltd	1
RKPL PVT LTD	1
S S enterprises	1

Jai hind Security Services	1
Deals Hub marketing Pvt Ltd	1

IV. **Proposal for implementing Skill Development Project**

(1) Project Objective: SEEDS through its empaneled partner Learnet Skill proposes to implement Debt Recovery Agent (DRA) Training Program. The following will be the key objectives of the project:

- Mainstreaming the unemployed youth by providing NSQF mapped, and BFSI certified vocational trainings.
- Employability of the 70% trained and willing youth
- Improved access to formal employment opportunity for the youth
- The project will create a cadre of skilled workforce and conduit the skilled manpower needs of the BFSI sector in the district, state and country as whole.
- To contribute towards National Skill Development Scheme of the country.

(2) About the proposed Debt Recovery Agent (DRA) Training Program:

- a. Reserve Bank of India has advised the Indian Banks' Association to formulate, in consultation with Indian Institute of Banking and Finance (IIBF), a certificate course for Debt Recovery Agents who have undergone 100/ 50 hours of training. RBI has also stipulated that Banks/ NBFCs should ensure that within a period of one year all their recovery agents should undergo the above training and obtain the certificate from IIBF. Further, the service providers engaged by Banks/ NBFCs should employ only such personnel who have undergone the above training and obtained the certificate for the purpose of recovery from IIBF. The course has been designed through a consultative process with senior executives of Indian Banks Association (IBA) and banks.
- b. As per the guidelines of IIBF, training to the DRAs shall be conducted using online mode only

(3) Learnet Skills will be responsible for end-to-end execution of the project and will offer non-residential training programs. The training programs will be offered in BFSI sector seeing the aspiration of the Youth in the proposed locations mapping them into the Jobs available in the industry.

(4) The following will be the key features of the proposed project:

Project Title	DRA training program for youth
Project catchment area	UP, BIHAR, MP
Project Timeline	Nov 2022 to March 2023
Proposed Numbers	Training of 100 Candidates
Infrastructure	Online training program through LINQ platform
Rationale	<ul style="list-style-type: none"> • This project will empower 100 youth to become gainfully employed • Employment linked skill development training will create the opportunity for inclusive growth and mainstreaming of the youth, otherwise lacking awareness and with a limited access to such opportunities • The project will equip the youth with relevant skills thereby conducting the skilled workforce requirement of industries.
Scope of Work	<ul style="list-style-type: none"> • To structure QP-NOS aligned integrated short-medium term training programs as per NSDC format. • To implement placement linked Skills programs for 100 youth over 5 months in 3 locations • Facilitate Assessment and Certification through IIBF • To deliver training as per Learnnet Skills standardized value chain. • To ensure appropriate branding of the project • Continuous monitoring, project documentation and reporting
Eligibility Criteria	<ul style="list-style-type: none"> • Age: 18-35 years • Gender: Male (60%) and Female (40%) • Education: 12th Pass/Graduate
Proposed Programs	The following programs are proposed

	Program	Minimum Education Eligibility	Duration in Hours	Proposed Trained Number
	Certificate Program for Debt Recovery Agent	12 th pass /Graduate	240 (140 hrs classroom + 100 hrs online)	100
	<i>*The above duration includes Life Skill modules comprising of English, Soft Skills etc...</i>			
Training Duration	The training programs shall be conducted minimum 30 days. Additionally, value added modules comprising of English, IT, Soft Skills, Communication etc. will be integrated leading to holistic development of the trainees.			
Assessment & Certification	Periodic assessments shall be done during the training program by internal team to gauge the learning quotient of the trainees. Further, final assessment & certification of the trainees by IIBF			
Roles & Responsibilities	<p>SEEDS</p> <ol style="list-style-type: none"> Project Conceptualization and management: SEEDS will be responsible for conceptualization and overall management of the project. Project monitoring and Reporting: SEEDS will monitor the project and will submit a monthly progress report. The report will comprise of MIS details, Case studies, employer feedback etc. Further a details project completion report will be submitted after completion of project. <p>Learnnet Skills : Learnnet Skills will be responsible for end to end implementation of the project through its standardized skills value chain.</p> <p>Learnnet skills will broadly undertake the following activities to ensure that the outputs are achieved as per the timelines agreed:</p> <ol style="list-style-type: none"> Team Deployment: Learnnet Skills will be deploying team comprising of certified trainers, mobilizers, project coordinator, subject matter expert etc. Mobilization: Learnnet Skill will screen and identify suitable candidates as per the training criteria in consultation with CNH. Learnnet Skill will follow participatory approach for mobilizing trainees wherein Learnnet Skills will associate with local community influencers, PRI's, religious group, youth 			

forums, local NGO's to mobilize youth. Learnet Skills will conduct an array of mobilization activities over a period of 10 -12 days such as:

- **Print Campaigns** – Posters, Banners, Flyers distributed through video vans / local partners /outreach executive
- **Door to Door campaign:** Learnet Skills will conduct door to door campaign involving distribution of leaflets etc
- **SMS/Email blast:** Learnet Skills realizes that today mailand SMS are important tools for effective communication and connectivity for youth marketing.
- **Consultative workshops:** Learnet Skills will conduct an array of consultative workshops at colleges/schools for mobilizing candidates.

3. Conduct EGA and Counselling : In order to guage the students fitment for the proposed programs, Learnet skills will conduct Entry Gate Assessment (EGA) test (aptitude, aspiration etc) of the trainees for the program.

4. Batch Formation: Post pre assesment, Learnet Skillswill enrol trainees under said program. Learnet Skills will maintain a minimum batch size of 25 trainees.

5. Training Delivery: Learnet Skills training will be based on practical and theory sessions delivered in interactive form of training comprising of role plays, group discussion, mock customer interaction sessions etc. The following are the key components of the training :

- **Blended Mode:** The training will be delivered in blended mode where 140 hrs of training to be imparted using brick and mortar str and 100 hrs of training online as per IIBF guidelines.
- **Industry endorsed Training content:** The training will be delivered through industry endorsed QP as well as curriculum mapped to IIBF (Indian Institute of Banking and Finance (IIBF))
- **Interactive form of training delivery:** Learnet Skills will appropriately use diverse interactive training methodologies such as participatory learning and action approaches, brainstorming, buzz sessions, group discussions, role play, mock demonstrations, field assignments, quiz and culture specific forms of creative expression

	<ul style="list-style-type: none"> • Holistic Development of Trainees: For holistic development of the trainee, the program will additionally train youth in personality, communication skills, customer service, digital and financial literacy in addition to domain skills. English language skills and soft skills will also be imparted. • Industry Interface: Learnet will organize various guest lectures in order to get trainee acclimated to the work environment. <p>6. Assessment and Certification: Trainees will undergo internal assessment during the training which will enable to gauge the learning quotient of the trainees. However, post completion of the classroom training, the trainees will undergo final assessment which will be conducted by IIBF.</p> <p>7. On the Job Training: Post completion of the certification, trainees will be aligned with the agencies for On-the-Job training for 3 months. Stipend support considering the minimum wages of the respective States will be considered as pay to candidates through Direct Benefit Transfer.</p> <p>8. Placement: Learnet skills shall ensure that 60-70% students completing the skills training programs are placed in jobs. The trainees will be employed within and outside the state, depending upon the available placement opportunities.</p> <p>9. Post Placement Support and tracking: In case the trainee is migrating to other city/state; Learnet Skills will provide need based handholding to the trainees. Further, Learnet Skills will track the employed trainee for the period of 06 months. To support the trainees with int</p> <p>II. CNH Industries</p> <ul style="list-style-type: none"> • To fund operational cost inclusive of training fee, assessment and certification fee. • Stipend support to trainees for OJT. • To provide need based support in program designing
Indicative Earnings	At par with industry standards

Project Cost

Particular	# Unit	Unit Cost (Rs)	Total Amount (Rs.)
Training Fee as per Common Cost Norms (Category III job role)	100	9,940	9,94,032
Assessment Fee IIBF	100	1,770	1,77,000
Stipend for OJT	100	9,500	9,50,000
TOTAL	100	11,710	21,21,032
Institutional Cost	7.5%		1,59,077
Grand Total			22,80,109

***The cost is inclusive of taxes**

ii. Payment Milestone

- 30% as mobilization advances on signing of MoU
- 40% on completion of 50% Training Program
- 20% on assessment of 100% trainees by IIBF
- 10% on completion of 70% placement of certified trainees and submission of project closure report

Annexure I

Profile of Social Empowerment and Economic Development Society (SEEDS)

Social Empowerment and Economic Development Society (SEEDS) is a non-profit organization registered under the Societies Registration Act, 1860, in 2008. It was set up to extend services in education, skills and agriculture to communities who would otherwise not have access to such support

Pioneered by few development professionals from Schoolnet India (formerly IL&FS Education), with the conviction to bring about social change, SEEDS has been playing a vital role in bringing about a more equitable and just society wherein all individuals have improved access to opportunities for growth. Delivering sustainable solutions in Education, Skills, Agriculture, Livelihoods and Rural Entrepreneurship, SEEDS intends to demonstrate models that have a greater impact and are scalable. Emphasis of SEEDS activities have been to develop models that can be replicated in different areas and build long term partnerships.

SEEDS's first programmes were initiated in Duttaluru, a remote village in the interiors of the SPSR Nellore District in Andhra Pradesh. Poor socio- economic conditions in the region persist, with majority of the villagers being landless or having small, fragmented holding, several being without work for more than 8 months in a year. SEEDS has taken these challenges head-on and attempted to provide a new direction to the people of the region through Project LEED (Local area Education and Economic Development) focusing on 5 mandals (Duttalur, Vinjamur, Udayagiri, SR Puram and Maripadu) of SPSR Nellore District, Andhra Pradesh, covering a population of around 2 lakhs on a local area development approach encompassing Education and Economic Development activities.

In addition to this, it has been working with Corporates such as Maruti Suzuki Ltd providing Scholarships to socio-economically backward students for pursuing their education in ITI, Polytechnic and Engineering streams

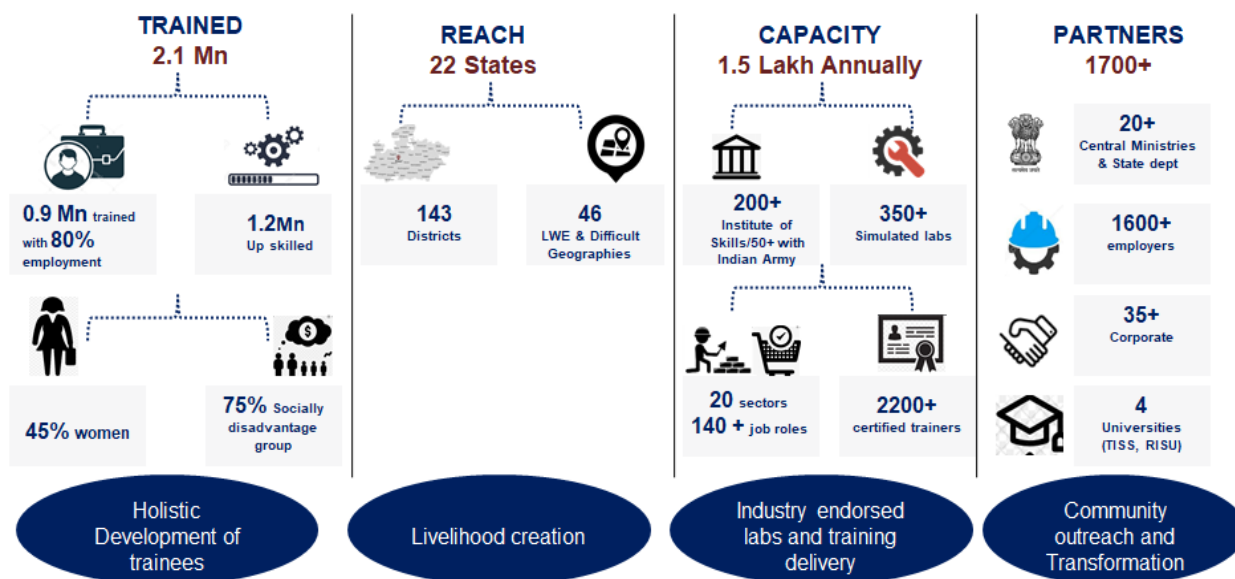
In view of the growing number of CSR projects, to implement the same with greater efficiency without compromising on the integrity and ethos of a nonprofit, SEEDS has empaneled Schoolnet India Ltd, Learnet Skills Limited as its technical partners for implementing Skills, Education and Agri related projects. SEEDS takes up CSR projects from corporates and implements the same through these empaneled partners without deviating from its' primary objectives and philosophy. Through these empaneled partners, in the Education segment SEEDS has been working with around 5 Corporates particularly on improving learning outcomes in schools using technology, English language learning for children in remote areas, Road Safety programmes for children etc., In the skilling segment, particularly in Health, Hospitality and Service sectors, SEEDS has been working with around 15 corporates on providing employment to youth after equipping them with relevant skills as per the industry norms laid by the respective sector skills councils. SEEDS also implement several Up-skilling initiatives for men and women in unorganized sector funded by the Corporates as a part of short-term skilling programs. With the support of Schoolnet India Limited, SEEDS has been working on sustainable agriculture model and an Entrepreneurship Development Model with focus on strengthening forward and backward linkages in rural areas

SEEDS continue to monitor the projects right from their inception to implementation and evaluation. Arm's length relationship is maintained with empaneled partners wherein the projects are reviewed on a regular basis not just on the milestones but also assessing the overall impact it was supposed to make.

Annexure II

About SEEDS empaneled partner: Learnet Skills Limited





- 1) Learnet Skills Limited (Formerly known as IL&FS Skills Development Corporation Ltd)) is a joint initiative of Schoolnet India Ltd. and National Skill Development Corporation (*NSDC- An autonomous body under ambit of Ministry of Skill Development and Entrepreneurship, Govt. Of India*). The Public Sector Limited company formed in year 2011 in India is among the front runners in providing vocational training programs in the country.
- 2) The organization has been a front runner in providing vocational education trainings to people from *different social groups and is recognized as one of the largest training partners of National Skill Development Council (NSDC)*. Learnet through its Vocational education initiatives, has been able to reach across the learner segment inclusive of adult learners, persons with disability, school dropouts and graduates, in difficult geographies (extreme weather conditions, hilly areas of Northeast) as well as conflict zones with crippled economies due to long periods of unrest and terrorism (State of J&K, Left Wing Extremism (LWE) etc). **Learnet has so far trained 1.8 million youth including ~45% women under various Govt. and Corporate funded Skill development projects.**
- 3) Learnet has substantial experience in working with multiple stakeholders to develop and lead









scalable self-employment-based livelihoods generation programs and employment-linked skills development programmes. Learnet Skills, under PPP mode has created an annual training capacity





of training 1.5 Lakh youth across 20+ sectors ;140 job roles through a network of 200+ world class multi skills training Institutes spread across 20+states in the country

Key Project undertaken by SEEDS through its empaneled partner Learnet Skills






S. No	Name of the Project	Name of the Donor	Scope of Work	Location
1	McKinsey: Project Generation		Project intends to train youth in patient care services in healthcare, Steward in Hospitality and Retail associate to meet the growing skilled manpower need of the industry. Till date Learnet skills has successfully trained 6100+ trainee till date with 70% engaged in gainful employment	Delhi, Rajasthan, Tamil Nadu, Karnataka, Telengana, Uttarakhand, Himachal Pradesh, Odisha, Uttar Pradesh, Rajasthan
2	Placement linked skill training and Up skilling training programs for Painters		Implementation of skill development project for creating a pool of 1383 trained and certified painters. Also, skill up gradation of 841 painters in Delhi & Kolkata, UP and Maharashtra region.	Delhi, Kolkata, UP and Maharashtra
3	Vocational Training Program for Unemployed Youth		Program intends to train unemployed youth in the trades of Sewing Machine Operator, Hi-Tech welding electrician, Domestic BPO and Hospitality through existing network of Skills Institute in the state of Tamil Nadu and West Bengal and have successfully trained 1200+ trainees till date.	Tamil Nadu & West Bengal
4	Placement linked skill training for unemployed		Learnet Skills & Sattva Media and Consulting Pvt Ltd have collaborated with Tata Capital to design and implement a scalable model for skilling and	Bihar, Madhya Pradesh





	youth in financial services sector		employing unemployed youth in the financial services industry.	
5	Project Eklavya- Assessment & certification programme		Learnet Skills conducted assessment and certification of 20000+ auto service technicians engaged in repairing and routine servicing and maintenance of two wheelers in unorganized sector. Learnet Skills designed a comprehensive training program comprising of domain skills and soft skills leading to up skilling and formal certification of the roadside auto mechanics.	Gujarat, Odisha, Maharashtra, Punjab, Assam, Chhattisgarh, Himachal Pradesh
6	Project Saarthi Mitra: Digital and Financial Literacy Program		Learnet Skills has structured a comprehensive 5-hour training program which is to be delivered on site for training ~30,000+ truck drivers across 4 states i.e. <i>West Bengal, Tamil Nadu, Rajasthan and Maharashtra</i> . The Program aims to educate and generate awareness among the truck drivers on driving standards, fatigue management, basic health & hygiene awareness, financial savings, introduce them to cashless mode of financial transactions, such as usage of ATM, Mobile Banking, etc.	Maharashtra, UP, West Bengal & Rajasthan
7	Skill Development Project - CSR initiative of GAIL, Guna (MP), East		Learnet skills created an additional training capacity in Skill Development space by setting and operating Skill Development institutes under CSR Initiative of GAIL India. Till Date Learnet Skills has successfully trained ~ 15600+ unemployed youth under this project with	Madhya Pradesh and Andhra Pradesh

	Godavari (AP)		engagement of 70% of youth into gainful employment.	
8	Job Oriented Vocational Skill training for Unemployed youth	 CAIRN WE FUEL AMAZING	Program intends to provide short term vocational skill trainings on various trades followed by placements for 6000+ unemployed youth in Barmer and Jalore districts of Rajasthan over a period of three years	Barmer and Jalore district of Rajasthan
9	Residential placement linked skill development trainings for unemployed youth	 PETRONET LNG LIMITED	Learnet Skills imparted employability linked training in trades such as: CNC Operator, Welding, Fitting to 100 unemployed youth in Dahej, Gujarat. Activities as a part of skill training program included sensitization of youth through career counseling, outreach programs.	Dahej, Gujarat
10	Employability linked Skill training program	 BLUE STAR	This Program in partnership with MCCIA intends to provide 2 months skill training in Domestic BPO Non-Voice and AC Technician courses to 50 unemployed youth	Pune

	Employability linked Skill training program for economically weaker unemployed youth		To impart placement linked skills training to 800+ economically weaker youth in the state of Maharashtra and Delhi. Till date we have successfully trained trainees through our existing network of Skills Institute in Maharashtra and Delhi.	Maharashtra, Delhi/NCR
13	Placement linked skill training program- SAKSHAM	 Project Saksham	To implement employability linked program by offering training for upliftment of economically weaker youth in the age group of 18-35 years. Till date we have successfully trained 1200+ with 70% placement of trainees	U.P, Bihar
14	Kalike Samruddhi Upakram Initiative	TATA TRUSTS	Vocational skill training program for 1000 unemployed youth in Yadgir Block, Karnataka in Sewing Machine Operation	Yadgir, Karnataka.
15	Placement Linked Skills Training of youth from Oil India Catchment area		To impart employability linked skills training to unemployed youth of Oil India catchment area i.e., Dibrugarh, Tinsukia in the state of Assam. Till date we have successfully trained 8500+ trainees with 80% of the trainees engaged into gainful employment.	Assam
16	Nodal agency for PAP affected areas in the Navi Mumbai district		Learnet Sills is appointed as a nodal agency for implementing CSR for CIDCO. The project aims in empowering PAP affected unemployed youth by engaging them in a sustainable gainful employment through Skills Development interventions. The project envisages in setting up of sector specific center of excellence to cater	Maharashtra

			specific industry Skills development need such as Port and Logistics, Aviation and Construction.	
17	Setting up and Operationalization of Skills Institute		Learnet Skills has established and operating Netcore Skill Development Institute in the state of Rajasthan. Till date we have trained 1700+ trainees with successful placement of 70% trainees	Rajasthan
18	Project Swalambhan Employability Linked Skills Training		Learnet Skills has implemented employability linked skills training program through its existing network of Skills Institute in the state of Andhra Pradesh, Jammu & Kashmir, HP, Gujarat, Kerala, and Odisha & Rajasthan. Till date we have successfully trained 1700+ trainees under the programs in Engineering, Construction and Service sector.	Andhra Pradesh, Jammu & Kashmir, HP, Gujarat, Kerala, Odisha & Rajasthan.
19	Setting up and operationalization of Skills Institute		Learnet Skill has established and operating co branded Skills Institute under the CSR initiative of Swadesh Foundation. Till date we have successfully trained 2000+ youth with 70% placement	Maharashtra
20	Employability linked Skills Training		Learnet Skills is offering employability linked skills training through its network of Skills Institutes located in Delhi/ NCR, Bihar, Odisha, Jharkhand, Uttarakhand. Till date we have trained 2300+ unemployed youth located in and around NTPC catchment area.	Delhi/ NCR, Bihar, Odisha, Jharkhand, Uttarakhand.
21	Employability Linked Skills Training		Learnet Skills is offering employability linked skills training in service sector in the state of Delhi/NCR. The training is offered through existing network of Skills Institute. Till date we	Delhi/NCR

			have successfully trained 1200+ youth with 75% placement	
22	Employability linked Skills Training		Learnet Skills is offering employability linked skills training in service sector in the state of Tamil Nadu. The training is offered through existing network of Skills Institute in Engineering, Construction and Service sector trades.	Tamil Nadu
23	Setting up and operationalization of Skills Institute		Learnet Skills has established and operating a skill development institute in Korba district in the state of Chhattisgarh. Till date we have trained ~3500+ trainees under the project with engagement of 75% youth into gainful employment.	Chhattisgarh
24	Employability Linked Skills Training		Under the CSR initiative of Nalanda Foundation, Learnet Skills is offering employability linked skills training in Engineering, Manufacturing and Service sector Trades. The training is implemented through existing network of Learnet Skills Institutes in the country. Till date we have successfully trained 10000+ trainee with gainful employment of 75% trainees.	PAN India
25	Employability linked Skills Training		Learnet Skills is implementing a skills development project wherein training related to BFSI sector is offered.	Maharashtra, Delhi/NCR
26	Employability Linked Skills Training		Learnet Skills is implementing employability linked training for 1500+ unemployed youth for auto service technician in the state of Telengana and Uttar Pradesh.	Telengana, Uttar Pradesh

27	Employability linked skills Training		Learnet Skills is implementing employability linked skills training through its network of Skills Institute in the state of West Bengal and Assam. Till date we have trained 800+ trainees with 70% trainees.	West Bengal, Assam
28	Integration of Industrial Training in Value added offering		BP has shared a comprehensive industrial training content with Learnet Skills. Learnet Skills has integrated the same as a part of its value-added modules which are being clubbed with our offering of Engineering and manufacturing sector programs till date 12000+ youth have been trained on industrial safety program.	PAN India
29	Employability Enhancement Program		Learnet Skills is implementing English for Employability linked programs to ITI students in Mehsana district in the state of Gujarat	Gujarat
30	Employability linked Skills Training program		Learnet Skills is implementing employability linked skills training through its network of Skills Institute in the state of Tripura.	Tripura

