MEGHSHALA ANNUAL REPORT 2017 - 18

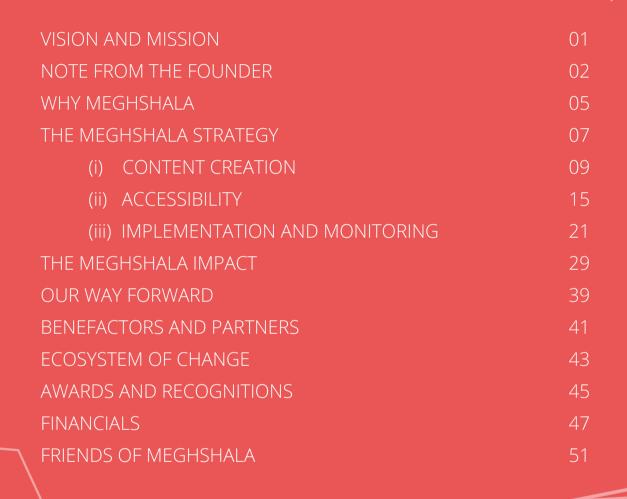
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CONTENTS





OUR VISION Educating for a better world

OUR MISSION

A million teachers will have access to world-class lessons by 2020

NOTE FROM THE FOUNDER

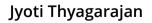
Five hours into the Apollo 17 launch towards the moon in December 72, the astronauts turned around and captured the iconic photograph of the Earth, suspended in space. Its fragility was so obvious and overwhelming that it made the world take huge steps towards vibrant environmental activism. If one photograph could do this, perhaps it is time to pull off another such moment to help truly flatten the access to basic education. After all, most countries consider it a fundamental right.



We, at Meghshala, share this sense of urgency about providing access to world-class education to all. We are sure that the solution is a clear and present opportunity. As the gang at Meghshala loves to tease me, the history of the growth of Meghshala hangs like a pink mist in front of my eyes. The growth of 25 teachers to 300 teachers in a year was magical, till we turned around and looked at the dizzying number of teachers that NEEDED to be trained in India. It also dawned on us that if we left any fraction of teachers untrained, it would be a battle that we would have already lost. This could only be achieved by an app.

The Meghshala Android app was released at the end of August of 2017, a joyous celebration of teachers, friends, fellow workers and NGOs. It was a complete success. Everyone who saw the app and used it had nothing but praise for it. And in six months, we were handling 18,000 downloads while trending on Google Play Store. We counted our blessings, and dived in. We have to make sure that the teachers who have downloaded it will continue to use and learn from it. In the midst of all this activity, we have attended many MHRD meetings with state governments to use Meghshala as a state-wide teacher-training plan.

In the end, however, it is the teachers in classrooms in every government school that makes our dreams come alive. What a team they are! None of this would have been possible without Tata Trusts, our most generous funder and our sage on the side, Social Alpha.



Teacher's Crisis In India: Country Falls Short Of 1 Million School Teachers

NDTV, DECEMBER 04, 2017

1 In 5 Primary Teachers Unqualified

TIMES OF INDIA, APRIL 05, 2015

Outdated Curriculum, Low Teacher Quality Behind Poor Learning Outcomes: CII-KPMG

BUSINESS LINE, DECEMBER 07, 2017

Edtech: Are We Forgetting The Teachers?

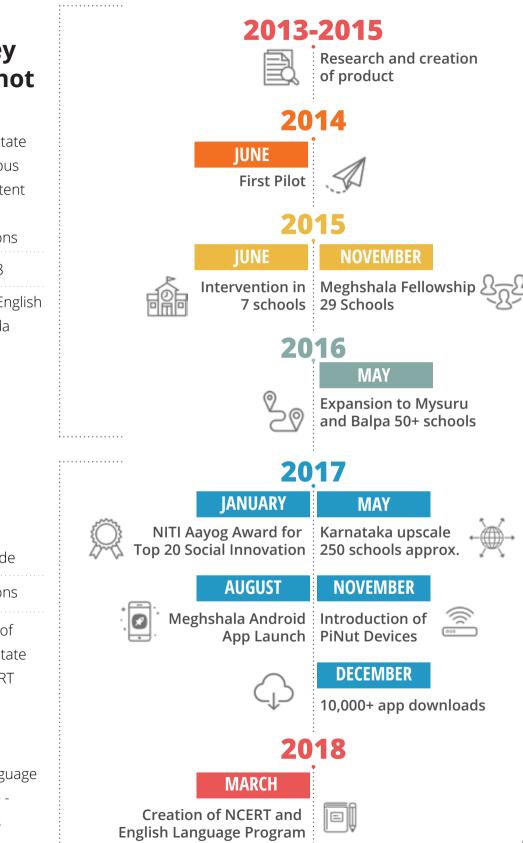
INC 42, APRIL 07, 2018

Teaching - India's Noble Profession?

Journey Snapshot

Phase 1 -Karnataka State Board syllabus aligned content

2500+ lessons Grades 4 - 8 Content in English and Kannada



Phase 2 -

4000+ lessons

Grades 1-3 of Karnataka State Board, NCERT

syllabus

English Language Programme -112 lessons

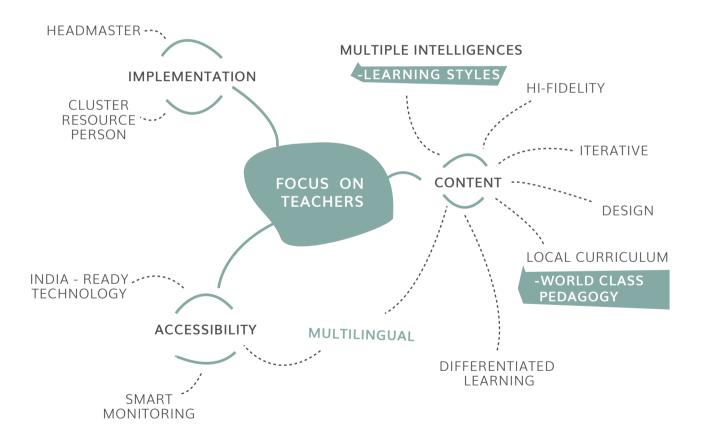
WHY MEGHSHALA

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ONLY THE BRAVE TEACH

Meghshala is an organisation of teachers from diverse backgrounds with a common purpose to address the challenges faced by teachers across India. We are driven by the urgent need to find solutions that are sustainable, scalable and more importantly, relevant for teachers.

MEGHSHALA INNOVATION





WHY MEGHSHALA 🐹

06

THE MEGHSHALA STRATEGY

THE TEACHER REVOLUTION

As an organisation BY and FOR teachers, we firmly believe that our impact will enable teachers to deliver a quality lesson in class. This will help transform schools into vibrant learning spaces.

The aim of our impact is to provide end-to-end solutions that allow a teacher to do the following with ease:

- (i) Deliver a good quality lesson in any learning space
- (ii) Handle everyday demands and challenges
- (iii) Upskill to use current technology; resources and methods
- (iv) Prepare content that reflects current and relevant ideas

Technology enables accessibility, scalability and a trickle-down effect.

Traditionally, Meghshala has had a two-point strategy: Content -

Our teachkits are well-thought out, high-quality lessons that are easily accessible on a user-friendly platform.

Implementation -

As most of our teachers are first generation technology users, we help them adapt to newer methods of teaching and provide support in various forms. Our 'technology imprint' is simple and ensures comfortable usage.

In 2017-2018, we emphasized on creating **accessibility**, (Meghshala app and PiNut) and managed to reach many more teachers and schools.



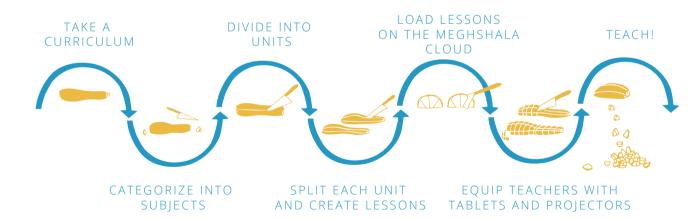
THE MEGHSHALA STRATEGY 👹 -

CONTENT CREATION

TAILORED SOLUTIONS: TEACHKITS

Most interventions in education rely on conveying concepts or on self-learning and overlook the requirements of teachers, which is primarily to have customised lessons that they can deliver effortlessly on a daily basis.

Meghshala teachkits are 100 percent aligned to the Karnataka State Board syllabus with an absolute user-design perspective. The content is ready for teachers to teach just as they use their textbooks. Meghshala teachkits are forty-minute, multilingual lessons enriched with engrossing audio-visual content offering a multi-sensory experience for the learner. They are carefully designed to sensitise and inculcate important values such as gender equity, empathy and tolerance.



active critical reflective empathetic creative

Our content is world-class because it is created and curated by teachers from diverse backgrounds and experiences. Through feedback systems, we hear back from our teachers. Their valuable feedback and input allow us to go back to the drawing board and align our offerings to their requirements.

Our teachkits enable anyone in the **'world'** to deliver a quality **'class'** to their students.

National acclaim brought the invitation to be on the National Teacher Platform, an initiative of the Ministry of Human Resource Development.



NATIONAL RELEVANCE: BUILDING FOR NCERT

Our work between 2015-2017, gained us acknowledgement from prestigious institutions such as the MHRD and NITI Aayog. Beyond Karnataka, we witnessed traffic from across the country, thus affirming our belief that our solution matches the demand from teachers. With national acclaim for our product and an increasing national footprint, the need for a more widely relevant and curriculum-aligned teachkit repository became imminent.

With support from the TATA Trusts, we began the process of creating content aligned to the NCERT (National Council of Educational Research and Training) curriculum. We are currently piloting these lessons in schools across several states.

> These teachkits are enriched with audio-visual content that has been developed in collaboration with experts from CloodOn, who also develop content for Shankar Mahadevan Academy.



EARLY SCHOOLING: ENGLISH

Our research showed that a significant number of students are ill-equipped to handle the demands and requirements of primary grades. This is mainly due to the fact that children joining a government school in Grade 1 lack exposure to pre-school or any formal learning.

Having spent time on the field and understanding ground reality, we are in the process of creating content for primary grades 1, 2 and 3 starting with an English programme based on **phonics**. Effective phonics instruction in the early years is important because letter-sound knowledge is the foundation needed to build-up reading and writing abilities.

The Meghshala phonics programme is designed to help -

- (i) students recognise the sounds of each individual letter.
- (ii) identify the sounds, that combinations of letters make.
- (iii) blend sounds to say the word.

The programme follows a graded approach from grades 1-3 and comes equipped with *ideas for phonics activities*, curated *phonics word lists* and *sight words* for in-class teaching. Each phonics lesson lasts for upto 10 minutes.

The programme created by in-house experts uses actions and songs set to music based on Indian ragas. This was accomplished with assistance from qualified musicians from Shankar Mahadevan Academy.



MEGHSHALA ENGLISH LANGUAGE ACQUISITION (MELA)

Building on 'phonics', we decided to create specialised programme suited to middle school level. Similar to New York State ESL tests, **MELA** or the **Meghshala English Language Acquisition** programme aims to teach basic communicative English to students.

MELA is a stand-alone English language programme spanning Grades 4 to 8, follows naturally from the foundation laid by the phonics instruction in Grades 1 to 3.

MELA is aligned to the following -

- (i) National Curriculum Framework
- (ii) NCERT
- (iii) British Council curriculum
- (iv) Common European Framework of Languages

Each MELA lesson is about 25 minutes long and can be taught twice a week, before the start of the regular prescribed syllabus.



ACCESSERETY

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EXPANDING OUR FOOTPRINT

"Any sufficiently advanced technology is indistinguishable from magic." - Arthur C. Clarke

At Meghshala, we are constantly on the lookout for ways to integrate new technology to deliver a better experience for our teachers. In the initial years, our implementation specialists travelled to rural and urban Karnataka, helping teachers adapt to the available technology. We created models of change - **one classroom, one school** at a time.

We explored different engagement models such as -

- (i) working **one-on-one** with teachers.
- (ii) working **one-to-many**; headmasters who managed teams of teachers in a school.

Our learnings allowed us to hold conversations with those who could initiate wider change at block and district levels. In addition, teachers who knew our work helped spread awareness by word of mouth and this resulted in greater demand.

Newspapers like Vijaya Karnataka and publications like The Wire and The Better India covered our work leading to -

- (i) teachers from different parts of the country reaching out to us.
- (ii) various NGOs and organisations from around the world showing interest in us.

In order to cater to rising demand, Meghshala invested in developing online and offline capabilities.

66 Teachers affect eternity; no one can tell where their influence stops.

- Henry Brooks Adams



THE MEGHSHALA APP -WIDE RANGE ACCESS

The interest and enthusiasm shown by teachers validated our belief that there was a need for curriculum-aligned content to help teachers deliver an effective and engaging lesson. We realised that teachers had access to a smartphone or were willing to invest in procuring one. With this knowledge at hand, we successfully launched the **"Meghshala Android Application"** on 18th August 2017 with our technology and intelligence partners, CloodOn Learning Pvt. Ltd., and our benefactors, Social Alpha and TATA Trusts.

Available on Google Play Store, teachers all over the world are able to access Meghshala content for free. There are now *well-designed* and *well-planned* lessons on an app that fits right into the palm of the teacher. The app was launched at WeWork Galaxy, Bengaluru and the event was attended by hundreds of teachers, school leaders, government officials and luminaries.

Surpassing expectation, the Meghshala App crossed 5000 downloads in just 5 days!



From the north of Kargil to the southernmost tips of Tamil Nadu and Kerala, the response has been overwhelming. Our growing capabilities along with the faith shown in us by our teachers has added impetus to accomplishing our goals.

Today, our mission is to be in the hands of a million teachers who will deliver world-class lessons effectively.



VOICES FROM THE GROUND

"I used to hand make all the charts and maps to show the kids, but I was never able to show them the clear pictures of life in different places. This time when I was teaching Antarctica, I could show them the animals, the vegetation and everything else about the place. Kids had never seen this before."

"I have taught Jallianwala Bagh through the teachkit, the message in the video was so powerful that the students cried while looking at it."

- Ms Taseen, GKTMPS, Cleveland Town, Bengaluru

"My teacher Shekar sir, enjoys teaching with the help of this aid. Once he goes into the class, he will not come out. He uses this extensively to teach." - Ms Shobha Devi, Headmistress, GHPS, Stonehill, Bengaluru

> "The way grammar has been taught, has made it very easy for the teachers to teach and the students to understand. I loved teaching parts of speech for the students. It was explained beautifully." - Ms Anita, GHPS Sonnapanahalli, Bengaluru

"On the internet there are lot of apps but Meghshala's lessons in our mother tongue has come out very well and this is helping the students by making the lessons more attractive and by increasing their learning abilities. A big thank you to Meghshala for doing such unprecedented work!" - Mr Rizwan Navgekar, MLA Kannada Higher Primary School, Belagavi

PiNut (OFFLINE): LAST-MILE CONNECTIVITY

As per *Washington Post*, 47% of the world's population now uses the internet, while as per *Statistica* only 26% of India uses the internet.

Even as Meghshala is available on the internet, the internet is not available to everyone. Seamless access to content is hindered by technological barriers and human inconveniences. These include smartphones lacking space to store content, limited access to internet and personal reluctance to pay for internet access.

To overcome challenges, Meghshala collaborated with an innovation startup, PiNut, to build micro-servers onto which Meghshala Teachkits can be uploaded.

The PiNut devices have an offline capability, thus providing access to content offline. PiNut devices are now deployed in places without internet. Teachers can connect their devices to the PiNut via WiFi or phone data, and download lessons at lightning speed!

This collaboration has facilitated faster reach across Karnataka and to other remote locations like Kargil and Ladakh.

These technology upgrades helped us explore further options of engaging with new partners, organisations and avenues.

IMPLEMENTATION AND MONITORING

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JOINING THE DOTS

"Technology is just a tool. In terms of getting the kids working together and motivating them, the teacher is the most important."

- Bill Gates

Information Communication and Technology (ICT) in classrooms is a common core highlighted by institutions like United Nations, The World Bank, MHRD, CBSE and state governments. Yet, as we create world-class lessons using technology, we are cognisant of the fact that most of the teachers we work with are first-generation technology users.

One of the biggest challenges faced by most interventions is the acceptance of their programme on the ground.

To overcome this challenge, our implementation teams build relationships with teachers through regular visits, making the process effective. In places where we work with teachers directly, we help them acquire the necessary skills and comfort by staying connected with them and enabling them to master the new technology.

> Experienced in implementing programmes and anticipating challenges our teams are equipped to share their knowledge and help replicate similar successes.



THE MEGHSHALA SANDBOX

Our journey commenced in 2014, with 29 teachers from 29 government schools. Given our direct and close work with teachers, we refer to these schools as 'The Sandbox Schools'. Both student and teacher outcomes and performances are measured and monitored closely.

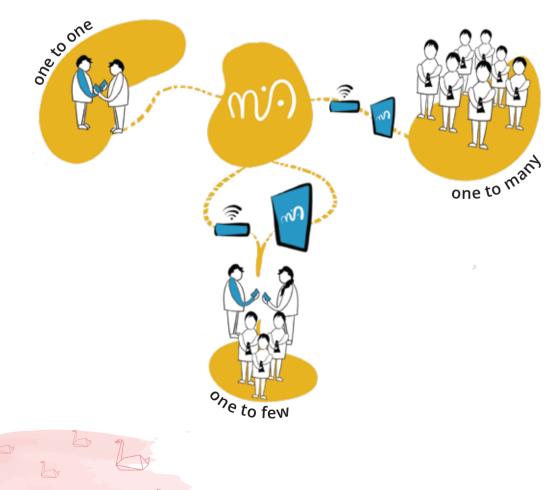


PILOTING NEW MODELS OF IMPLEMENTATION

"Begin, be bold, and venture to be wise." - Horace

Our strength is a ubiquitous sense of innovation that forms the very fabric of our work. We constantly evaluate new action plans, and explore new and uncharted territories.

In 2017-18, we explored further relationships driven by our technology upgrades. We leveraged the following models - **one to one, one to few** and **one to many**.



(i) One to One -

High Touch - Low yet Strong Impact : Infrastructure includes tablets and projectors

Our experts continue working directly with teachers and reaching out to new schools, creating proof points of success. Our older teacher partners are independent and reach out in case of an infrastructural or technological requirement. We continue to learn about the impact on the school ecosystem and explore ways of enhancing our capabilities.

(ii) One to Few -

Medium Touch - Medium Impact : Infrastructure includes PiNuts, tablets and projectors

Working with headmasters in 2016-17, we continued to explore options that allowed us to make a greater impact with optimum touch points.

This was achieved in 2 ways -

- Optimising human efforts: working with District and Block
 Education officers
- Using devices like PiNut: tackling connectivity issues

We partnered with multiple CSRs and implementation agencies, on technology, infrastructure and efforts, who recognised our work on the ground.

Sandbox Schools: In 2017-18, we grew our sandbox considerably and entered new geographies like Gadag, Belagavi and Tumkur districts to reach 20 schools, impacting 60 teachers and 1800 students.

CASE STUDY 1 Lenovo - Meghshala Collaboration: The Tablet-Only Intervention

In January 2018, we collaborated with Lenovo India to try out a new model in 10 schools of Belagavi. Lenovo sponsored 50 tablets to be deployed by Meghshala. Belagavi was chosen as the area for intervention based on two criteria -

- the interest shown by the Block Education Officer.
- the requirements in the unreached rural Belagavi block.

Each school was allocated 5 tablets with Meghshala content. In addition, the social media groups we created helped teachers share their experiences both about the tablets and lessons.

Tablets are being tried out in 2 different ways -







(iii) One-to-Many -

Low Touch - High Volume: The app and PiNut based Intervention

The app made our content accessible across regions and demographics and helped us collaborate with teachers and education partners.

As part of developing NCERT aligned content, we are partnering with organisations across various states. We aim to understand their needs and contextualise our offering to them - be it language, content or technology.

In 2017-18, we worked with various organisations including Deshpande Foundation, with whom we have a long-term partnership.

CASE STUDY 2 Deshpande Foundation - Meghshala Collaboration: app-based Intervention

In October 2017, we collaborated with the Deshpande Foundation for an app-supported intervention in Kundgol, a rural block in Hubli district.

With the freely available android application, we could -

- (i) work with teachers who had the Meghshala app.
- (ii) involve local communities in school improvement.
- (iii) bring accountability amongst existing systems.

Our pilot intervention had 100 teachers with smartphones and was spread across 10 clusters of Kundgol Block.

The programme was driven with the help of the block and cluster-level functionaries. We worked with Cluster Resource Persons and Headmasters to build a sustainable and accountable structure. During the intervention, we focused on building strong relationships with teachers; getting them comfortable to use our content and invest in Meghshala.

We also engaged other stakeholders (parents, school management committees and other partners) to build a supportive ecosystem for teachers. This resulted in initiatives like schools raising funds to install hardwares and teachers purchasing smartphones.

The programme witnessed a rapid organic growth; the numbers doubled in three months. By the end of the pilot, we reached 200 teachers across Kundgol and the government offered us to work with more blocks across Dharwad district in the year 2018-19.

THE MECHSHALA IMPACT

WHAT IMPACT MEANS TO US

For the first three years, we followed a traditional methodology of understanding student learning outcome through assessments done by **Gray Matters India**.

At the end of the third year, we focused on our contextual impact by analysing teachers' behavioural patterns. This would help us create customised experiences for them.

We constantly track -

- (i) teacher engagement with our app/content.
- (ii) usage patterns over time.
- (iii) teacher persona (demographics, adaptation lifestage).
- (iv) user engagement in person and with technology.
- (v) institutional goals defined by Karnataka State EducationDepartment, MHRD and other such esteemed bodies.

DISCLAIMER:



Data is collected only for slides with 5+ seconds of usage.



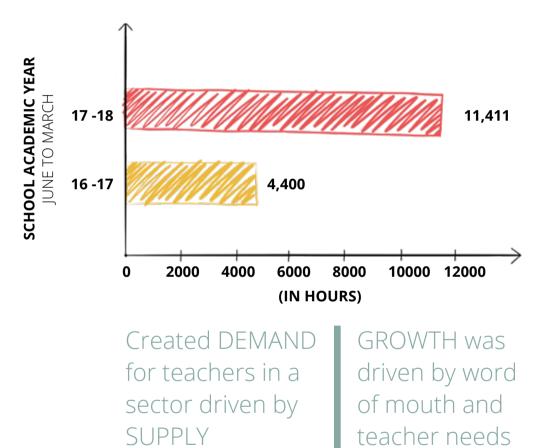
Slides alone do not represent a lesson - they enable an extended session enriched with references and suggestions.

YEARLY GROWTH: 2017-18 VS 2016-17

After the launch of Meghshala app in August 2017, content **usage increased 3x in a span of 6 months**.

This despite the fact:

- the content was limited to Karnataka State Board Syllabus.

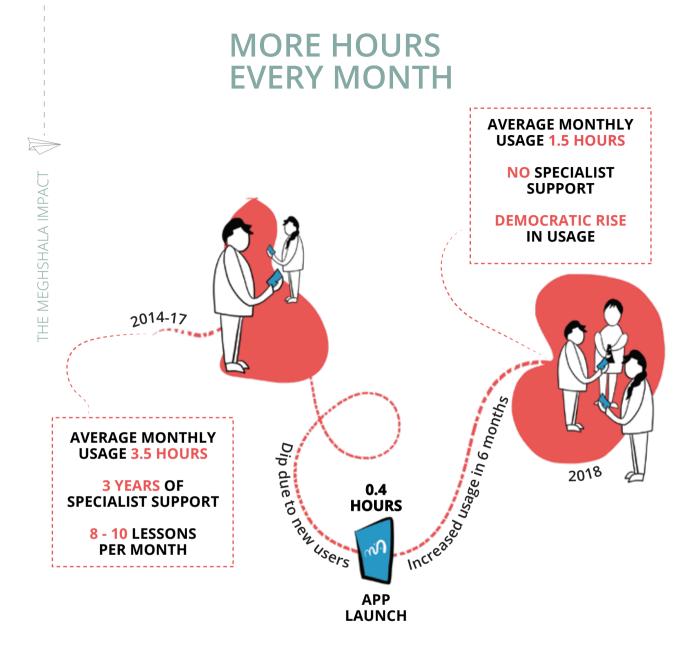


- no additional support was provided.

We are confident that with support from governments and partners, more teachers will benefit from Meghshala.

*Conservative estimates based on the disclaimers given





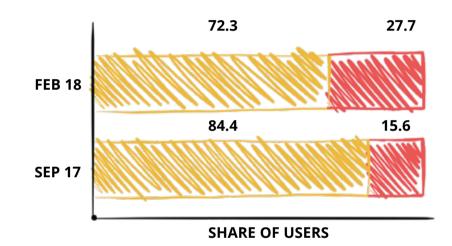
6 months post the app launch, increasing teacher activity validates acceptance.



MORE DAYS EVERY MONTH

In September 2017, monthly usage of the app in the class was around 2 days a month. By the end of the academic year 2018, there was a significant increase in the days of usage.

By February 2018, usage for 12+ days in a month (half a month) grew by 31% month on month.



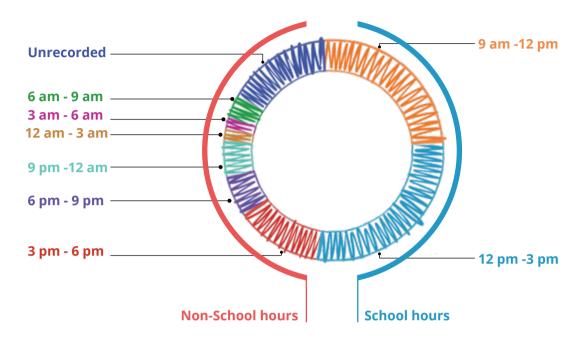
More than 4 days of usage in a monthMore than 4 days of usage in a month

The considerable adoption rate shows that Meghshala has an increasing presence in the classroom.



ALL IN A DAY

Nearly 1/3rd of the usage is seen during "Non School Hours".



Usage during "Non School Hours" hints at -

Professional Growth	Personal Growth
- After School Classes	- Preparation for Class
- Coaching Classes	- Self Learning

At a time when teachers could be occupied by social media sites, television or family, data shows they used Meghshala teachkits. This is an indication of how relevant Meghshala is in the lives of teachers.

Meghshala moves from being an ' In-Class App' to a 'Teacher Aid'.



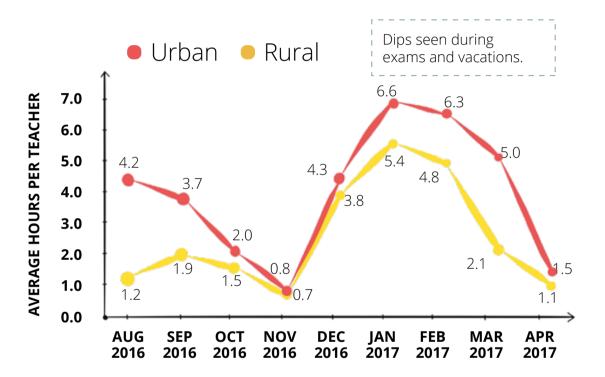
Scan this QR code or go to Google Play Store to download Meghshala app for **Free!**





ADAPTATION BY LOCATION: RURAL AND URBAN

In 2016-17, we checked to see if our teachers in rural and urban schools showed similar patterns in their usage. We wanted to check if landscape, demographics and support systems made a difference.



Equity amongst teachers - bridging rural and urban divide in accessing digital literacy and aids.

Meeting one of the key education goals of governments, Ministry of Human Resources Development and United Nations.

EQUITY IN ACCESS AND USAGE

The app usage has expanded our footprint across the country. Even as we analyse the demographics and regions where it is being used, the power of curriculum aligned content becomes clear.

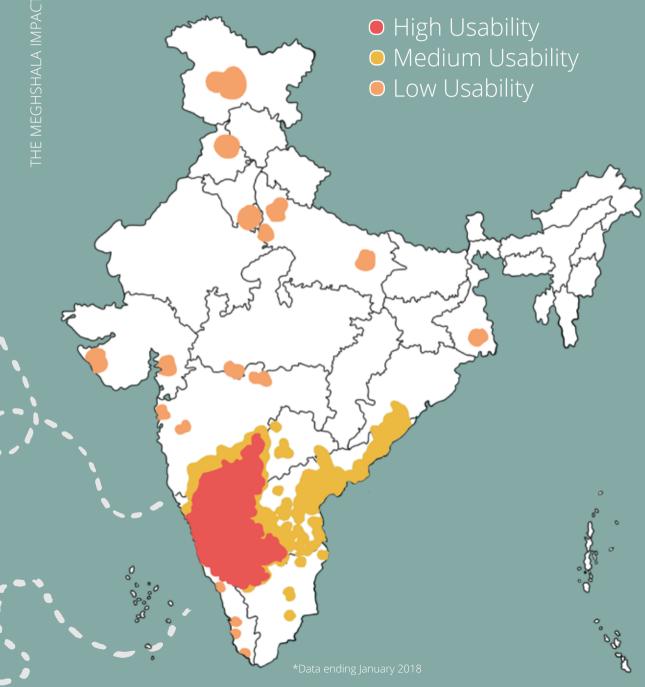
What started out as a project in 29 government schools, has shown a flicker of life across the country today. The significance of each dot, in Karnataka and beyond, is the reason for what we do, why we do it and what lies ahead.

Minimum Support | Limited NGO presence | Limited access to means

More than 1 NGO in schools | Teachers with more access to means | Stronger support system | Lower Stakes



EVERY DOT TELLS A STORY





LOOKING AHEAD: 2018 - 19

- **Reach** all 30 districts of Karnataka.
- Launch NCERT content.
- **Expand** presence nationwide.
- Work with teachers in Delhi, Jammu & Kashmir,
 Jharkhand, Manipur, Sikkim and Andhra Pradesh.
- Tie-up with corporates, national and international education organisations.
- **Explore** invitations from other countries to design customised curriculum.
- Promote and implement English
 Language Acquisition programmes.
- Improve access to teachers by developing our technological capabilities.
- Understand our teachers holistically by deepening our data collection.



BENEFACTORS AND

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WORDS FROM OUR PARTNERS

At Tata Trusts, we believe technology has the role to bring about disruptive change in the lives of the poor, deprived and the underserved. Technology solutions need to be accessible, affordable and developed keeping the user in mind. Meghshala is one such scalable, high quality solution that is currently in the hands of thousands of teachers. Meghshala is contextualised in a language they comprehend. With the release of NCERT syllabus, we hope Meghshala finds its way into the hands of millions of teachers across India.

Manoj Kumar

Head, Innovation and Entrepreneurship, Tata Trusts

At a time when there is a deluge of digital content of varying quality on the internet, Meghshala helps curate best of the content out there and weaves it into an interactive lesson plan enabling the teacher to make learning fun, interactive and holistic, simple, easy to use and contextual. Meghshala is definitely on track to impact a million teachers by 2020.

Srikanth Prabhu Portfolio Manager, Social Alpha

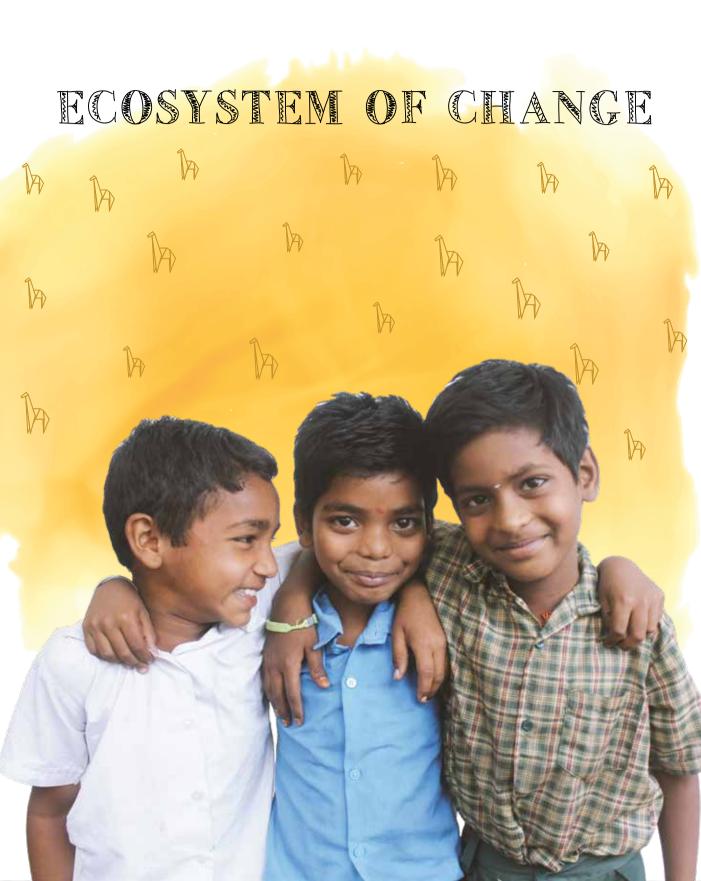
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When we see teachers of our rural and urban government schools using technology in the classrooms, we are convinced by the power of Meghshala's vision.

Meghshala serves two goals - empowering teachers and classrooms (teaching experience) and enhancing students' learning and conceptual understanding. Meghshala's teach kits have cracked the code making it user-friendly and very simple to use for any teacher- even if technology averse.

Sunayana Chatrapathy

Deputy Director - Programmes, Makkala Jagriti



TAPPING LOCAL TALENT

As a catalyst of change, we emphasise on creating contextual solutions. In the same spirit, we foster local rural employment of talent, who can help teachers in these regions with our content. Here are some quotes from implementation specialists trained by us in collaboration with the Deshpande Foundation.

Nagraj Bevoor, Koppal -

"This is good learning position for us and I am learning lot of things from here. I am not doing anything for Meghshala, but Meghshala is teaching me a lot of things."

Sunil Ingalagundi, Hubbali -

"I started working in Meghshala in November 2017. Introducing the app model in Kundgol was very difficult for me in the beginning, but it became easier day by day. This organisation is helping me grow and learn. I am really enjoying my work."

Danayya Uggadamath, Belagavi -

"Meghshala has helped me improve my communication. I can interact with teachers. My language and knowledge has improved. I can give demo classes. Every step is a learning moment and Meghshala team is very encouraging."

> Such initiatives at a local level will provide greater opportunities for development and will enrich the community we are working with.

AWARDS AND RECOGNITIONS

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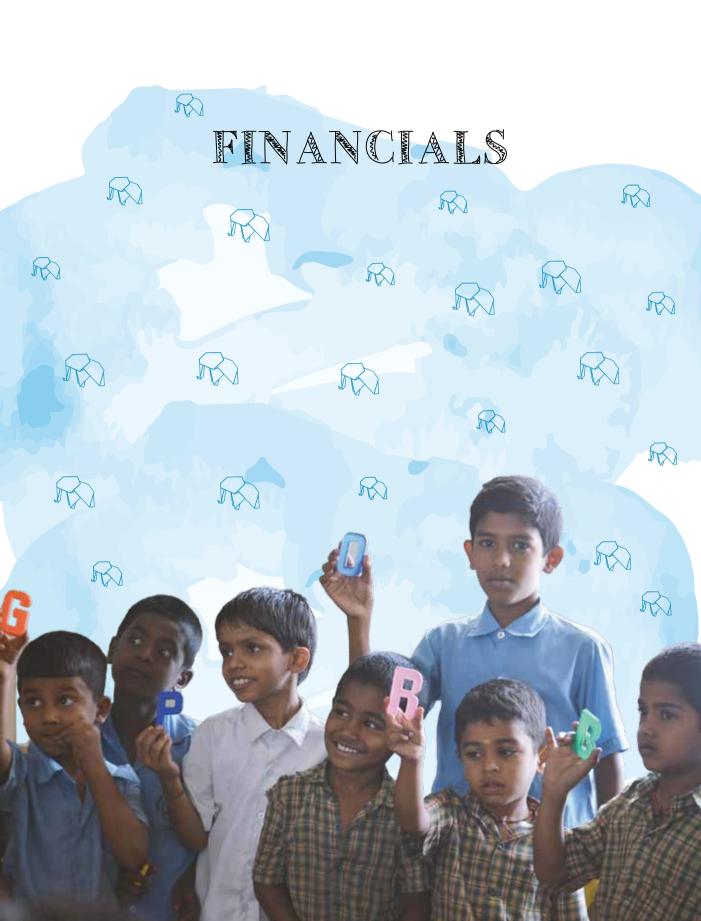
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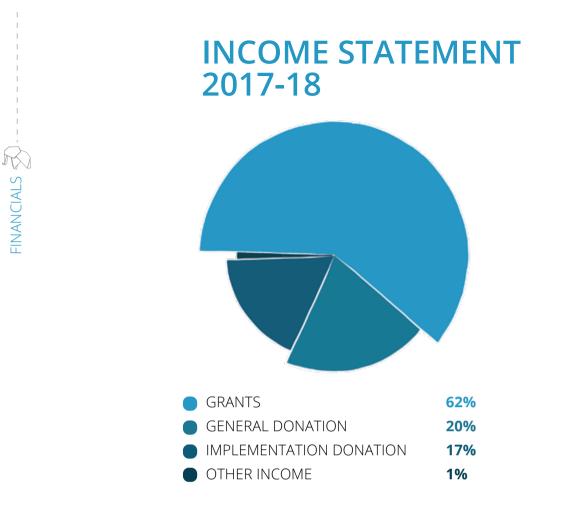
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OUR ACCOLADES

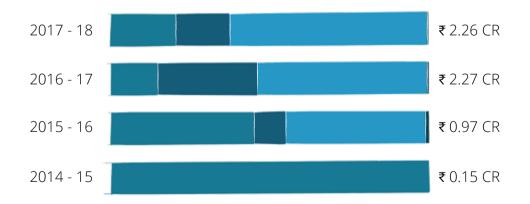


TOP 100 TRENDING APPS ON GOOGLE PLAY STORE



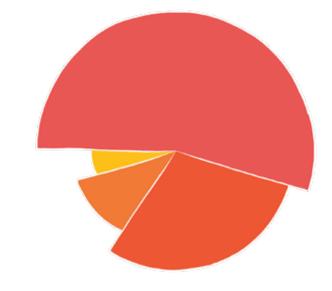


MEGHSHALA'S INCOME BREAKDOWN OVER THE YEARS -





EXPENDITURE STATEMENT 2017-18



CONTENT AND CURRICULUM CREATION	54%
IMPLEMENTATION, TRAINING AND MONITORING	30%
ACCESSIBILITY - TECHNOLOGY, APP, PiNut	11%
ADMINISTRATION AND OFFICE	5%

MEGHSHALA'S EXPENDITURE BREAKDOWN OVER THE YEARS -



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FINANCIALS

FUNDERS OF MEGHSHALA

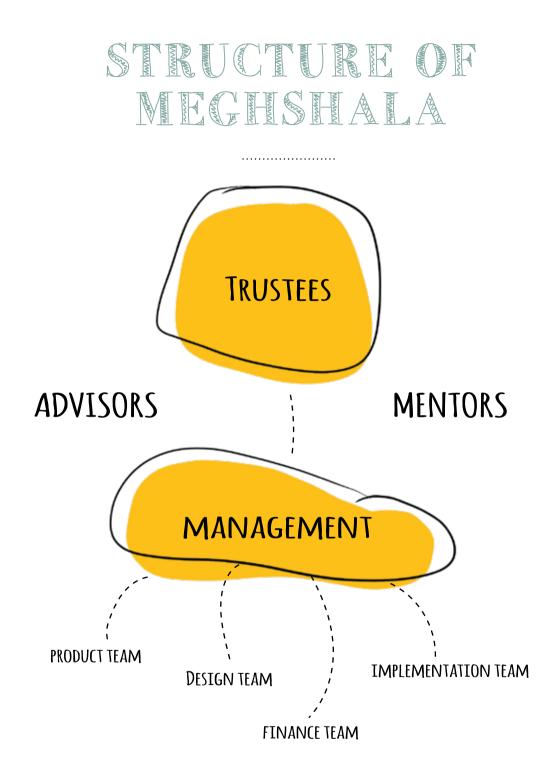
- Allstate Solutions Private Limited
- Ascendas Services (India) Pvt Ltd
- Ashwini Charitable Trust
- B R Srinivasan
- Careworks Foundation
- Colours of Life
- Deshpande Foundation
- Fleur Hotels Private Limited
- Jaijagath Trust
- Karle Homes Private Limited
- Makkala Jagriti
- Milap
- Mohit Bhandari
- Myrada Child Development Project
- Nirmaan Organization
- Paranga Charitable Trust
- Ratna Kumari
- Rotary Whitefield Central Trust
- Seshadri Gunjur
- Shivananda
- Shivangini Properties Private Limited
- Shiva Kumar
- Shrikant Shankar Pandit
- Social Alpha
- Tally Solutions Private Limited
- Tata Education and Development Trust
- Vanitha B
- Vidya Schools
- Whitefield Rising Trust



FINANCIALS



FREENDS OF MEGHSHALA





FRIENDS OF MEGHSHALA 👷

OUR TRUSTERS



Ms Jyoti Thyagarajan Founder - Trustee



Mr Manoj Kumar Trustee



Mr Sridhar Ranganathan Founder - Trustee



Mr Shankar Mahadevan Trustee



BENEFACTORS OF MEGHSHALA

Advisors

- Mr Arvind Thyagarajan
- Dr. Prea Gulati
- Mr Shashi Nair
- Ms Shuba Girish
- Ms Sujata Rao

Mentors

- Dr. Mukund Thattai
- Mr Jay Warrior

Consultant – Dr. Joan Huntley

Data and Strategy Partner – Augmented Understanding (AU.)

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