



SCALE UP PROGRAM Cohort 2017

Zaya 'Class Cloud' is a portable, classroom-specific wireless device with an adaptive learning platform designed to store, access, and deploy curriculum and content in classrooms with intermittent connectivity or no connectivity. It is based on 'blended learning' model where students spend their time between learning on tablets, instructional time with a teacher and peer-to-peer work. Students learn at their own pace, ensuring better learning outcomes.



Impact of the innovation:

Currently more than 150,000 students and 700 teachers are using Zaya's platform. Zaya aims to reach 10 million students by 2020, via both mobile based products and in schools.

- **Business Challenge faced:**
 1. Supply Chain and Logistics
 2. KPI Management
 3. Sales and distribution strategy management
- **Mentor:** Sanjiv Agarwal, Head - Sales Transformation & Capability at Marico Limited
- **Duration of engagement:** 6 months

