

Globant



As Your Organization's EdTech & Metaverse Partner



Globant
EdTech Studio



Globant
Metaverse Studio

Agenda

1. Our vision and understanding
2. Our approach
3. Why Globant?

1

Our vision and understanding



> Our vision

Our vision is based on a simple idea - the best way of **creating new forms of value** that result in sustainable competitive advantage is to:

Focus on identifying the right mix of existing and new capabilities by augmenting experience, agility, technology, data, AI, Metaverse, and culture to enable new business models, deliver desired outcomes, and establish closer customer relationships.

We believe that Globant is uniquely placed to help automotive companies due to our **digitally native mindset** - one that we have successfully applied to traditional organisations in a way that helps them identify and scale new business opportunities.

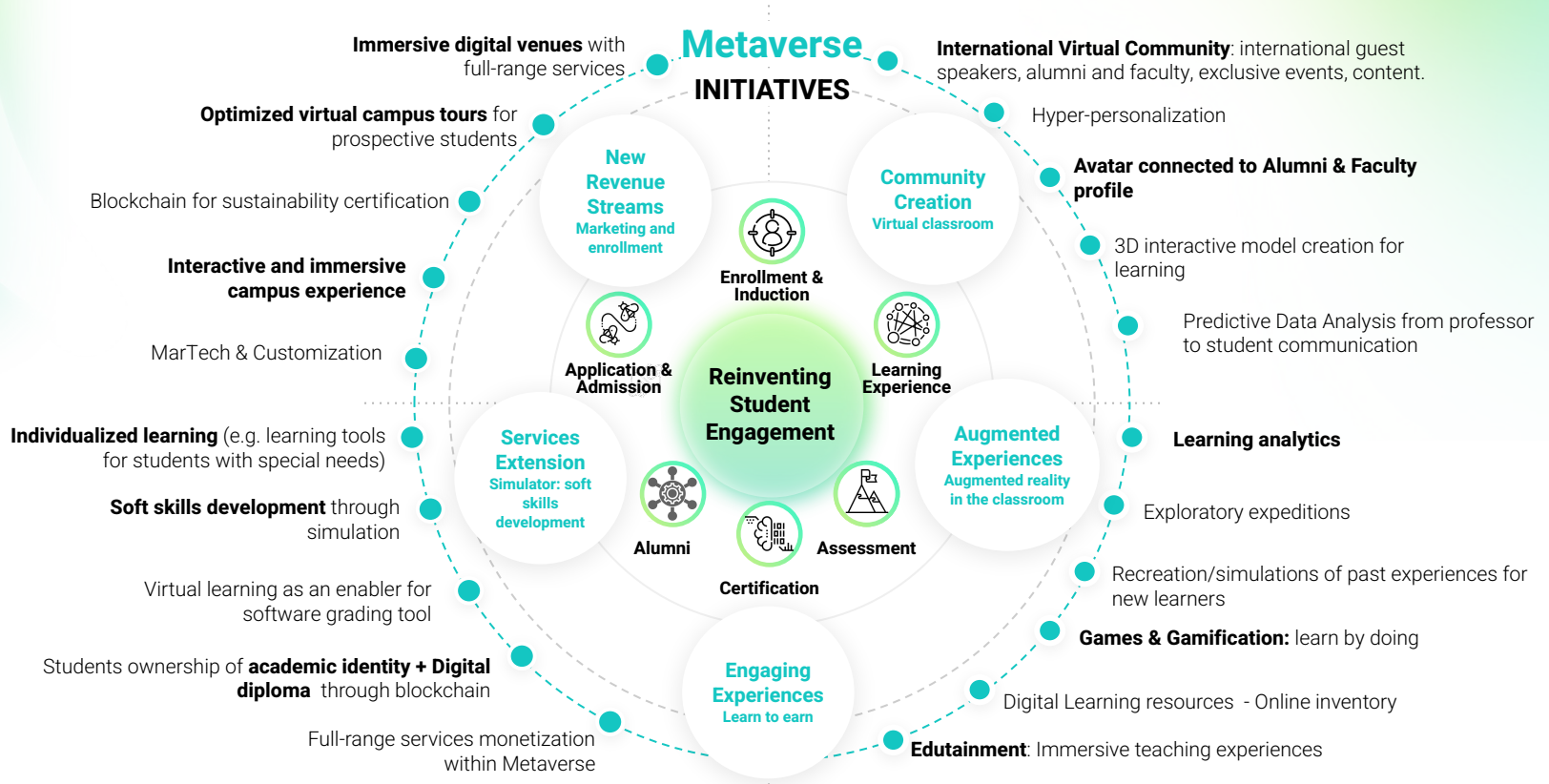


➤ Our Understanding

- Episteme aims to be the technological platform through which universities around the world adopt technologies that facilitate student and potential student engagement through new technologies.
- Episteme requires a technological partner with experience in Metaverse and EdTech to strengthen the student-university-family relationship.
- Episteme seeks to connect with universities by creating a virtual island, offering the ability to virtually tour the university.



Reinventing Education within Metaverse, VR and Ed Tech



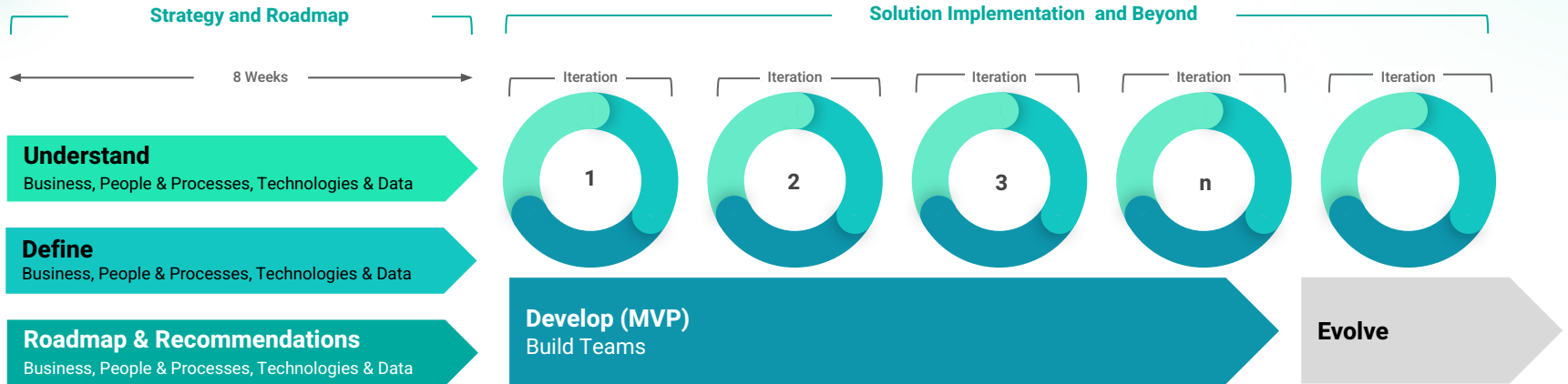
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Our approach

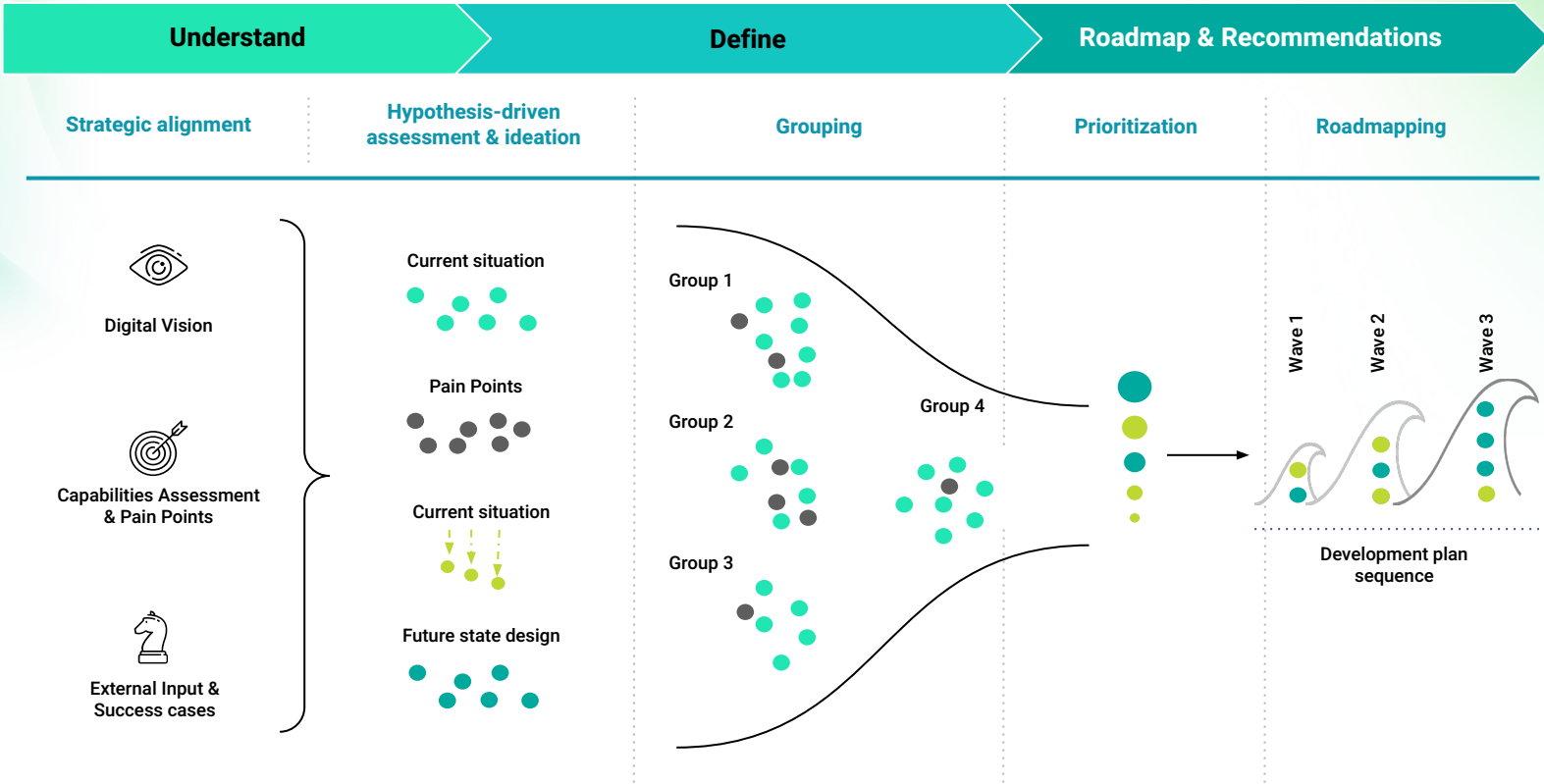


> B2C Edtech Transformation

We begin with a **Discovery** Phase that will provide the necessary immersion into the domain to validate and iterate current hypothesis into a more tangible business model with clarity around value proposition and go-to-market strategy. Our Discovery team will help define the vision and land it into a roadmap. We will use the discovery material to define the **functionalities, capabilities, architecture blueprint and overall transformation roadmap** for implementing the B2C Edtech Transformation.



Methodology



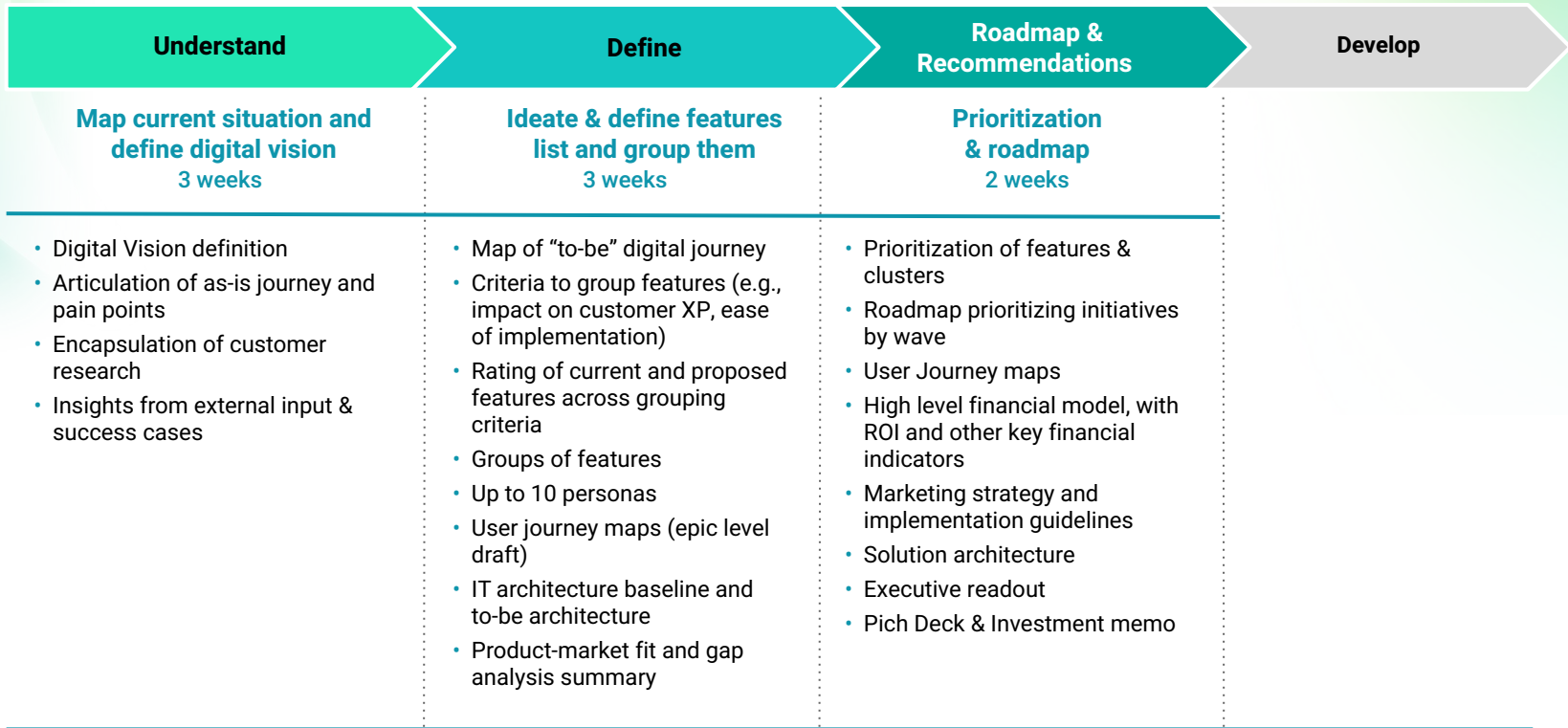
Activities* and Phases

	Understand	Define	Roadmap & Recommendations
Strategy & Planning	Map current situation and define digital vision 3 weeks	Ideate & define features list and group them 3 weeks	Prioritization & Roadmap 2 weeks
<ul style="list-style-type: none"> Stakeholder** group definition Preliminary stakeholder alignment and initial meetings setting Kick-off meeting planning and weekly rhythm alignment PM introduction and credentials/access coordination Team Staffing 	<ul style="list-style-type: none"> Stakeholder interviews & workshops with management and customers Industry research and benchmarking Assessment of current technology and product features Map as-is consumer journey (market input) Workshop with client to align vision and key objectives Current operating model review 	<ul style="list-style-type: none"> Validation and iteration of hypotheses Critical variables for grouping (i.e. quick wins group, high investment high impact group, low effort wins, etc) and workshop to align criteria New features to differentiate customer experience To-be customer journey To-be technology architecture and digital capabilities Groups containing activities Workshop to make initial clustering bullet-proof 	<ul style="list-style-type: none"> Financial modeling Criteria for prioritization (aligned with Management) Initiatives by priority Implementation roadmap Marketing Plan Pich Deck & Investment memo Solution architecture refined

* Activities are subject to be changed during first week of engagement

** It is imperative that we have a good representation of key players and get an understanding of activities ahead of kickoff

> Deliverables



** Deliverables are subject to be changed during first week of engagement*

> Globant Team



Product Manager (100%)

Understands the business goals and the project objectives to identify product solutions and conducts product research. Defines product requirements and leads product development. EdTech experience.



Service Designer (50%)

Focuses on understanding and defining the system of services and products in an organization and optimize the processes and models of interaction.



Project Manager (50%)

Enable development teams to work effectively together with the client and support projects operation to ensure sustainability.



Business Hacking, Manager (25%)

Lead the team and manage customer relationships. Support the definition of the business model on each of the fronts and helps define requirements based on business needs, co-defining goals and measuring impact throughout the process.



Business Hacking, Associate (100%)

Actively participates in the definition of the business model and assists in the definition of requirements based on business needs. Validate that the product roadmap is aligned with the defined strategy. Also builds the financial model and manages investor relations. EdTech Experience and monetization.



Solution Architect (50%)

Assure the creation of a clean and consistent technical vision of the products and is responsible for the estimation of them.

➤ Assumptions and Dependencies

- Cloud solution implementation will be aligned to Sustainability principles. Sustainable Cloud Providers will be preferred to implement the solution.
- Technology Stack should be defined during Discovery phase
- Episteme should define and assign key Stakeholders to be involved in this Discovery phase. These key stakeholders will be providing insights, definitions and decisions in terms of what the product should be like, the priorities.
- There should be a combination of different stakeholders to ensure that the whole vision and interests are considered in the solution.



Why Globant?



> Globant As An EdTech and Metaverse Partner

Our Metaverse Capabilities

15+

Years working with top AAA Gaming studios

1,500+

Engineers, Developers, 2D & 3D Artists make up our teams

120+

Projects in Gaming, 3D Graphics, Platforms, Virtual & Augmented Reality

Selected Clients



EdTech Ecosystem



Our Partnerships



Our EdTech expertise in a nutshell



Student Information
Systems (SIS)



Learning
Management
Systems (LMS)



Enrollment
Processes



AI / Machine
Learning and
Predictive Analytics



Real-time
interaction



Identity
& Access
Management



Interoperability &
Integration



Reporting & Data
Analytics



Digital Content
and resources



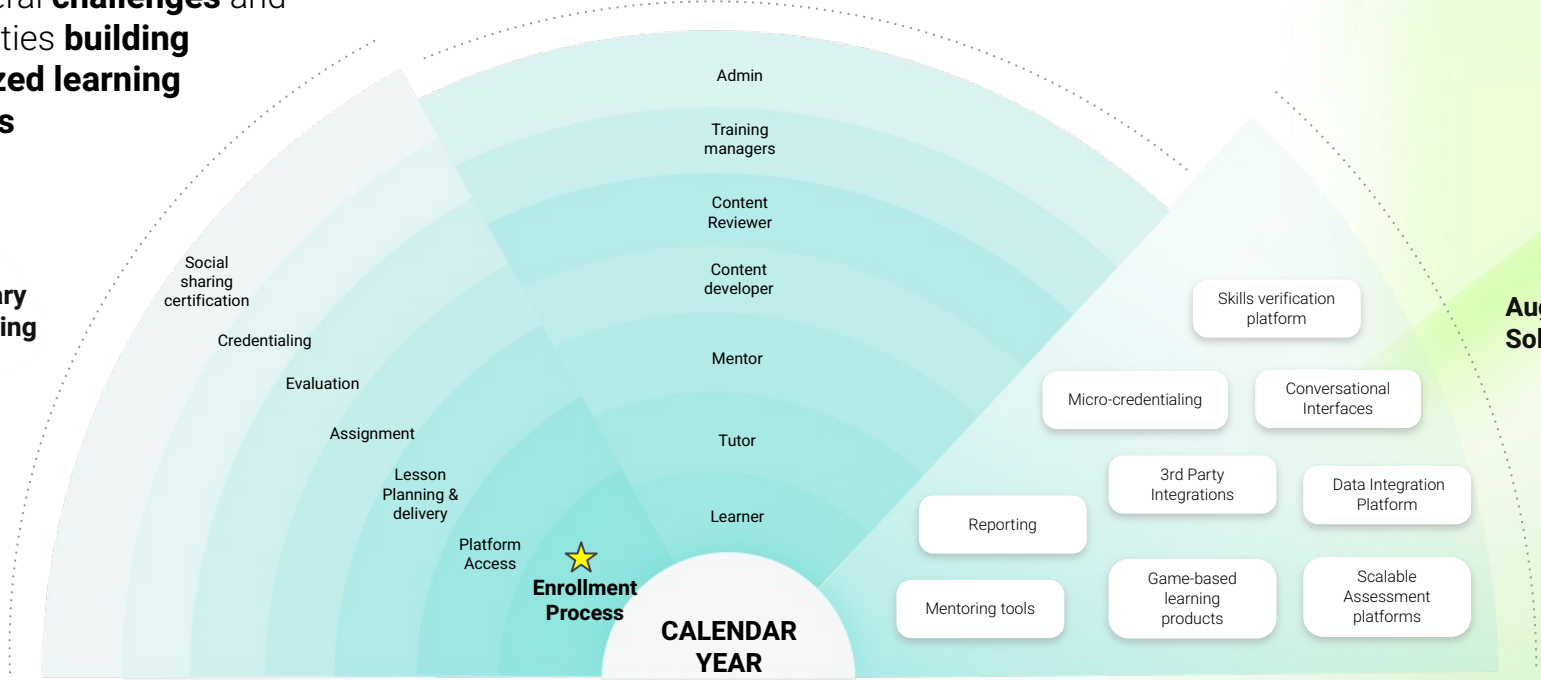
Interactive
tools and
solutions

We have **experience** dealing with several **challenges** and complexities **building customized learning platforms**

Primary Learning Cycle

Experiences

Augmented Solutions



Core Pillars



Content development



Cybersecurity



Accessibility



Engagement Strategies



Data & Analytics



Industry Standards

Thank you!



EPISTEME
SCIENCE • VIRTUAL • EXPERIMENTATION

+ Globant 

