

# Solvio

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In this presentation I'm selling 3 things:

- the team
- the problem
- the solution



**TEAM**



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# FULL-TIME

## DOM

- My background is 25% math, 25% econ and 50% software engineering
- I taught math at universities in Europe & US, including UC Berkeley and Cornell
- I worked in/started pre-seed startups, unicorns and small businesses
- I travelled extensively in India, my hobbies are meditation, year-round cycling and sauna.



Wikipedia 2019



# POTENTIALLY FULL-TIME

Name	Superpower
Anh	Mathematician, Python
Dmitry	Front-end engineer
Martin	Business dev
Sam	Formal methods
Sultan	Full-stack engineer



**PROBLEM** 🙄

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- Current education system is very inflexible. If one applies to Oxford undergrad right now, they will begin studying in October 2021. That is *22 months* from now.
  - It is *de facto* impossible to get credentials for informal education such as self-learning.
  - Finding good materials/resources on the internet is difficult. We still lack an efficient aggregator for education content.
  - Education in English is overpriced in Europe, and education *in general* is overpriced in US.
- and many many others.



**SOLUTION** 😊

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- Our goal is to create an end-to-end education system for the 21st century.
- One that would be recognized by governments for purposes of taxes, immigration...
  - We're the first project in history with this aim.
- We also think the best way to bootstrap such a proj is with a B2C app.
- I will now describe the chronology of features (might change subject to user interviews & iteration).



# SEARCH ENGINE FOR LEARNING RESOURCES

- We'll start by developing a search engine for learning resources.
- Unlike Google, it will be richly customizable
- Unlike Udemy/Coursera, it will be not be platform-specific.
- It will include:
  - podcasts
  - Youtube playlists
  - documentaries/docuseries
  - MOOCs
  - books

and many others.



# CREDENTIALING PLATFORM

- Currently universities bundle content with credentials.
  - Our aim is to modularize content (both offline & online) and centralize credentialing
- We'll build a platform where anyone can submit a work like essay, Github project or other
  - They get matched for a 1-hour recorded video
  - Others can rate how well they demonstrated understanding of multiple topics
- Our goal is to create a cheaper, more flexible, and less cheatable credentialization than the legacy system.



# QUESTIONBANK

- As surprising as it sounds, there actually don't exist good tools for learning software engineering or the sciences.
- We'll build an offline-first, in-editor tool for learning & demonstrating knowledge of popular languages and libraries
- We'll also build a proof-checker to enable interactive math lessons for all skill-levels.



# OFFLINE COURSES

- Again, there doesn't exist an Uber for offline courses.
- At this stage we can leverage our traction to finally make this happen.
- The first partners will likely be existing courses
  - summer schools
  - language schools
  - math camps
- This will just set the stage to make *all* real-life teaching modular, flexible and accessible through Solvio



# HIRING PLATFORM

- We can leverage the platform to build a better hiring platform.
- It is very hard to gauge candidates today:
  - Credentials differ around the world
  - Candidates often don't have any work to show
  - You can't filter for skills in a fine-grained manner - e.g. experience with certain frameworks



# MONETIZATION

- Due to the ambitions of this project, our main focus is on the execution - making a domain-specific search engine that would give better results than Google
- If this plan succeeds, a small capture margin of the value created will be huge absolute wise
- Examples where value can be captured:
  - Small yearly/lifetime fee for personalized searches
  - Commission from sale of offline courses
  - Income-share agreements
  - Commission from hiring



# SEED ROUND

- We're raising \$500k.
- We plan to be remote-first, based in London, United Kingdom.
- We plan to spend \$320k on salaries of the core team, and \$150k on tagging & categorizing learning materials for the search engine.
- Assuming an annual salary of \$40k (most compensation will be in stock for the seed team), this means 8 employees for 12 months.
- Apart from me, that means about 5 engineers, a designer and a CMO.
- This will allow us to build the search engine and the questionbank. This will be an interactive math proof checker and will revolutionize education of mathematics.





# DEMO

What else can I say for me to be able  
to show you what we have, so far?

