



MyWays.ai
Makes It Easy

Transforming Talent Acquisition with AI Intelligence & end-to-end Automation

BACKED BY:



IIT Delhi



DIC, MHRD, GoI



Innocity Accelerator,
CIIE.CO, IIMA



Winner, Eureka, IIT
Bombay



Company Overview



SAMYAK JAIN

Chief Executive Officer

IIT Delhi, EIR & DIF (GoI), ex-President, BloodConnect



TANVI JAIN

Chief Experience Officer

Delhi University, Ex-Head, Enactus, TedX

INVESTORS AND ADVISORS



RAHUL AGARWALLA

Partner **SenseAI Ventures**

PRADEEP GUPTA & KAPIL NAKRA

CoFounders **Digital Vidya**

PRADEEP KUMAR

CTO, **Byju's Aakash**, ex-EVP, **Naukri.com**

SATYAM NATHANI

Founding Member **BharatPe**

PRATEEK RIJWANI

CFO, **Jaguar Securities**

VINAY JAIN

Global Head, **Emami**

SUPPORTED BY:



IIT Delhi



DIC, MHRD, GoI



Innocity Accelerator,
CIIE.CO, IIMA



Entrepreneur in
Residence, DST, GoI



Winner, Eureka, IIT
Bombay



JSS
Business
Incubator

We're #1 on
Product Hunt!

#1 PRODUCT OF THE WEEK
Artificial Intelligence

CLIENTS:



Problem Statement



JOB
POST

HEAD
HUNT

RECRUITMENT
AGENCY

OUTREACH
CALLS/MSGS

SHORTLIST
APPLICATIONS

SCREENING
CALLS

INTERVIEW
ROUNDS

PERFORMANCE

Cost



Time & Effort



PAIN POINT

56
150
250
₹ 4,00,000
₹ 10,00,000
₹ 20,00,000
₹ 2,00,00,000
\$ 300Bn

Days to Hire
Days to Deploy
Man hours spent
Cost per hire
Cost per Wrong Hire
Cost for SME (200 employees)
Cost for Enterprise (1000+ employees)
Global Market Size

Meet Avya

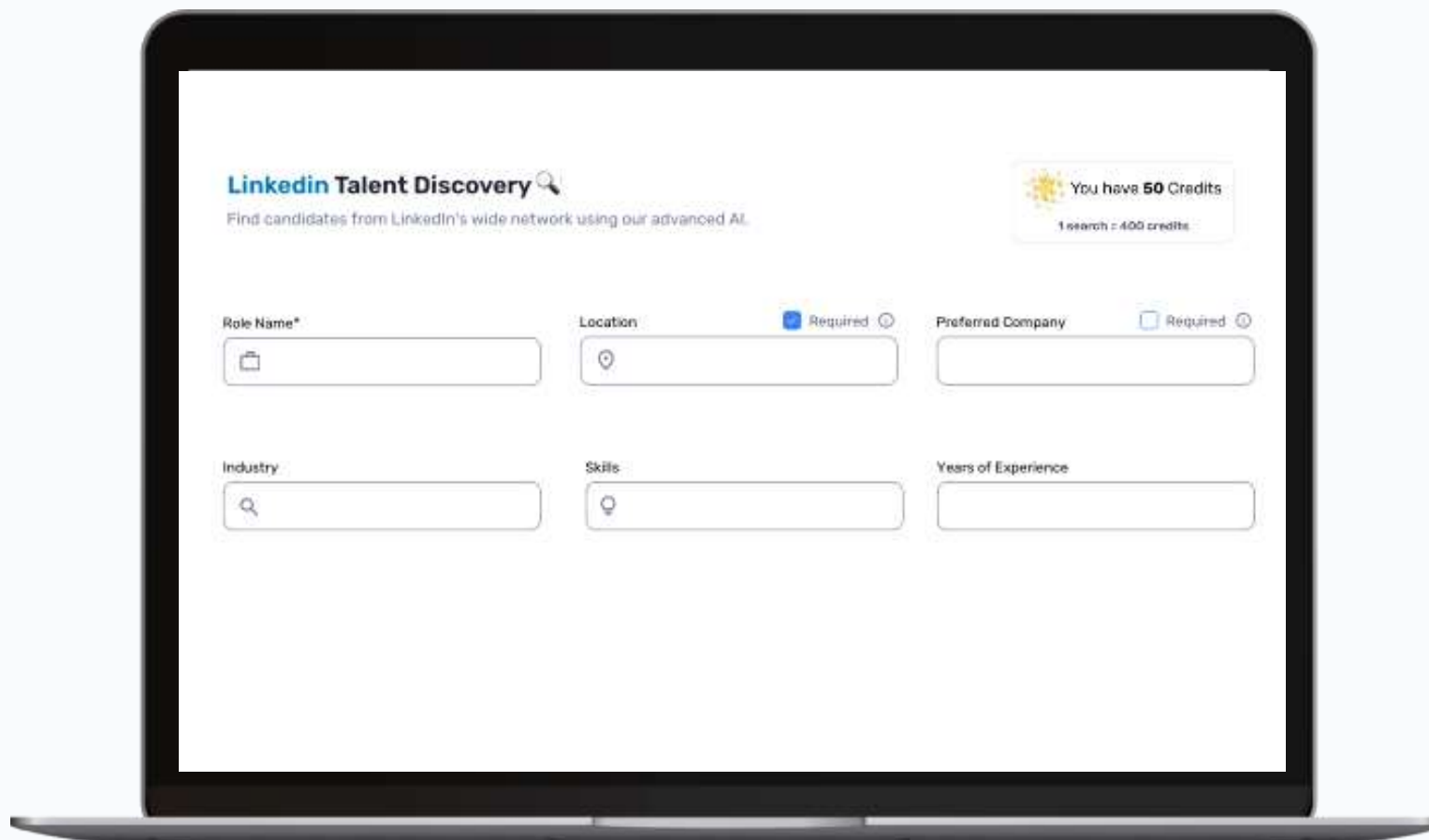
AI-Powered


Your AI Teammate to handle 15+ Talent Acquisition Tasks for you **end-to-end**

Say bye to nerve-wracking manual processes and hello to the world of smart-automation. Our generative-AI SaaS is here to assist you to identify, screen and interview best talent

Step 1: Talent Data Capturing

Auto-source with LinkedIn with Smart Insights







LinkedIn Talent Discovery 

Find candidates from LinkedIn's wide network using our advanced AI.

You have **50 Credits**
1 search = 400 credits

Role Name*

Location  Required 

Preferred Company  Required 

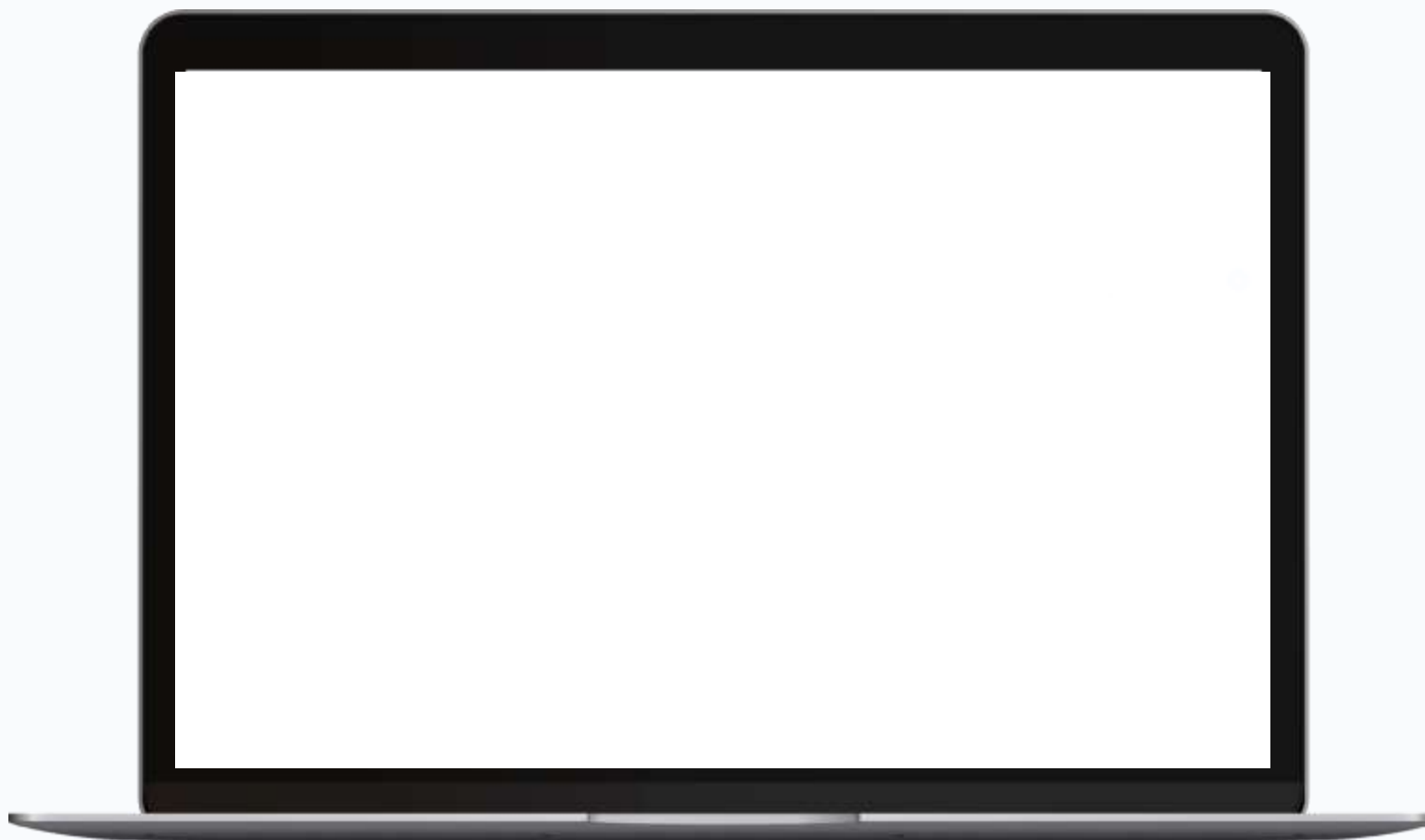
Industry

Skills

Years of Experience

Step 2: Shortlisting For Employers

Automated CV & Social profile screening with Subjective Filtering



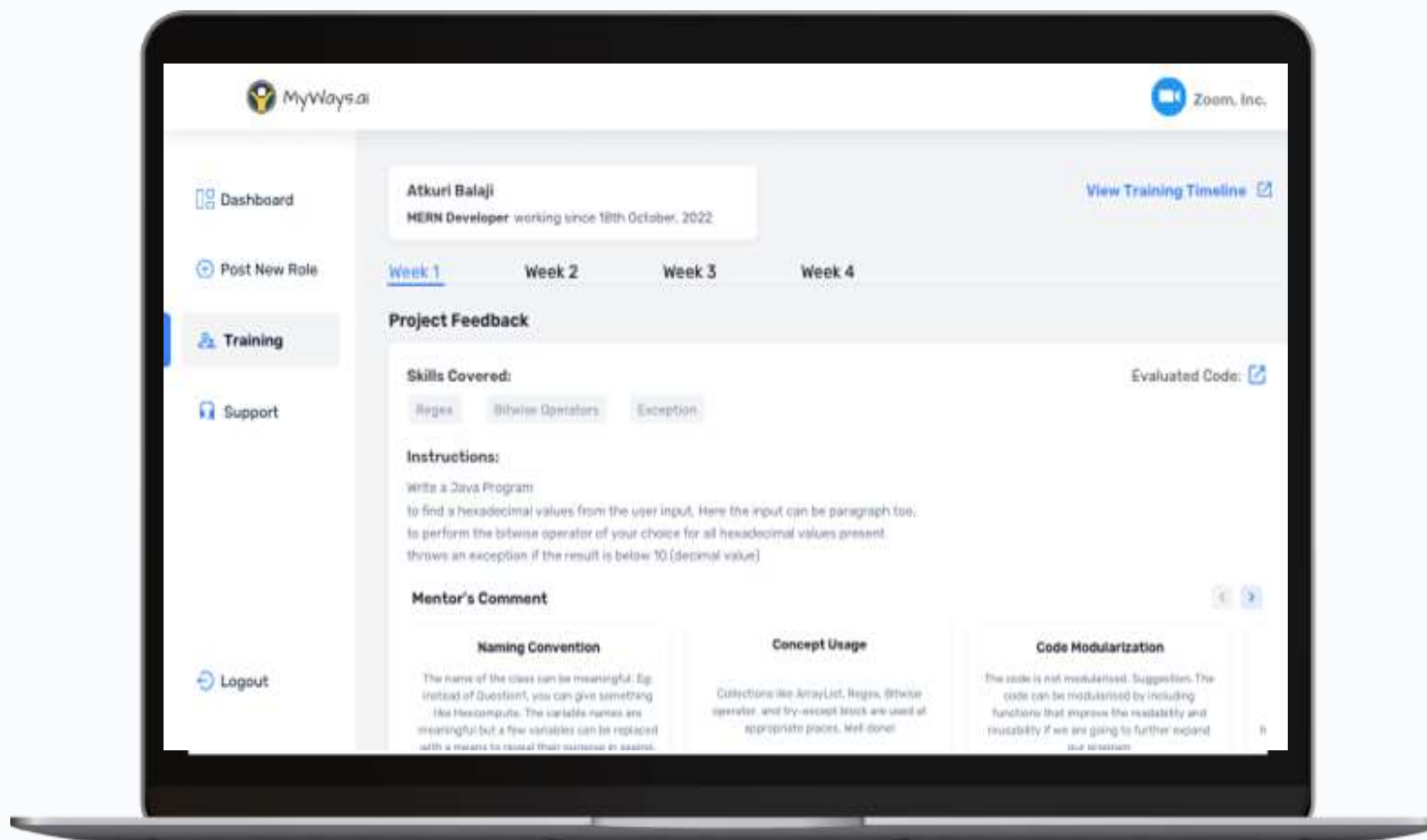
Step 3: Surprisingly-Human AI Interviews

Automated conversational interviews by AI with Quantified Reports



MyGurukul by MyWays.ai

On-the-job Personalized Scope of Training



Key Value Proposition

Reducing all efforts in talent discovery, screening, interviewing and training

Time



10x

Faster Talent Hiring

Due to immediate reverts
and parallel screening &
interviewing

Efficiency



1/3rd

Interviews Taken to Hire

Targeted head hunting &
Profile Analysis ensures high
quality applicants

Efforts



95%

Irrelevant Profiles Removed

No more CV screening,
phone calls, guess work,
dropouts

Cost



80%

Cost saved

With more structured &
data-backed hiring &
training

Revenue Model

PAY PER ACCOUNT & PAY PER EMPLOYEE

01.

DISCOVER

02.

SCREEN

03.

INTERVIEW

Auto-Source



Auto-Screen



Auto-Interview



MyGurukul



+ 1-on-1 OJT

- For Tech & Non Tech across Years of Experience
- Pay Per Account Subscription

- For Junior Techies
- Pay Per Employee

Traction

CLIENTS & PARTNERS

- **450+**
DEMOS COMPLETED WITHIN 4 MONTHS OF SaaS Launch
- **150+**
ACTIVE CLIENTS

ENGAGEMENT

- **70%**
DEMO TO SIGNUP
- **1:7**
APPLICATION TO SELECTION RATIO

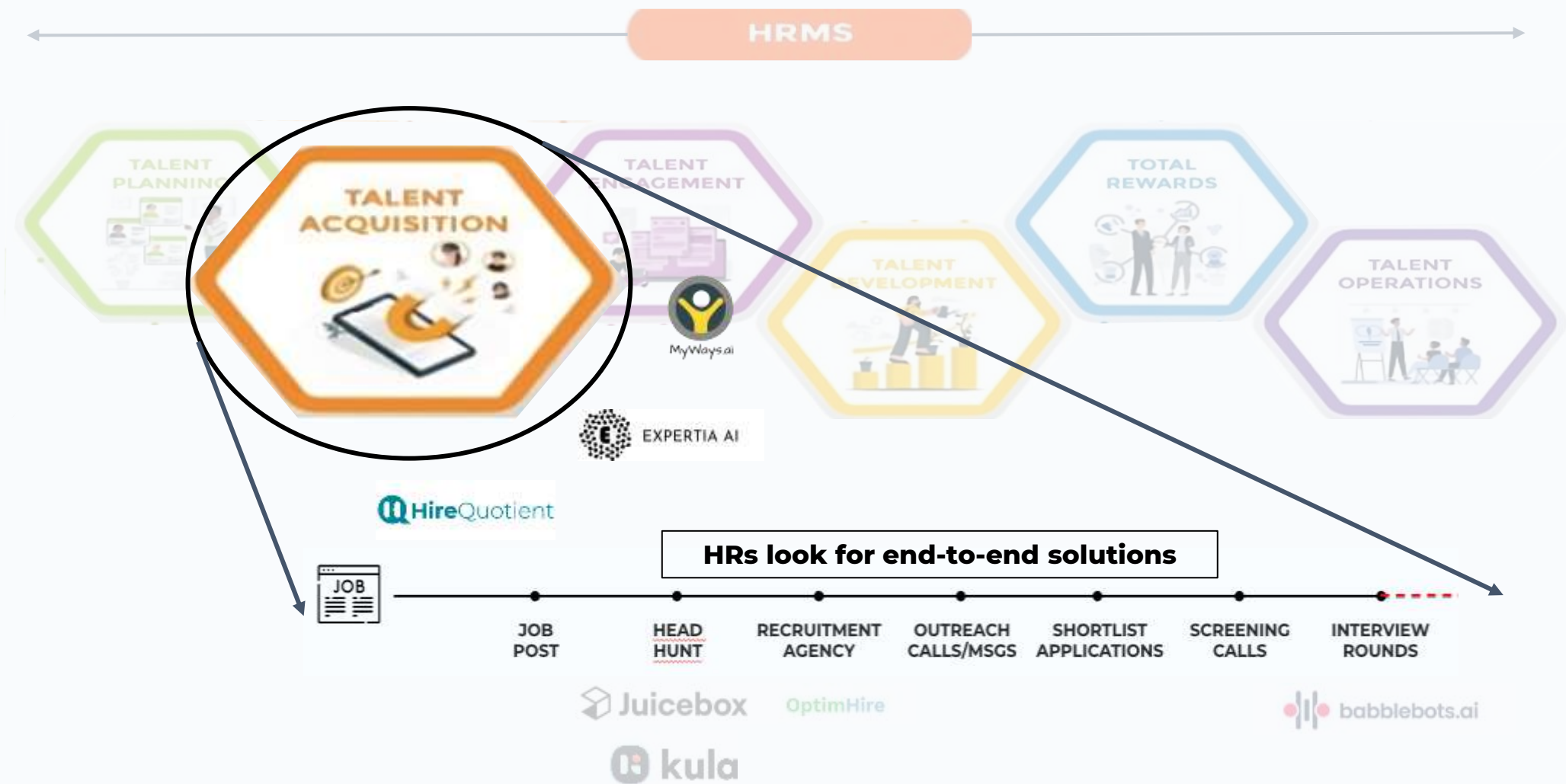
REVENUE

- **₹75Lacs in last 12 months**
Current MRR ₹8Lacs
WITH 45% QoQ Growth
- **₹15L MRR**
PROJECTED BY END 2023

MYGURUKUL USER BASE

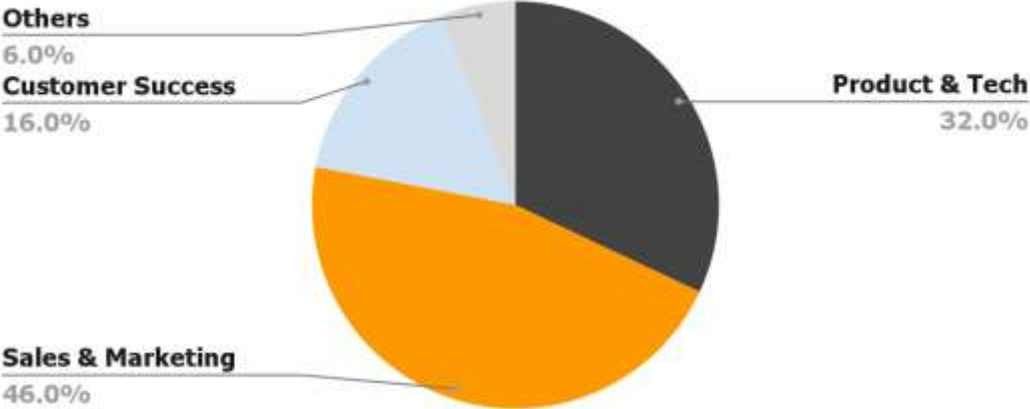
- **125K+**
STUDENTS/GRADUATES FROM 800+ COLLEGES
- **70%+**
RETENTION AMONG 30+ CLIENTS

MyWays.ai & Market Landscape



Targets & Roadmap

Fund Utilization



TARGET FOR 1.5 YEARS



400K
USERS IN
COMMUNITY



400
MONTHLY ACTIVE
CLIENTS



\$1Mn
ARR

BUSINESS ROADMAP

TO ENABLE GROWING DIGITAL
COMPANIES TO SMARTIFY THEIR
BUSINESSES & REDUCE BOTTOM LINE



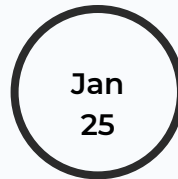
Launch
Freemium model for
Hiring Tools



Enable integration
through APIs



Multi-Channel and
Multi-Platform
Sourcing



Entering into
Global Market

Why MyWays.ai?



Technology

Core Technology, easily scalable to other business applications

Core AI, ML & NLP based algorithms & smart data processing



Team

Comes from the best of the backgrounds: IITs , Delhi University

Strong history of bootstrapping, in-depth understanding of market



TAM

Started with Tech, will soon expand to non-tech & mid-level

\$300Bn+ Market, high potential in India, US, Singapore, Dubai



Traction

Early stage adoption with 45% QoQ, ready to scale

70% retention among B2B & strong partner ecosystem

And Timing....



MyWays.ai



Samyak Jain

+91 9810150208



samyak@myways.ai



“

Thank you!

”





ANNEXURE 1: KEY TECHNOLOGIES

Giving us the first-mover advantage

Multi-Dimensional Parser



Collecting Accurate Data of Jobs & Resume

Intelligence to differentiate important and not so important data

Skill Matrix & Skill Ladder



Providing Human-like Job-Market Intelligence

With knowledge graphs, giving us a clear Technology MOAT in HR-Tech

Audio-Video AI Analytics



With Ability to cross question in real-time

Deploying Core-Technology in the HR Tech Usecases

Integration Infrastructure



Connecting with ATS, LLMs & other tools

Enabling faster GTM, serving more usecases at lesser costs

ANNEXURE 2: OUR HISTORY



IIT Delhi

2020

MyWays.ai Launch

Built AI platform to analyse & match profiles for Jobs/Internships



2021

200+ Placements

With 100+ Companies & 80+ Campuses



AUM knimbus

2022

MyGurukul

Started B2B Monetization for Hire-Train-Deploy for Tech Freshers

REALTIMX
ANGEL FUND

We're #1 on
Product Hunt!
PRODUCT OF THE WEEK
Artificial Intelligence



2023

AI SaaS

Extending Value Proposition to any domain & experience TA

MyWays.ai SaaS

We are now an **end-to-end** AI-analytics & automation platform for **talent acquisition**, with global focus

5Lacs+

Profiles Sourced



Jobs Posted

450+



MyWays.ai