

Equal access for everyone

Imagine a world where everyone has equal opportunities

#EDTECH
CASES

"Global Odyssey: Embracing Setbacks for International Growth"

Magzhan Kistaubayev

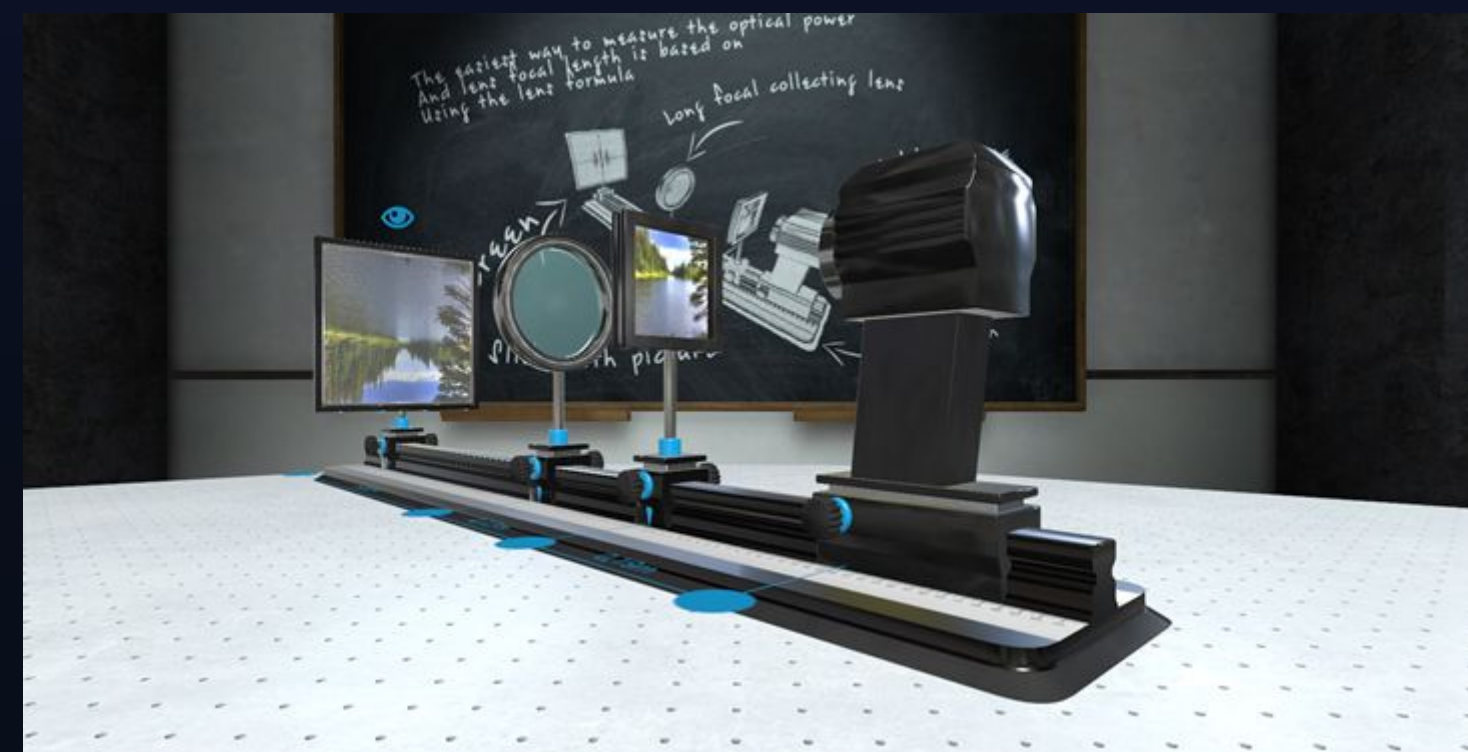
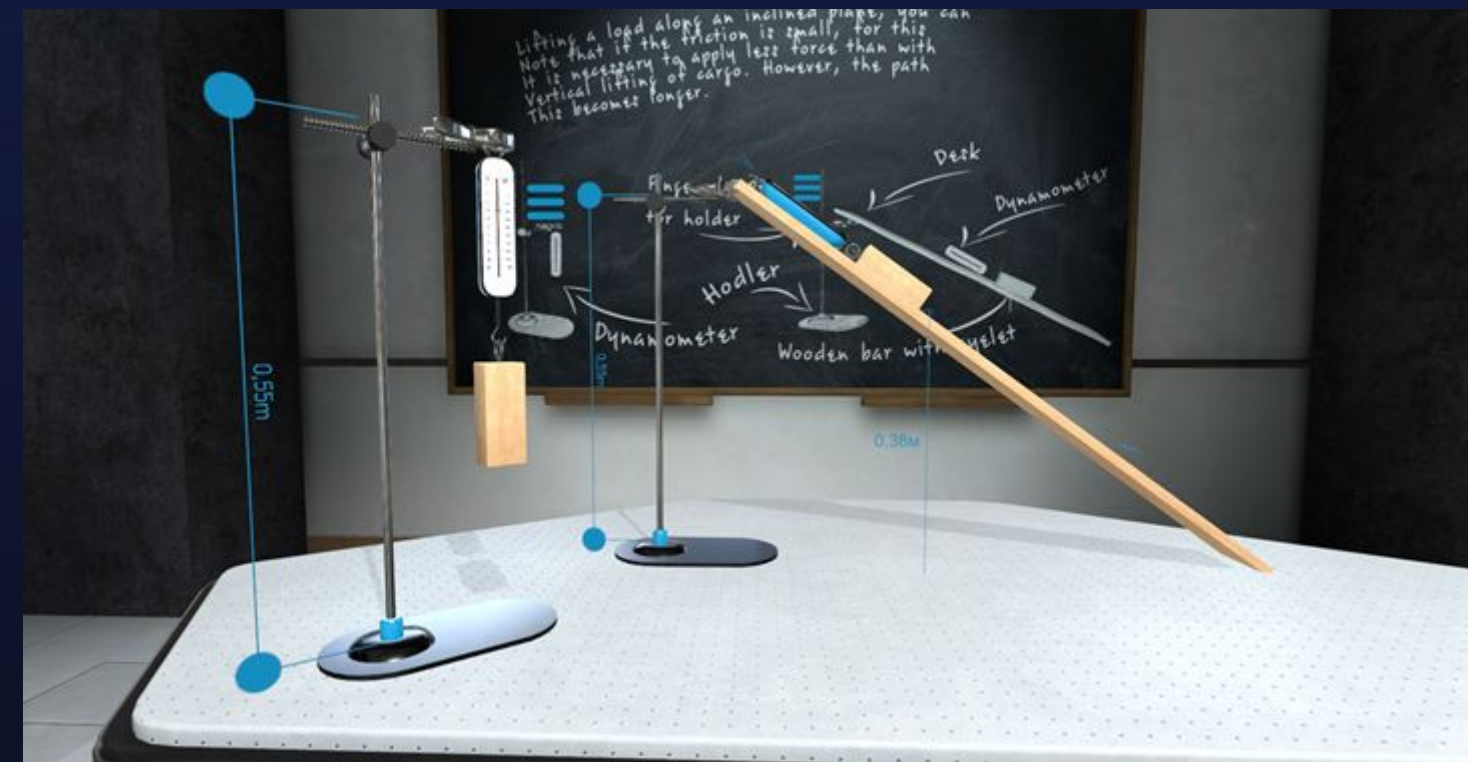
ROQED/CEO



ROQED Physics Lab

What teachers and kids can do?

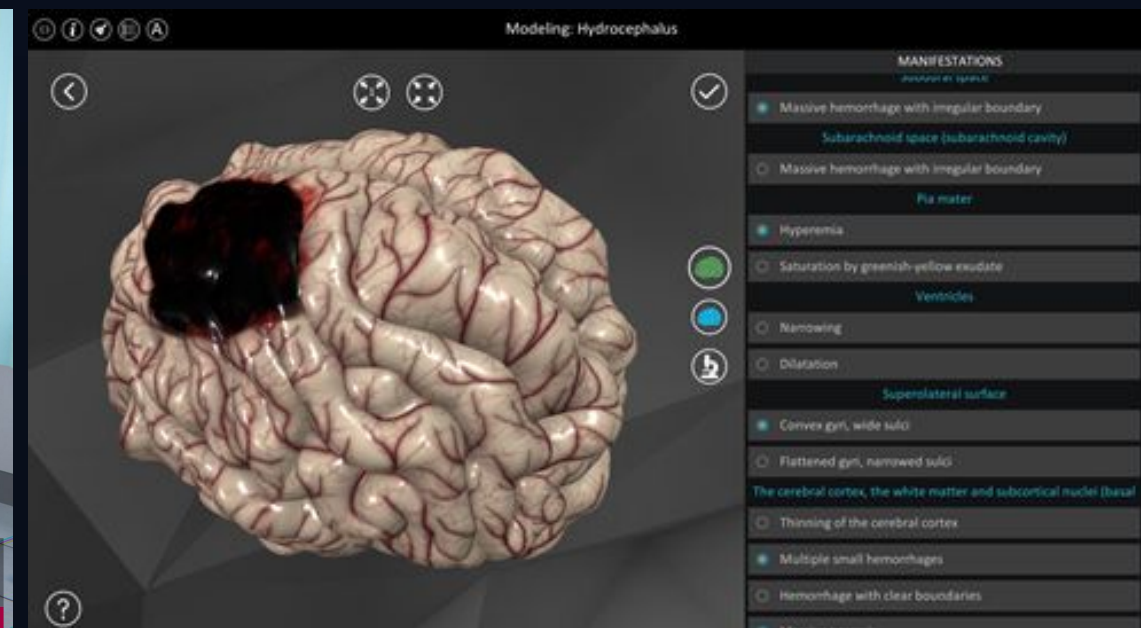
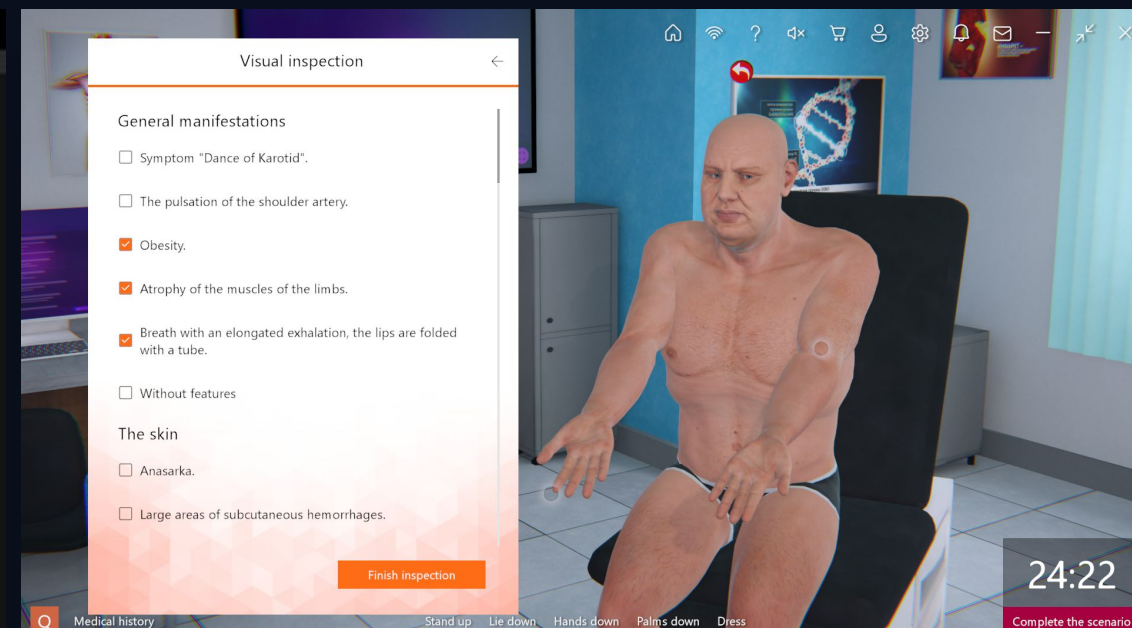
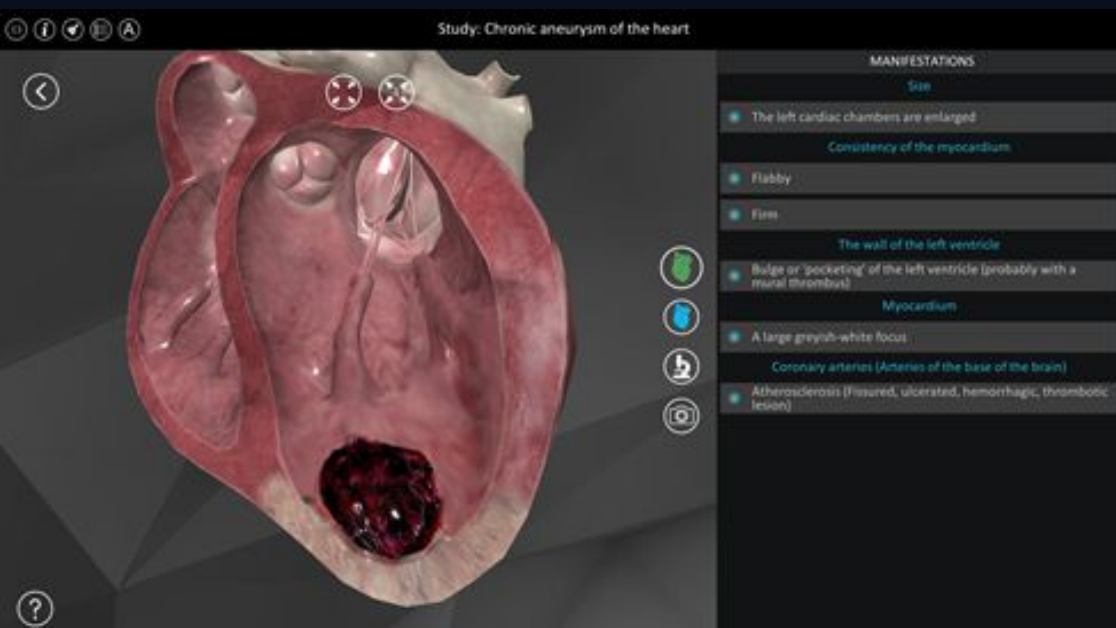
- Learn physics faster and more comprehensively
- Access a virtual laboratory worth millions of dollars
- Substitute real components, devices, and reagents, which are often lacking in many schools, with their virtual counterparts
- Engage students more deeply in the process of learning physics through gamification
- Be used as additional demonstration material by teachers in both computer classes and individual computer use in the physics classroom.



ROQED Medical 3D

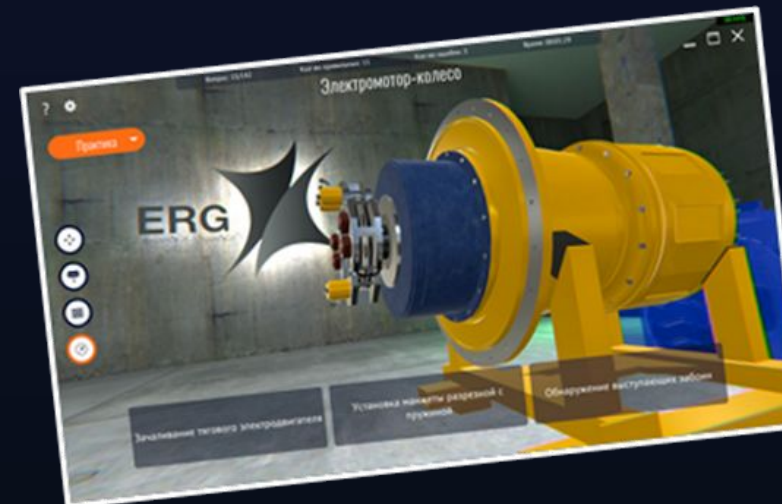
"This is a new generation of 3D screen simulators, specially designed for the study of general and special pathological anatomy."

- 500 cases of virtual patients
- 19 digital internal organs with 134 Pathomorphologic patterns
- 12 specialties and all levels of competence
- 60 courses theoretical modules



ROQED Mechanicum 3D

"We create universal and custom VR simulators for manufacturing, construction, and industrial enterprises that foster a safety culture, aim to reduce the level of injuries, and prioritize the continuity of critical knowledge."



ROQED Science

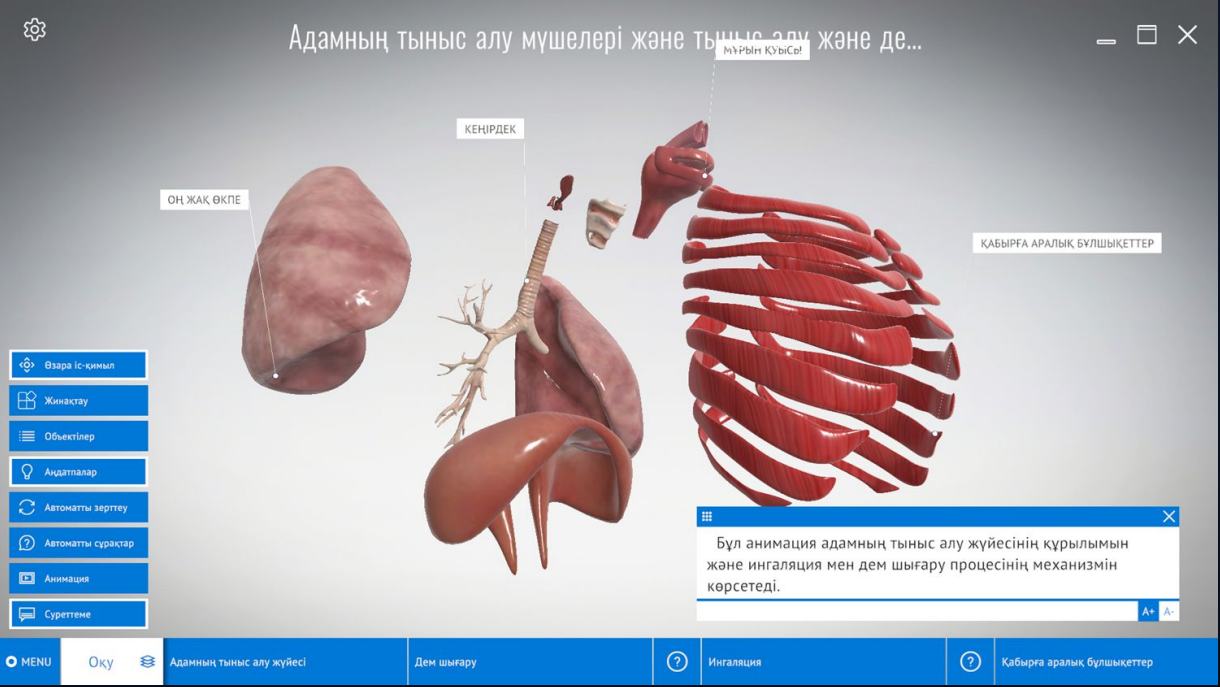
ROQED AI offers a suite of interactive teaching tools, including:

- Interactive 3D models and animations
- Drawing boards
- Virtual instruments

Allows teachers to design:

- Interactive quizzes
 - Intellectual challenges
 - Engaging games for efficient assessment and student engagement
-
- Supports the creation of interactive graphics, tables, and posters to enhance comprehension and promote active participation.
 - Facilitates the creation of dynamic and captivating lessons



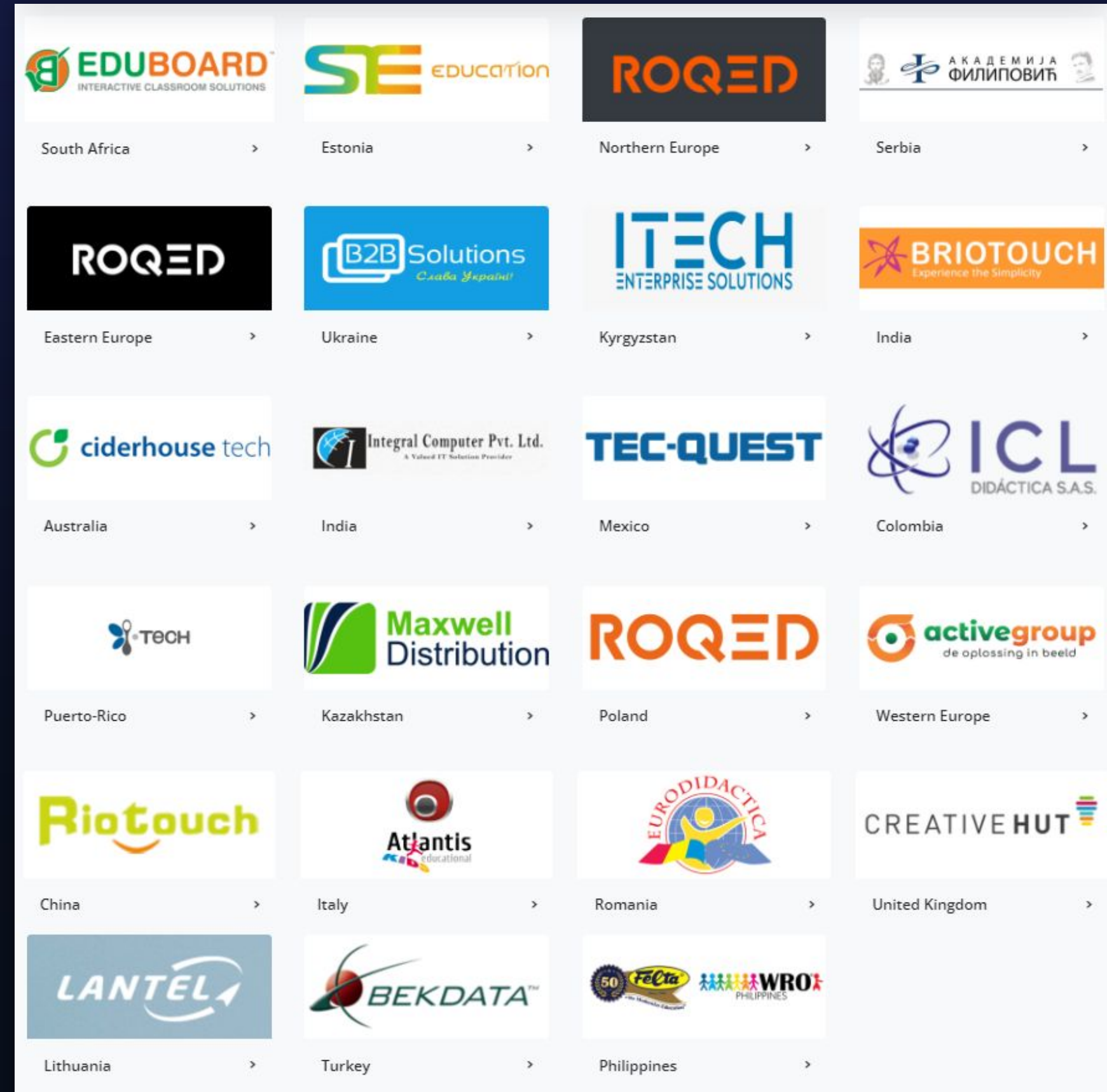


23+ Countries in 3 years

- Bootstrapping startup
- 270,000 + licenses sold in 3 years
- 65+ National Exhibitions around the world
- \$8 mln valuation in Series A Funding in 2022

ROQED is a global educational technology company that provides an immersive environment to fascinate learning science, industrial engineering, mining, machinery, medicine and health care.

- Yet, we are still pivoting



If I could, then I would

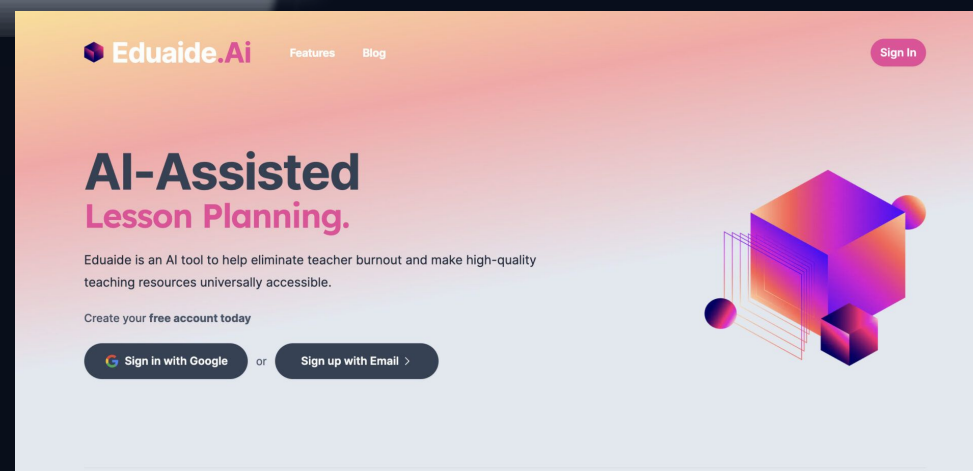
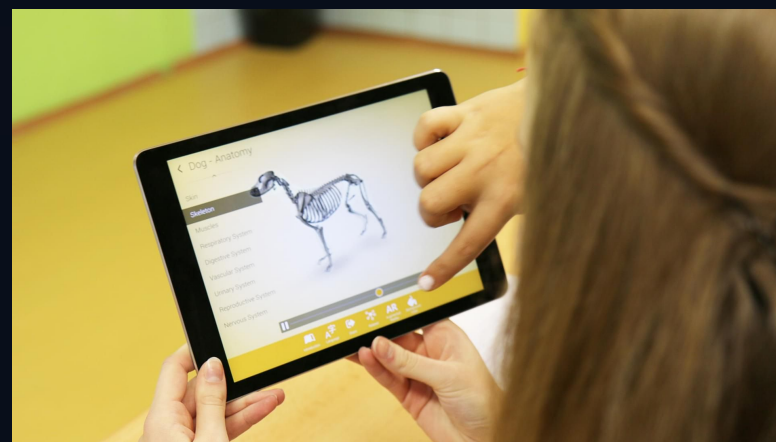
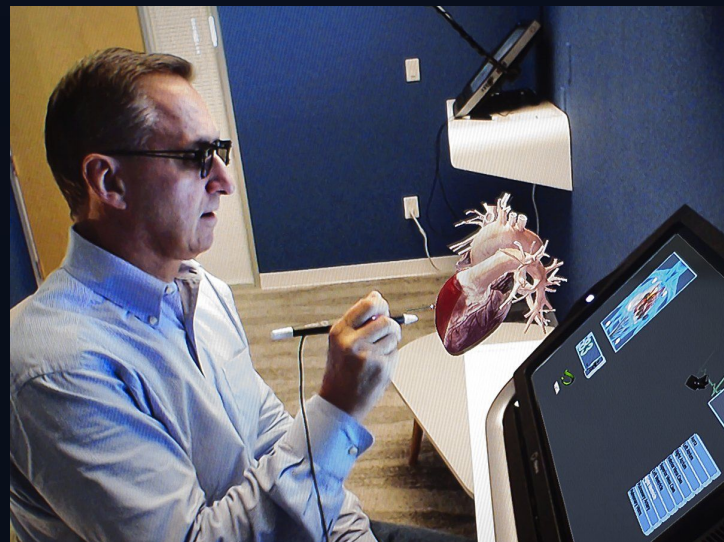
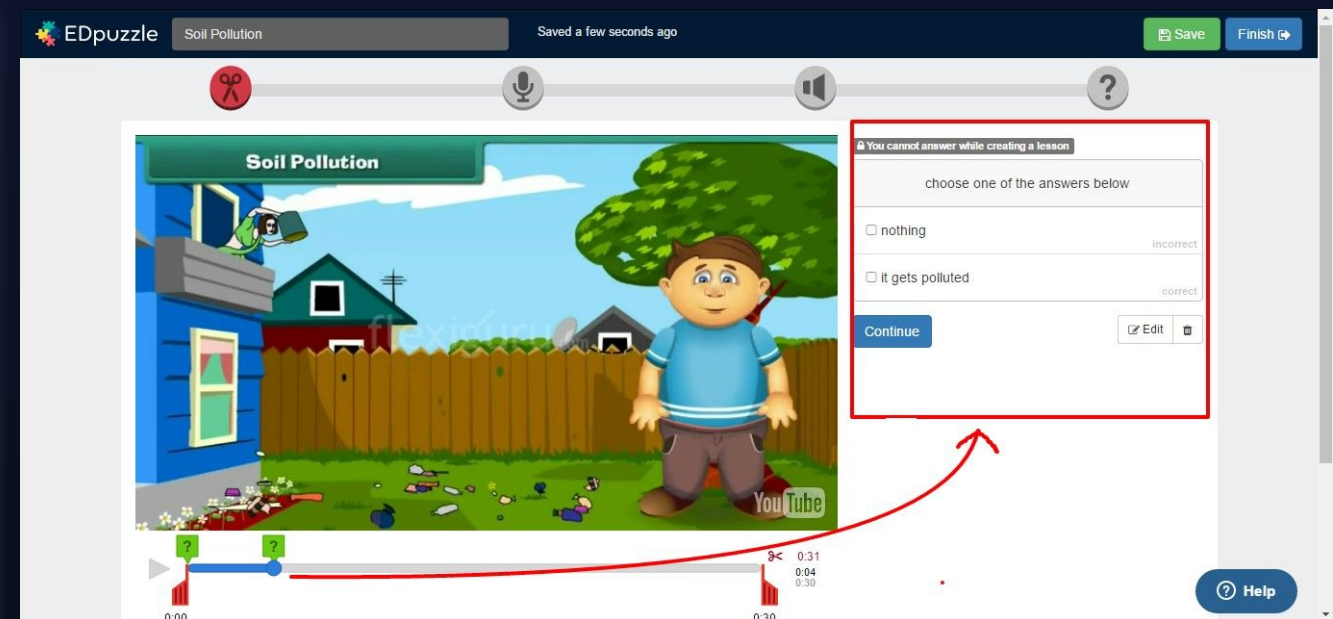
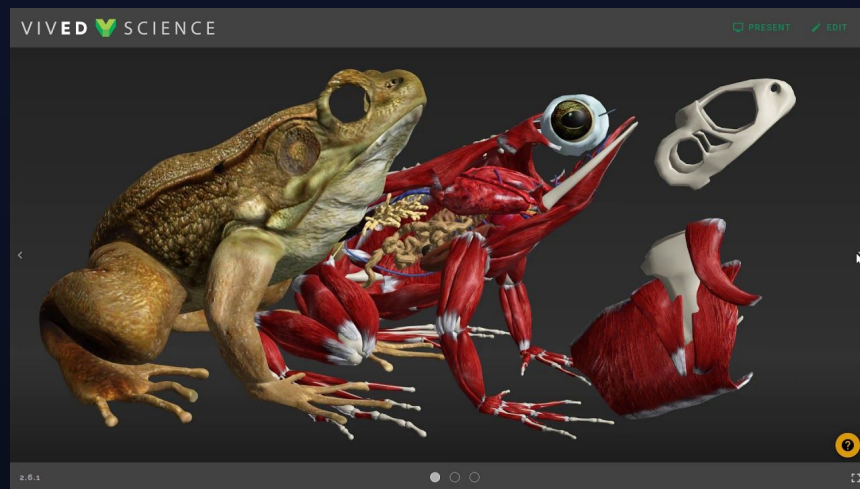
- Do comprehensive problem analysis
- Study indirect competitors
- Know market and your value
- Go and personally witness progress/failure
- Make it always personal, not business
- Share values with a team



- Do comprehensive problem analysis
- Study indirect competitors

Steve Jobs: Forget the product. Start With the Go-To-Market Strategy

Case ROQED:



- Know market and your value
- Go and personally witness progress/failure

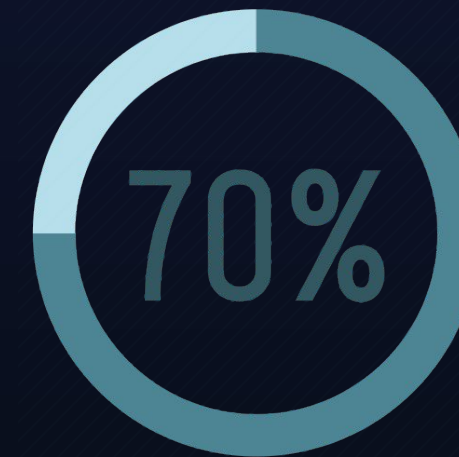
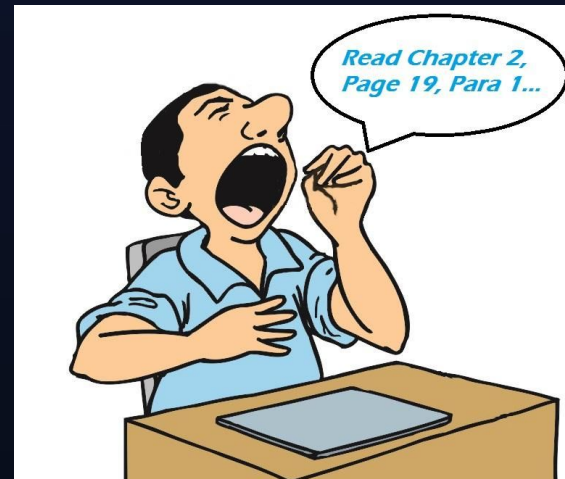
“It doesn't matter how much 'real' (objective) value you have baked into your product if your customers don't perceive that value.”

Case ROQED:

- Dharmesh Shah

“Lazy” teacher

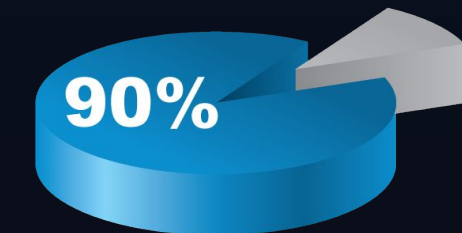
- ★ Lack of preparation
- ★ Minimal interaction with students
- ★ Neglecting professional development
- ★ Disregarding feedback
- ★ Showing disinterest



According to students responses, 70% of their teachers can be defined as “Lazy”

“Not Lazy” teacher

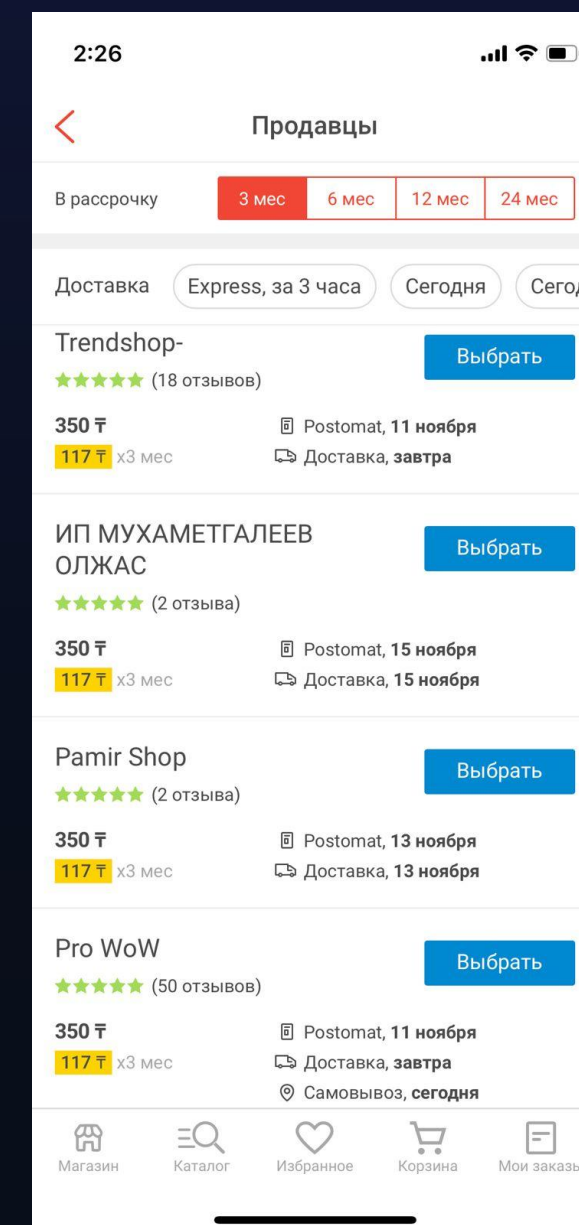
- ★ Thorough preparation
- ★ Active engagement with students
- ★ Continuous professional development
- ★ Openness to feedback
- ★ Passion for teaching
- ★ Commitment to student success

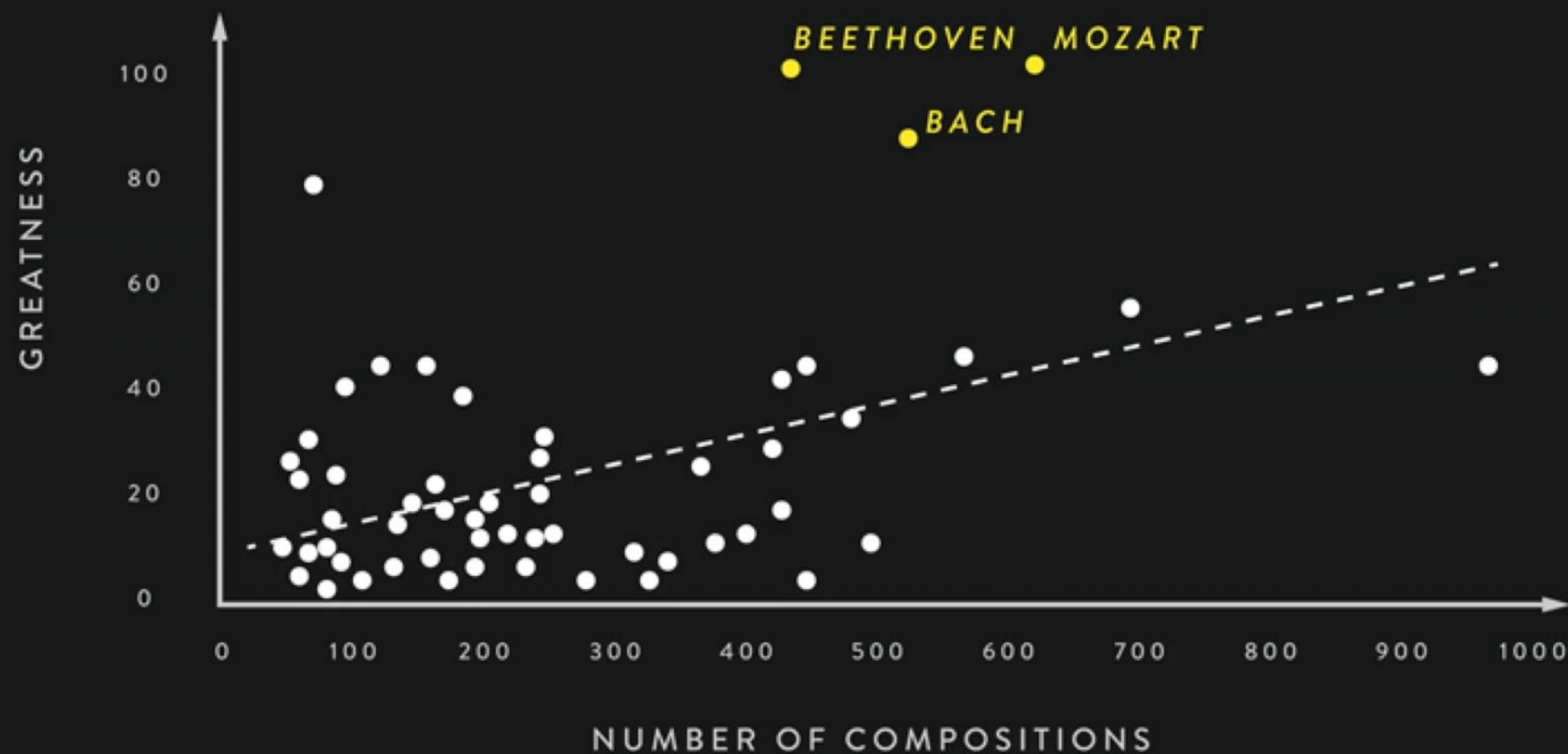


According to teachers responses, 90% of their colleagues can be defined as “Lazy”

- Make it personal, not business
- Share values with a team

If the goods are the same, people choose seller





DATA SOURCE: AARON KOZBELT

We could succeed
not in spite our
failures, but
because of them

Thanks,

Magzhan Kistaubayev

sng@roqed.com

+7 701 071 6606

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2023

Равный доступ для каждого

Представим мир, где каждый имеет равные возможности