Partnership Snapshot: Genese Solution
Transforming Tech-based Education and Employment in Nepal

KEY FACTS:
Duration: August 2019-May 2021
Geographic Coverage: Provinces 2, Bagmati, Gandaki, and Lumbini Province

Results:
- Introduced globally-recognized cloud computing curricula, from Amazon, Microsoft, among others, at scale through a system strengthening approach with capabilities and linkages enhanced—of and between Nepali academic institutes, students, employers, and job placement firms.
- Over 2,100 students upskilled in various cloud computing disciplines; trained nearly 50 teachers.
- Partnerships with employers expanded from 90 to over 200.
- Strategic job placement ties built, and formalized, with four job placement firms: Job Dynamics, Mero Jobs, Rolling Nexus and Talent Connect.
- Amazon Web Service Academy introduced to Nepal—for the first time—at the the Institute of Engineering (IoE) Pulchowk Campus, Tribhuvan University. This will continue to give thousands of students across Nepal access to globally recognized upskilling and certification opportunities on various cloud computing disciplines for emerging high-growth job roles.
- Partnerships established with 50 colleges in Nepal with an MOU—training of trainers for over 50 teachers at these colleges, along with improved access to tools, curricula, and certification from Amazon and others.
- Secured growth funding of GBP 330,000—important also from a COVID-19 recovery perspective—with the Business Oxygen Fund through SEP's linkage.

Genese Solution's partnership with UKaid Skills for Employment (सीप) Programme promoted an industry-aligned skills development initiative that expanded and expedited the adoption of Amazon Web Services (AWS) and other cloud-based solutions by industries in Nepal through enhanced capacity of academia and employability of students. This partnership, since 2019, through Genese's training wing the Genese Cloud Academy, has upgraded the capacity of 50 partner colleges across Nepal, upskilled over 2,100 students in various cloud-computing job roles, and established linkages with five job placement firms to build stronger pathways for students to enter the workplace—enabling companies in Nepal to better access the talent required to effectively adopt and use cloud computing solutions.

Genese Solution, part of the U.K. based Phuyal Limited Company, specializes in the cloud computing ecosystem. It helps industries migrate to the cloud (from privately owned physical servers) and designs relevant web and software solutions. The company serves clients in the U.K, Europe more broadly, and Asia. Genese is Nepal's first and only Amazon consulting partner that can provide AWS training and certification. Genese's business growth depended on availability of a skilled workforce in its team as well as in its client base. Lack of adequate skilled developers and engineers caused delays in project completion, difficulty in communication with clients, affected employee retention, pace of business development, and also often led to higher costs of delivering on projects.

In 2018, Genese initiated the Genese Cloud Academy to build work-readiness of graduating students on diverse cloud computing disciplines in order to incentivize and support its industry clients' as they migrated to the cloud—in Nepal as well as internationally. Through catalytic co-investment and technical assistance from UKaid सीप, Genese was able to institutionalize the Genese Cloud Academy and enter and integrate a skills development model in its business operations—so that job seekers have the right skills, certification, and linkages that are vital to enter and meet the demands of the industry more effectively.

Summary of Activities

- Built strategic ties with 50 academic institutes, in Provinces 2, Bagmati, Gandaki and Lumbini—to encourage adoption and better access to internationally recognised online training modules from the likes of AWS and Microsoft. This has created pathways for teachers as well as students to access and avail tools, courses, and certification on emerging cloud computing subjects like Application Developer, Cloud Support Associate, Cloud Support Engineer, Cybersecurity Specialist, Data Integration Specialist, among others. Using a blended online training and in-person instruction approach, aided by training-of-trainers for teachers, Genese has upgraded the capacity and standards of the academic institutes.

- Mobilized in-person class-room based workshops, bootcamps, and orientations at partner colleges and Genese's e-learning platform to encourage uptake of AWS curriculum and upskill students. Genese also secured a deal with Zoom to serve as an authorized Zoom reseller in Nepal, which greatly eased the pivot to digital training mode for many academic institutes as well as industries in response to COVID-19's impact on education. Through partners like Anterprerana, Genese also delivered soft skills and entrepreneurship training for selected students.

- Expanded engagement with employers to link students for jobs in demand. Genese is also paving the path for accredited graduates to be linked to Amazon's jobs portal that can give Nepali graduates access to over 4,000 employers offering freelance and online jobs in the global market.

- Catalyzed the launch of Girls in Tech in Nepal to promote greater participation of women in ICT. Girls in Tech is a U.S. based non-profit working to bridge the gender gap in technology. In January 2020, Genese and UKaid सीप jointly launched a Province 2-specific chapter as well of Girls in Tech - Nepal in the presence of the Chief Minister and other leadership from the government. With facilitation from UKaid सीप, Genese secured scholarships from the Prabhu Bank and Nepal SBI Bank--setting up a CSR fund to support skilling of girls from Province 2.

Innovations Generated and Applied

- Empowering Nepali students for the futuristic job market through access to world-class Amazon, Microsoft, Google courses and certifications.
- Equipping Nepali students to gain access to Amazon's job portal for freelance projects.
- Collaboration forged with *Antarprerana* to support students with entrepreneurial ambitions in addition to tech skills.
- Catalyzed the introduction of the U.S. based Girls in Tech to Nepal to onboard more women in cloud computing courses—to bridge the gender divide in the ICT-based education and employment space.
- Partnerships established between a private service provider (Genese Solution), academic colleges (50 across Nepal), job placement firms (4), and employers to upskill and improve employment pathways for Nepali students.