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BUSINESS OF SERVICE



## HELIOS LEARNTECH

**Bridging the  
Significant Gap  
Between Qualification  
& Education**

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Co- Founder





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## Bridging the Significant Gap Between Qualification & Education

By Shruti Singh

**D**ue to the current developments in business and technology, industry leaders are clearly demonstrating their ability to drive the economy. However, they still struggle to meet the diverse manpower requirements pertaining to various industries. This highlights the significant gap between the qualification of the candidates and the practical skills that are required at the workplace. This gap needs to be addressed by providing learning solutions to reskill & upskill manpower to foster growth. Helios Learntech, an EdTech company powered with its award winning and state-of-the-art LMS called GroomLMS, specializes in tailored learning solutions, to effectively close this gap with a simple practical approach which is not only interesting and self-paced for the learner but is also very cost effective.

### The Company, its Quality Offerings & USP

Established since 2015, Helios Learntech (Part of Helios Global Group) has come a long way in providing customized learning management system (LMS) solutions to a large variety of clients across many sectors. Considerably, as market extends a robust bridge to mitigate this need, owing to the increasing demands from the corporate, academic, and individual sectors, it's expected to rise to \$2,931 million by 2030 from \$490 million in 2021, exhibiting a CAGR of 21.66 percent. Helios Learntech strives to add to this market growth. Helios Learntech also produces multilingual content with an objective of simplified learning in the language of learner's own choice, leading to bridging the skills gap within organizations. On the content and services, Helios

Learntech operates through two major divisions internally called Content Factory and Content Studios, apart from other frontline services like conducting Assessments with proctoring tools across any territory. Its flagship product GroomLMS provides white-labelled solutions customized for client needs, addressing user journey requirements. With over 1.2 million users, the company has successfully partnered with organizations of all sizes over the past ten years.

The Content Factory creates tailored materials for specific needs and niche courses, while the Content Studio enhances engagement through digitization, gamification, and interactive elements, such as AI bot responses. Content development starts with a needs assessment, followed by a team of instructional designers, content creators, and animators producing highly engaging content. The LMS supports over 100 languages, including various Indian regional languages. By focusing on targeted learning interventions and hiring subject matter experts, Helios Learntech has evolved from a basic LMS provider into a comprehensive learning and development partner. Through its interventions, the organization has achieved the least attrition of clients in the industry, showcasing the effectiveness of its services.

Additionally, it offers an API-enabled e-Commerce feature within its Learning Management System (LMS), which operates on a Software as a Service (SaaS) model. Many players in the market struggle to provide on-premise solutions. To accommodate clients with limited budgets who may not have access to cloud servers, Helios Learntech provides cloud server packages as part of its LMS implementation and licensing deals. For larger clients, including publicly listed companies with extensive cloud infrastructure, Helios Learntech offers on-premise solutions. The company can implement the LMS on the client's infrastructure and manage it remotely, relieving the organizations of any concerns which they may have regarding the data security and integrity.

There are only a handful of companies that offer such services, and Helios Learntech is proud to be one of the few based in India that provides a completely self-service Learning Management System (LMS). Its solution features a quick two-minute setup and is fully customizable, making it the most economical option available as it can incorporate advanced technologies such as proctoring & AI at a fraction of the cost of its competitors. These unique capabilities truly distinguish it from others in the market. The company also collaborates with sector skill councils, primarily providing training to thousands of individuals. These trainees may not be its direct clients, instead, the sector skill councils are the primary clients. These councils can then create a positive impact on numerous

young people who receive funding and support from the National Skill Development Corporation (NSDC) and the Government of India.

Through this model, the company indirectly contributes to upskilling individuals by offering affordable learning infrastructure and solutions to a variety of organizations, including companies, government agencies, institutions, and universities. Its goal is to help these entities leverage cloud technologies and SaaS-based solutions to train as many people as possible. Helios Learntech's pricing models are distinctive, aiming to create impact across multiple sectors, including healthcare, construction, IT, and professional skills such as accounting and taxation.

### The Efficient Team

There are significant challenges faced in leading a bootstrapped organization, and as a growing company, the primary challenge Helios Learntech came across has been prioritizing features and ensuring that its platform is compatible with as many other systems as possible. Fortunately, it has successfully been able to mitigate these challenges and evolved its solutions primarily based on user and client feedback rather than a predetermined roadmap. Well, the core management team of the company comprise professionals from Finance, Education, HR, Sales & Marketing and IT. The presence of high-quality professionals and advisors in leadership helps in driving the company's growth and providing valuable insights into client needs, industry changes, and the innovations needed by the platform to stay relevant & continuously add value to its clients.

### Future Growth

"At Helios Learntech, we have always believed that the greatest reward for our organization comes from the positive reviews of our customers. We currently serve over 15,000 customers on a daily basis, and their feedback and appreciation have been the highest recognition we could receive", says Sabhya Saachi Sharma, Co-Founder, Helios Learntech.

The company has successfully achieved its first milestone by focusing on technology. Looking ahead, the applications of AI are virtually limitless. Helios Learntech plans to integrate AI into various aspects of its operations, including reporting, content-related discussions, and designing personalized learning journeys. One key feature under exploration is the real-time translation of content into different languages. Additionally, the primary objective of a Learning Management System (LMS) is to present content to users in the most effective way possible. Therefore, the first step is to focus on making learning more interactive. 