

# VIRTUAL APPRENTICE



Creates instructional, interactive, immersive (VR/AR) training content

Dr. Ellie Giles, Founder & CEO  
Early Revenue - \$350K Grant Awards  
Targeting \$29B VR Training Market

# VIRTUAL APPRENTICE

THE FUTURE OF OCCUPATIONAL TRAINING

## The Market is Ready

### **Affordability:**

Headset affordability has led to higher market acceptance

### **Proof of Concept:**

Successful implementation in the Military and Medical Industries

### **Momentum:**

Fortune 500 companies begin implementation

# CURRENT TRAINING APPROACH **NOT** FILLING JOBS

**\$8.5**

**Trillion**

in US loss by 2030

**10.7**

**Million**

Unfilled Jobs in  
the US

**\$13**

**Billion/Yr.**

Spent on Skills  
Training

Training takes

**3-5 years**

with a **41%**  
Completion Rate





# VIRTUAL TRAINING

- Increases quality of learning and retention by 90%
- Competency is achieved 4x faster; accelerating job placement
- Eliminates workplace hazards
- Access to new diverse source of talent



# TRACTION

**Grant \$25,000**

- AFWERX Phase 1 Grant  
Cyber Transport Training



**Grants \$350,000**

- Awarded NSF-SBIR Grant
- Awarded NIH - A2 Pilot Grant



**2021**

**2020**

**2022**

**Sales \$80,000**

- International Finishing Trades









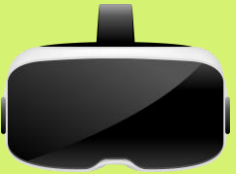

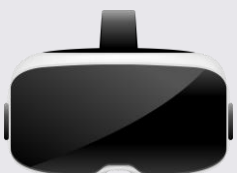



# REVENUE MODEL

Supporting the 70+ Trade Occupations

Full Customized Training Content  
Margin **25%**

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Partial Customized Content  
Margin **50%-70%**

Company	Customization	Success-Oriented Performance Feedback	No Internet Implementation Requirement	Grounded in Instructional Theory	Delivers Fully-Loaded Headset
Virtual Apprentice					
Strivr					
Iris VR					
Saritasa					



# TARGET CUSTOMER AND INDUSTRIES

## Customer

Trade Unions -14M workers  
Associations (Non-Union) 7K

## Industry

Construction  
Telecommunication  
HealthCare





# OPPORTUNITY

Global TAM: \$29B  
Growth Rate: 15%

SAM: VR US Training  
Market \$65M

**SERVICEABLE OBTAINABLE MARKET:**  
**2% of the US VR Training Market**

<u>Year</u>	<u>Clients</u>
2023	9
2024	20
2025	30



# THE TEAM



## Dr. Ellie Giles

### Founder & CEO

- 35 years in Educational Leadership
- Previous CEO of Workforce Development Organization
- Maryland's Top 100 Women (Daily Record)



## Joseph Caffrey

### CTO

- Capital Interactive - XR Development Team
- Previous Clients: Discovery, Air Force, Postal Service, AARP



## KEY ADVISORS

### Operations

Diane Hickey  
Director of I Programs



### Product Development

Todd Marks  
Founder & CEO



### Market

John Zuknick  
Director of Economic  
Development and Workforce



### Business Development

T. Reid Lewis  
Managing Partner



# JOIN OUR JOURNEY

- **Introduce to New Customers**
- **Introduce to Partners**
- **Spread the Word – Share us with your network**



# READY FOR GROWTH • THE FUTURE OF TRAINING



GET DEMO OR INFO



PERFECT TIMING for Immersive Training



Established Customers



Accomplished and Knowledgeable Team



Success with Initial Sales and Grant Awards