



## How Can We Advance The SAP Learning Digital Skills Initiative?

✓ **The Externship**  
creates an opportunity for  
diverse students to learn SAP  
Technologies through the  
Digital Skills Initiative.

✓ **The Externship**  
closes the talent gap for SAP  
partners through a scalable  
work-based learning  
experience.



# We Call It An Externship

A **Low-Lift, High Impact**



## 50-100

Student Cohorts



## 10HR

Per Week Live Learning Experience



## 6-8 Week Journey



**Paragon One's turnkey solution allows companies to run scalable professional experiences for students.**



# Unleashing the Potential of Ambitious Students Through SAP's Digital Skills Initiatives

**70%**

Of Externs Hired By a Corporation In 12 Months

**150+**

Countries Represented

**500+**

Universities and Colleges Represented Among Externship Alumni

**95%**

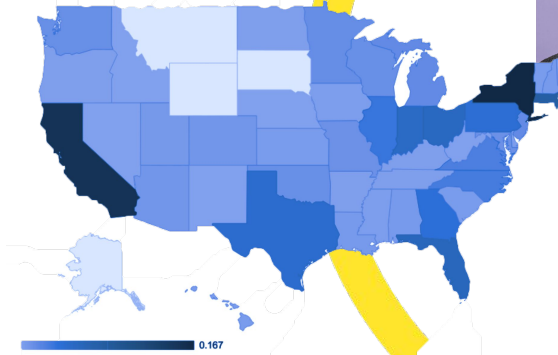
Of Externs from Underserved Backgrounds

**54%**

of Externs are women on average

**46%**

Of HBCUs have Paragon One Alumni



**Utilize Our Global Peer Ambassador Talent Sourcing Network**





# Externs Develop Career-Readiness Skills

**9.3 / 10**



Rating on program's **usefulness in achieving career / education goals** as reported by students

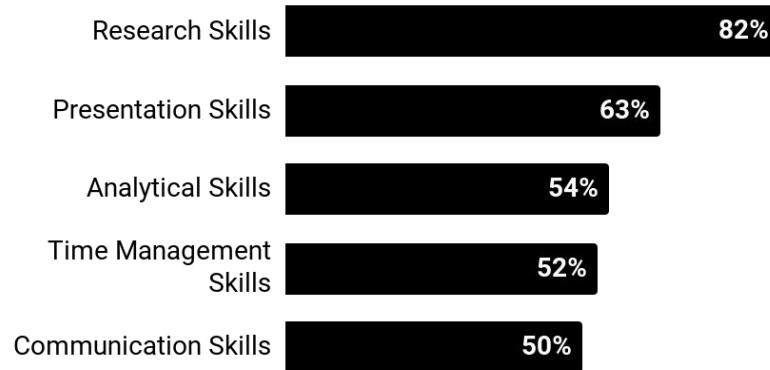
**9 / 10**



Externship Helped in preparing for a **real-world interview or job** as reported by students

## % Increase in Core Skills

### Learned Through Externship





# Externs Are Ready For An Evolving Workforce

Major enterprises hire Paragon One Externs - here's a snapshot view...



**70%**

of Externs Are Hired By Corporations Within 12 Mo's of Completing Externship

**95%**

of Fortune 1000 volunteers participating in the externships found the students they spoke to as potential hiring candidates



# Meet Richard



 Meta

Technology  
Program  
Manager  
**New Hire**

University of  
Louisville

Meta & Paragon  
One Externship

Meta Intern

Meta Technical  
Program  
Manager



## Richard Attended...

a **non-target school** for big tech firms, so it was difficult to get his foot in the door

## Meta Created...

more work-based learning opportunities through **externships for underrepresented talent**

## Richard Now...

Works at  Meta



# Meet Mary Grace



Smithsonian  
Institution

Natural History  
Experience  
Researcher

Ateneo de Manila  
University  
(Philippines)

Nat Geo and TNC  
Extern

Smithsonian  
Research Intern  
(D.C.)

Nat Geo Young  
Explorer  
Nominee



## Mary Grace Was...

based in the **Philippines** and dreamed of making an impact at a global scale

## Mary Grace Learned...

from global conservation leaders through the externship to become a **local change-maker**

## Mary Grace...

Joined



Young Explorer Nominee



# Meet Ryan

**Externships** allow enterprises to engage and assess a potential diverse new hire before hiring them.



Technology  
Consultant  
Associate  
New Hire

Penn State

PwC & Paragon  
One Externship

PwC  
Technology  
Consulting



## Ryan Was...

**majoring in marketing** but also had a passion for technology

## Ryan Now...

Works at  **pwc**

“

One of our most successful programs to date, with more than 1,000 students in its first year, is a remote, consulting externship offered through Paragon One. Our goal is to go deep and to provide students from underrepresented groups with an equal opportunity to compete and succeed.

”

- PwC FY22 Purpose and Inclusion Report



## Externship Service Components

- Program Setup & Administration**  
Extern Sourcing, Curriculum Development, Student & Enterprise Onboarding, Extern Stipend Processing
- Custom & Scalable Enterprise Platform**  
Comprehensive, Custom And Seamless Educational Journey - We Guide All Aspects Of Student Experience.
- Student & Company Management**  
Company and students discuss project, industry trends, and feedback.
- Comprehensive Performance Reporting**  
Paragon One shares progress and student performance with company.

## Service Proposals

Pilot	Starter	Enterprise
<b>Program Volume</b> 1 Cohort	<b>Program Volume</b> 4 Cohorts	<b>Program Volume</b> 100+ Cohorts
<b>Price</b> <del>\$100,000</del> \$85,000 + \$500 Stipend Per Extern	<b>Price</b> <del>\$400,000</del> \$250,000 + \$500 Stipend Per Extern	<b>Price</b> Available Upon Request

\* Extern stipends are paid based on co-host company's preference.  
\* Paragon One manages stipend disbursement.



# Meet The Team



## 2x Entrepreneur

18+ years experience in startup operations, finance, analytics, int'l business, product strategy, fundraising, and VC



## Career Educator

15+ years experience in student mentoring, program management & DEI recruitment



## Former Director, KPMG

11+ years experience serving US & global financial services clients



## Former PM, Millennium

17+ years experience in hedge funds, banking & financial services industry



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**Let's advance the careers  
of ambitious students  
through SAP's Digital  
Skills Initiative.**



Account Executive  
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