



INSTITUTIONAL PARTNERSHIP FAQ

Campus-to-Career Employability Ecosystem

WHAT'S NEXT STARTS HERE.

Powered by FindFingers — Fueling Visions
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A About the Partnership

1. What is PROXIMO?

PROXIMO is an integrated Campus-to-Career Employability Ecosystem powered by FindFingers.

It is designed to work with educational institutions to help students develop career readiness through:

- Assessment
- Skill Development
- Career Readiness
- Industry Exposure
- Internships/OJT
- Career Guidance
- Mentoring
- Recruitment

PROXIMO complements the institution's academic and placement systems by creating a structured pathway between education and employment.

2. What is the PROXIMO Institutional Partnership Model?

PROXIMO partners with colleges and other educational institutions to make its campus-to-career services available to eligible students.

The institution facilitates the partnership and campus coordination, while interested students enroll directly with PROXIMO.

The institution does not pay PROXIMO for the student programme.

Students who voluntarily enroll in applicable PROXIMO programmes pay the prescribed programme fee directly to PROXIMO, subject to the agreed institutional arrangement.

This creates a model in which institutions can provide students access to an additional employability ecosystem without adding programme expenditure to the institution's budget.

3. Does the institution have to pay any fee to PROXIMO?

No.

✓ NO PROGRAMME FEE IS PAYABLE BY THE INSTITUTION TO PROXIMO

Under this partnership model, there is no programme fee payable by the institution to PROXIMO for making the agreed PROXIMO student services available on campus.

PROXIMO's applicable programme charges are collected from students who choose to enroll.

Any exceptional requirement outside the agreed model — if ever proposed — should be discussed, documented and approved separately before implementation.

4. Who pays for the PROXIMO programme?

The participating student pays the applicable programme fee directly to PROXIMO.

The institution is therefore not required to finance the student's PROXIMO enrolment.

The applicable fee, programme inclusions, duration and payment terms should be clearly communicated to students before enrolment.

5. Is enrolment compulsory for students?

No.

PROXIMO enrolment should be voluntary unless the institution separately decides to integrate a particular activity into its own academic or institutional framework under mutually agreed terms.

Students should be able to understand the programme, services, applicable fees and conditions before deciding whether to enroll.

6. Why should an institution partner with PROXIMO if students pay individually?

The partnership allows the institution to expand its career-development ecosystem without directly funding the programme.

Students gain access to structured employability services, while the institution can strengthen areas such as:

- Career readiness
- Employability assessment
- Skill development
- Industry interaction
- Internship/OJT exposure
- Career guidance
- Recruitment support
- Employability outcome tracking

Institutional Value:

Expanded Career Support Without Programme Cost to the Institution

B Services Available to Students

7. What services does PROXIMO provide?

PROXIMO operates through seven interconnected verticals:

PROXIMO READY

Career Readiness

PROXIMO SKILLS

Technical, Functional & Soft-Skills Development

PROXIMO ASSESS

Employability Assessment & FSS

PROXIMO CONNECT

Industry & Professional Engagement

PROXIMO INTERN

Internships, OJT & Practical Exposure

PROXIMO HIRE

Campus Recruitment & Employer Connection

PROXIMO CAREER

Career Guidance & Mentoring

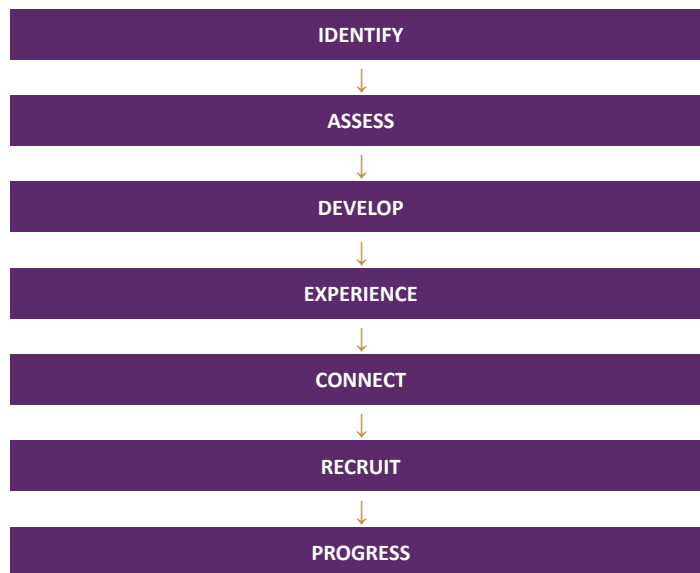
Together, they create a progressive campus-to-career journey.

8. Is PROXIMO simply another training provider?

No.

Training is only one component.

PROXIMO is designed around a broader development cycle:



A student may therefore move from assessment and skill-gap identification to training, industry exposure, practical experience, mentoring and recruitment opportunities within the same ecosystem.

9. What is FCIN?

FCIN — FindFingers Career Identification Number is a unique career identifier within the FindFingers ecosystem.

It provides continuity to the student's evolving professional profile and can connect relevant information such as:

- Education
- Skills
- Assessments
- Training
- Projects
- Internship/OJT
- Practical Exposure
- Career Development

- Certifications

FCIN is a proprietary FindFingers identifier. It is not a government identity, statutory registration, academic qualification or professional licence.

10. What is FSS?

FSS — FindFingers SkillFit Score is a structured assessment of defined dimensions of a student's current employability and career readiness.

It can help identify:

- Strengths
- Career Readiness
- Development Gaps
- Progress
- Skill Requirements

FSS may be reassessed as students develop their capabilities and gain experience.

FCIN identifies the journey. FSS helps measure readiness.

C Fees & Financial Model

11. How are student fees determined?

Fees are determined according to the specific PROXIMO programme, duration, services included and delivery structure.

Before enrolment, students should receive clear information regarding:

- Programme fee
- Services included
- Programme duration
- Payment terms
- Applicable taxes, if any
- Cancellation/refund terms
- Any separately chargeable optional services, if applicable

No student should enroll without knowing the applicable financial terms.

12. Does the institution have to collect fees from students?

Not necessarily.

The preferred model is for PROXIMO to manage its own student enrolment and programme-fee collection, reducing administrative and financial responsibilities for the institution.

The operational process can be defined in the institutional agreement.

13. Does the institution have any financial liability if students do not enroll?

✓ NO PROGRAMME FEE IS PAYABLE MERELY BECAUSE THE INSTITUTION HAS PARTNERED WITH PROXIMO

Student participation is based on enrolment in the applicable programme.

14. Is there a minimum number of students required?

Certain programmes may require a minimum viable batch size because of trainer deployment, assessments, workshops or other operational requirements.

Where such requirements apply, they should be communicated to the institution before the programme is scheduled.

The institution should not incur a programme fee simply because the minimum enrolment is not achieved.

15. Can scholarships or special fee concessions be offered?

PROXIMO may introduce scholarships, concessions, sponsored seats or institution-specific student-support schemes from time to time.

Where available, eligibility criteria and terms should be communicated transparently.

Institutions may also help identify deserving students for applicable scholarship or sponsorship programmes.

D Role of the Institution

16. If the institution is not paying, what is expected from it?

The institution's primary role is facilitation and coordination, not financing.

Depending on the agreed programme, institutional support may include:

- Appointing a faculty/coordinator contact
- Permitting student orientation
- Communicating the opportunity to eligible students
- Providing reasonable campus access
- Coordinating programme schedules
- Providing classrooms/seminar halls when mutually agreed
- Coordinating with departments and placement cells
- Supporting student participation
- Facilitating industry/recruitment activities on campus where appropriate

The exact responsibilities should be documented in the institutional agreement.

17. Is the institution required to market or sell PROXIMO programmes to students?

No.

The institution may facilitate awareness and communication, but programme explanation, enrolment information, applicable fees and service commitments should remain the responsibility of PROXIMO.

Students should be able to make an informed decision regarding participation.

18. Will PROXIMO replace our Placement Cell?

No.

PROXIMO should work with the Placement Cell, Career Guidance Cell, Training Department, IQAC and relevant academic departments, depending on the institution's structure.

The objective is to strengthen existing institutional efforts through additional assessment, training, industry exposure, internship and recruitment capabilities.

PROXIMO complements institutional systems; it does not seek to replace them.

E Implementation

19. How does a PROXIMO partnership begin?

A typical partnership process is:

- 01 Institutional Discussion** — *Understand courses, student population and requirements.*
- 02 Partnership Framework** — *Define responsibilities, programme scope and operating model.*
- 03 Student Orientation** — *Introduce PROXIMO, services, benefits and applicable fees.*
- 04 Voluntary Enrolment** — *Interested students register directly with PROXIMO.*
- 05 Profiling & Assessment** — *Eligible enrolled students begin their PROXIMO journey.*
- 06 Development** — *Training, mentoring and relevant skill interventions.*
- 07 Industry & Practical Exposure** — *Industry interactions, internship/OJT and related activities.*
- 08 Recruitment** — *Eligible students participate in relevant recruitment opportunities.*
- 09 Outcome Review** — *Programme participation and agreed outcome indicators are reviewed.*

20. Will PROXIMO interfere with academic schedules?

The programme should be planned in consultation with the institution.

Possible delivery formats include:

- Dedicated Career Hours
- Selected Weekdays
- Saturdays
- Workshops
- Boot Camps
- Online Sessions
- Hybrid Sessions
- Vacation Programmes

The aim is to integrate career development with minimum unnecessary disruption to academic activity.

21. Can PROXIMO start with a pilot programme?

Yes.

An institution may begin with a selected:

- Department
- Course
- Batch
- Semester
- Student Group

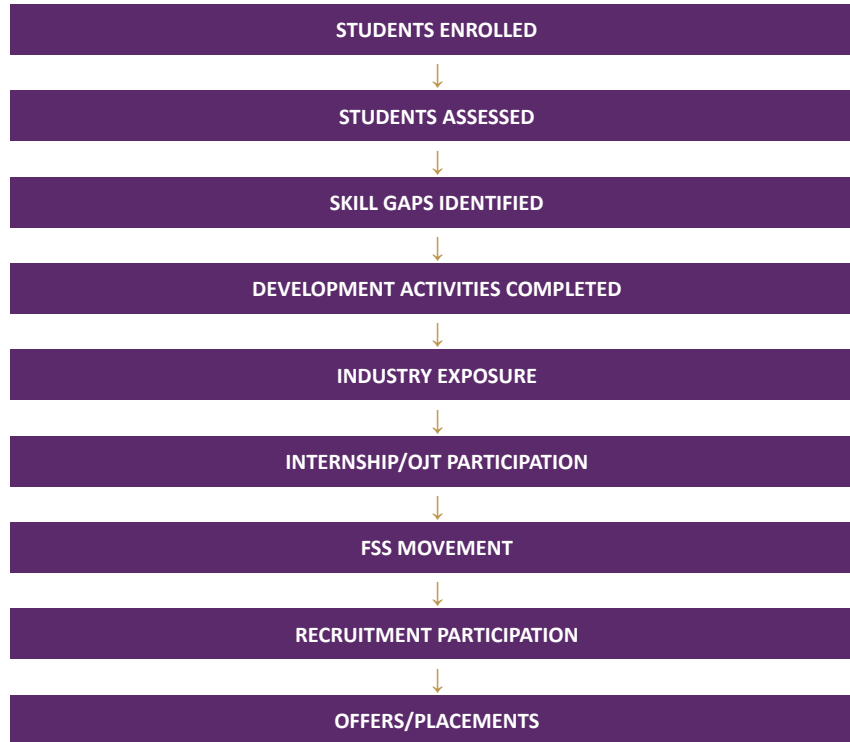
The pilot can be reviewed before extending the programme across additional departments or the entire institution.

F Quality & Accountability

22. How can the institution know whether students are actually benefiting?

PROXIMO is intended to be outcome-oriented rather than based only on the number of sessions delivered.

Depending on programme scope, indicators can include:



This allows both PROXIMO and the institution to review student progress more systematically.

23. Will the institution receive reports?

Where included in the partnership scope, PROXIMO can provide appropriate institutional-level reports or dashboards covering areas such as:

- Enrolment
- Participation
- Assessment insights
- Common skill gaps
- Training completion
- Internship/OJT participation
- Industry engagement
- Recruitment activity
- Placement outcomes

Reporting should follow applicable privacy, consent and data-governance requirements.

24. Who is responsible for programme delivery?

PROXIMO/FindFingers is responsible for delivering the services committed under the agreed programme scope.

This may involve PROXIMO's internal team as well as approved trainers, mentors, industry professionals, employers and other delivery partners where relevant.

G Internships & Recruitment

25. Does every enrolled student automatically receive an internship?

Internship and OJT opportunities may depend on factors such as:

- Student eligibility
- Course/discipline
- Skills
- Availability of opportunities
- Employer requirements
- Location
- Student preference
- Selection processes

PROXIMO facilitates access and matching where applicable but should not represent every external opportunity as automatic unless specifically committed under a defined programme.

26. Does PROXIMO guarantee placement to every enrolled student?

PROXIMO provides career preparation, employer connection and recruitment facilitation.

Final selection can depend on employer requirements, vacancies, student eligibility, interview performance and other recruitment criteria.

Unless a particular programme is separately and explicitly offered with documented guaranteed-placement terms, enrolment should not be interpreted as an unconditional employment guarantee.

27. How does PROXIMO HIRE support the institution?

PROXIMO HIRE can support:

- Employer identification
- Campus recruitment drives
- Multi-company recruitment
- Candidate matching
- Interview coordination
- Online recruitment
- Internship-to-employment pathways
- Placement tracking

This can expand the institution's existing employer network and recruitment reach.

H Student Data & Privacy

28. Who owns and controls student information?

Student information should be handled according to the applicable terms, consent framework and privacy requirements.

Students should be informed about:

- What information is collected
- Why it is collected
- How it is used
- What is verified
- What may be shared with employers
- What permissions they can control

| *Information should not become unrestricted public data merely because a student receives an FCIN.*

29. Can employers see students' FSS and profiles?

Relevant candidate information may be made available to participating employers where appropriate and subject to applicable permissions and recruitment requirements.

| *Access should be purpose-based rather than unrestricted.*

I Why Partner with PROXIMO?

30. What is the central institutional advantage of this model?

PROXIMO gives institutions an opportunity to provide students with access to an integrated career-development ecosystem without requiring the institution to fund the student programme.

The institution can strengthen:

Employability Assessment

Know where students stand.

Skill Development

Address identified gaps.

Industry Integration

Bring students closer to the professional world.

Practical Exposure

Facilitate internship and OJT pathways.

Career Guidance

Help students make informed decisions.

Recruitment

Expand employer and opportunity access.

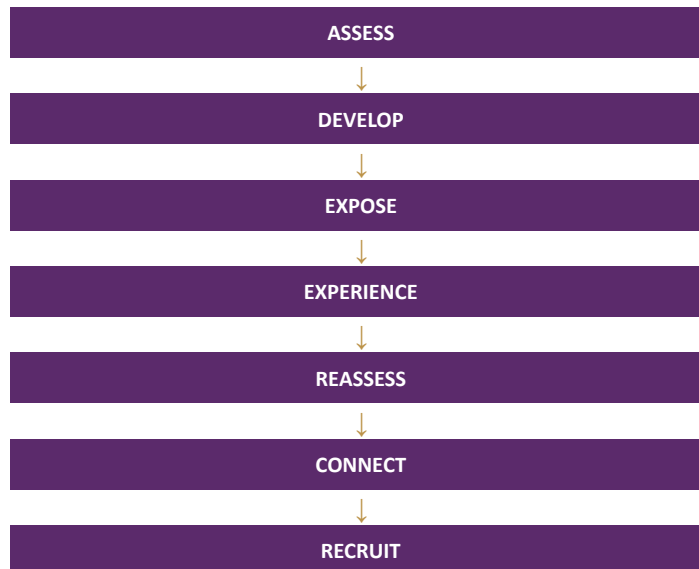
Outcome Measurement

Understand whether interventions are producing progress.

31. What makes PROXIMO different from conventional campus service providers?

The distinction is its integrated student journey.

Instead of treating training, assessment, internship and placement as independent activities, PROXIMO connects them:



*The objective is not simply to bring companies to campus.
It is to prepare students before opportunity reaches the campus.*

32. What does the institution ultimately gain?

A successful PROXIMO partnership can contribute towards:

- Better-Prepared Students
- Stronger Career-Development Infrastructure
- Greater Industry Interaction
- Enhanced Employer Connectivity
- Measurable Employability Insights
- Additional Recruitment Opportunities

— More Practical Exposure

IN SUMMARY

✓ **WITHOUT A PROGRAMME FEE BEING CHARGED TO THE INSTITUTION UNDER THIS MODEL**

The Partnership in One View



A Partnership Without Programme Cost to the Institution

No Programme Fee to the Institution	Transparent Student Enrolment
Structured Employability Development	Industry & Employer Integration
Measurable Student Progress	Career Opportunities



WHAT'S NEXT STARTS HERE.

READY • SKILLS • ASSESS • CONNECT • INTERN • HIRE • CAREER

Powered by FindFingers
Fueling Visions.

Let's Build a Career-Ready Campus.



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