



Discount Policy-1.0

Particulars	Reviewed By	Approved By
Name	Mr. Arpit Pareek	Ms. Pooja Dhoot
Designation	Chief Business Officer	Head of Finance
	 28/01/25	 28/01/25

Introduction

Utkarsh Classes recognize the significance of accessible and affordable quality education in empowering individuals to achieve their career aspirations, particularly in the competitive field of government examinations.

This Discount Policy is formulated with a strong commitment to fostering inclusivity and supporting both internal employees along with their loved ones/relatives etc. and economically weaker sections of society in their pursuit of government jobs.

Objective

The primary objective of this Discount Policy is to:

Enhance employee welfare: Provide substantial benefits to internal employees of Utkarsh Classes as a token of appreciation for their valuable contributions.

Promote social responsibility: Extend financial assistance to economically weaker students who face financial constraints in accessing quality coaching for government exams.

Democratize education: Ensure that aspiring government job seekers from all socioeconomic backgrounds have equitable access to Utkarsh Classes' high-quality courses, regardless of their financial limitations.

Fulfill societal obligations: Contribute to the nation-building process by enabling deserving students to achieve their dreams of securing government jobs and improving their livelihoods.

Strengthen brand image: Project Utkarsh Classes as a socially responsible and compassionate organization that prioritizes accessibility and inclusivity in education.

This policy will be applicable across all platforms, including offline centers, online platforms, and Bookshala, ensuring that all students, irrespective of their preferred learning mode, can benefit from the discounted offerings.



Kindly note that, discount will be provided based on the following criteria:

Offline Discount

Sr. No.	Discount Type	Approval Authority	Supporting Document	Discount %	Remarks
1	One Time Payment	City Head	NA	5%	Only for fee above INR 25000
2	Scholarship Test Discount	City Head	Result of Scholarship Test	As per the Scholarship Test	-For availing scholarship as per scholarship test, complete fee is to be paid in 1 installment only
3	Previous Online Student	City Head	Previous ID Card/Invoice	Same Course : 50% Different Course : 25%	-Discount % will be calculated on the total Online Fee Paid for previous Course -Only Applicable if the previous online course was brought within last 180 days of admission in offline batch
4	Previous Offline Student	City Head	Previous ID Card/Invoice	Same Course : 25% Different Course : 10%	-Discount % will be calculated on the total Offline Fee Paid for previous Course
5	Employee/Faculty Relative/Reference	Employee : Department HOD Faculty : Akshay Sir	Aadhar card/Other ID Card	maximum upto 10%	-
6	Widow/Divorcee	City Head	Widow/Divorcee Certificate	maximum upto 20%	-
7	Ex Army/Airforce/Navy	City Head	Army/Airforce/Navy ID Card	maximum upto 25%	-
8	Army/Airforce/Navy Child	City Head	Army/Airforce/Navy ID Card of Parent	maximum upto 10%	-
9	Orphan	City Head	Orphan certificate/parents death certificate	maximum upto 20%	-
10	Blind/Handicapped	City Head	Blind/Handicapped certificate	maximum upto 80%	Only Applicable for more than 50% handicapped
11	Early Bird Discount	City Head	NA	maximum upto 10%	For availing scholarship as per EBD, complete fee is to be paid in 1 installment only for Course Fee upto INR 50K, 2 installments are allowed for Fee between 50K to 100K and 3 installment for fee above 100K
12	Economically Weak Student	City Head	BPL/Income certificate	maximum upto 15%	-
13	Special Consideration/Reference	City Head/Category	Mail Approval by the respective authority	maximum upto 20%	-
14	Special Consideration/Reference	CXOs	Mail Approval by the respective authority	maximum upto 50%	-
15	Founder/Cofounder reference	CBO	Mail Approval by Founder/Cofounder	maximum upto 100%	-

Online Discount

Sr. No.	Discount Type	Approval Authority	Supporting Document	Discount %	Remarks
1	Scholarship Test Discount	Category Head	Result of Scholarship Test	As per the Scholarship Test	-
2	Widow/Divorcee	Category Head	Widow/Divorcee Certificate	maximum upto 25%	-
3	Ex Army/Airforce/Navy	Category Head	Army/Airforce/Navy ID Card	maximum upto 25%	-
4	Army/Airforce/Navy Child	Category Head	Army/Airforce/Navy ID Card of Parent	maximum upto 25%	-
5	Orphan	Category Head	Orphan certificate/parents death certificate	maximum upto 25%	-
6	Blind/Handicapped	Category Head	Blind/Handicapped certificate	maximum upto 100%	Only Applicable for more than 50% handicapped
7	Economically Weak Student	Category Head	BPL/Income certificate	maximum upto 25%	-
8	Employee/Faculty's Relative	Employee : Department HOD Faculty : Akshay Sir	Aadhar card/Other ID Card	maximum upto 100%	Only Applicable for immediate family member (Father/Mother/Son/Daughter/Sibling/Spouse)
9	Employee/Faculty Non Blood Relative/Reference	Employee : Department HOD Faculty : Akshay Sir	Aadhar card/Other ID Card	maximum upto 25%	-
10	Special Consideration/Reference	City Head/Category Head/Department Head	Mail Approval by the respective authority	maximum upto 50%	-
11	Special Consideration/Reference	CXOs	Mail Approval by the respective authority	maximum upto 80%	-
12	Founder/Cofounder reference	CBO	Mail Approval by Founder/Cofounder	maximum upto 100%	-
13	Tablet/BPPS/Pathshala/Navodaya Yojana	CBO	Mail Approved By CBO	maximum upto 100%	-

Bookshala Discount

Sr. No.	Discount Type	Approval Authority	Supporting Document	Discount % (Offline)	Remark
1	Economically Weak Student	Category Head	BPL/Income certificate	maximum upto 25%	-
2	Employee/Faculty Relative/Reference	Employee : Department HOD Faculty : Akshay Sir	Aadhar card/Other ID Card	maximum upto 25%	Only Applicable for immediate family member (Father/Mother/Son/Daughter/Sibling/Spouse)
3	Special Consideration/Reference	City Head/Category Head/Department Head	Mail Approval by the respective authority	maximum upto 50%	-
4	Special Consideration/Reference	CXOs	Mail Approval by the respective authority	maximum upto 75%	-
5	Founder/Cofounder reference	CBO	Mail Approval by Founder/Cofounder	maximum upto 100%	-



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