

# Zovio: Helping Everyone Be in a Class of Their Own



Zovio is an education technology services company that partners with higher education institutions and employers to deliver innovative, personalized solutions to help learners and leaders achieve their aspirations. Using advanced data and analytics, Zovio makes it easy for each person to take that next step forward—whether that be toward a better job, that next promotion, or to realize lifelong goals. Zovio’s purpose is to help everyone be in a class of their own.

## The Company

Zovio launched in January 2004 as Bridgepoint Education, Inc., a differentiated postsecondary education provider. In April 2019, Bridgepoint transformed into Zovio, an education technology services company.

## Leadership

### **Andrew Clark, Founder, President, and Chief Executive Officer**

Andrew has been an entrepreneur for nearly two decades, having raised capital to start his own company and eventually taking that company public. He has years of experience introducing the newest and best innovations into higher education.

### **Greg Finkelstein, Chief Operating Officer**

Greg is responsible for the operational and marketing assets of Zovio. He has led ed-tech and online program management (OPM) organizations since the mid '90s.

### **Michael Purcell, President, Zovio Employer Services**

Michael is responsible for expanding Zovio’s partnerships with corporations to help their employees learn and develop by leveraging learning and training services from Zovio subsidiaries such as Learn@Forbes, TutorMe, and Fullstack Academy.



## ZOVIO FOR Higher Education

Zovio offers a broad set of custom solutions to help higher education institutions support revenue growth via data insights as well as enrollment, retention, financial, and operational effectiveness strategies for different modalities of education delivery.



## ZOVIO FOR Employers

Zovio partners with corporate clients, providing products and services to help those employers close the growing skills gap and gain the agility and flexibility to remain competitive. Zovio’s diverse set of learning and development solutions—Ashford University, Fullstack Academy, Learn@Forbes, and TutorMe—go beyond upskilling and provide paths to college degree programs, micro-badge courses, and certifications.



## ZOVIO FOR Learners

Zovio offers personalized online education experiences tailored to meet individual learning and support needs. Whether learners want to advance a skill, better understand a subject, or earn a degree, Zovio’s education entities can get them where they want to go.

# Zovio Offerings & Affiliate Companies

## Zovio Employer Services

- Zovio Employer Services (ZES) matches corporate clients with personalized learning solutions that develop and help retain employees through educational opportunities. ZES serves as a one-stop learning shop, offering a diverse range of solutions to help companies close the growing skills gap and provide an attractive and competitive benefit as they compete for talent.
- Information about ZES can be found at [zovio.com/who-we-serve/employers](http://zovio.com/who-we-serve/employers).



- Ashford offers associate, bachelor's, master's, and doctoral degree programs online, enabling students to balance life responsibilities by giving them the flexibility to complete school work anywhere, anytime.
- Information about the many degree programs can be found on the university's website, [ashford.edu](http://ashford.edu).

## TutorMe

- TutorMe is a leading online tutoring solution providing 24/7 online homework and studying support in more than 300 college-level subjects.
- Zovio acquired TutorMe in April 2019.
- More information is available at [tutorme.com](http://tutorme.com).

## Investing in Our Employees

Zovio also cares about its employees, offering them a great place to work, an engaging environment, and excellent benefits. Following are some of the programs, services, and benefits we provide our employees:

- Sixteen hours of paid time off annually to volunteer
- Education benefits, including full-tuition grants at Ashford University
- On-site health and wellness centers, well-equipped gyms, and cafeterias with healthy menus
- Company support to repay student debt
- Generous vacation policies
- College savings programs
- Discount programs

## Learn@Forbes

- Learn@Forbes is a time-saving alternative to traditional online schools, offering short-term courses in soft and hard non-technical skills to help individuals become good, solid professionals with the potential for success in their careers.
- Courses in the areas of business, human resources, marketing, personal development, and technology are curated and offered in a selection of specializations and learning pathways that are detailed on [learn.forbes.com](http://learn.forbes.com).



- Fullstack is an award-winning, immersive coding bootcamp offering training in crucial programming skills to students looking for competitive paying, in-demand tech jobs.
- In January 2016, Fullstack Academy launched Grace Hopper Academy, the first all-women coding bootcamp in New York City and the first in the country to offer a deferred tuition model.
- Zovio acquired Fullstack Academy in March 2019.
- The academy website is at [fullstackacademy.com](http://fullstackacademy.com).

## Community Involvement

Zovio cares about the places where its employees live and work. It firmly believes in being a sustainable, giving organization full of socially responsible people. The theme for its corporate social responsibility program is Activating Ambition. It is supported by two pillars, "Opportunities for all" and "Learning beyond the classroom," which guide the types of nonprofit organizations Zovio partners with.

Zovio has donated more than \$10 million in grants over the past 10 years. In addition, Zovio employees have donated \$2 million of their own money and volunteered more than 140,000 hours of their time.