

Proposal

Varsity Tutors

Prepared by:
Jacob Kantor, Director of Educational Partnerships
(818) 355-4179
jacob.kantor@varsitytutors.com

Overview

Varsity Tutors is the leading curated platform for live online learning in the United States. The company's mission is to transform the way students learn through technology. Varsity Tutors operates a purpose-built proprietary platform that leverages technology, including AI, to connect students to highly-vetted subject matter experts in more than 3,000 subjects—including all K-12 subjects and standardized tests. Through one-on-one instruction (including high dosage tutoring), small group classes, large format group classes, and adaptive self-study, the company has created a live learning destination to meet the needs of all students. The company is based in the United States and all tutors are US-based. Learn more about Varsity Tutors at: varsitytutors.com/school-solutions

Key Differentiators

- 4.7M hours of live online instruction delivered in 2020
- 40K+ vetted subject matter experts covering more than 3,000 subjects
- 3 grade levels of improvement (on average) achieved by Varsity Tutors students
- 4.9/5 average satisfaction rating over the last 100,000 sessions
- 14+ years of experience
- Live video 1:1 and up to 1:5 tutoring with US-based tutors
- Turn-key solution with no legacy cost
- Custom tutor matching process
- Customized instruction based on diagnostic assessment



Solutions Options:

1-on-1 Tutoring: Learners meet with a handpicked Expert on our Live Learning Platform and get highly personalized, effective, and convenient instruction in over 3,000 subjects. Post-session recordings are available to review and preserve what was covered.

Small Group Tutoring: Small Group Tutoring brings the collaborative group dynamics and socialization benefits of in-person learning to the online tutoring space. Students are placed into groups of up to five students with similar proficiencies, which allows the tutor to adjust session content and teaching style to be more effective for each student's knowledge level and learning style.

College & Career Readiness: Personalized instruction for College & Career Readiness topics including support in math, chemistry, biology, physics, IB, AP, and test preparation.

Test Preparation: Expert support is available in an extensive collection of helpful test prep classes, 1:1 tutoring and small group tutoring. Exam preparation includes but is not limited to PSAT, SAT, ACT, STAAR, GRE, SSAT and more.

Special Education / Learning Differences Tutoring Support: Specialized expertise in connecting students with learning differences to experienced tutors who can apply proven strategies that help the challenges of dyslexia, autism, ADHD, or virtually any other special need. These students will receive a personalized approach from an educator who knows where to focus and knows how to work with IEPs and 504 plans.

English Language Learners: Personalized support for ESL students to advance their english language skills with tutors that specialize in ESL instruction.



Program Implementation:

- ✓ Varsity Tutors provides a turnkey implementation that is easy to launch and allows full visibility and accountability for all stakeholders. Our Customer Success Managers provide step-by-step, concierge-level service, guiding school administrations through onboarding, implementation, and ongoing program management.
- ✓ Our onboarding process makes it simple for students to begin meeting with their tutor after funding allocations reach schools and students are matched with a tutor using our proprietary student-to-tutor matching process.
- ✓ Students take adaptive diagnostic assessments ahead of their first tutoring session. A personalized learning plan is generated to address specific needs.
- ✓ Students and tutors meet on our live tutoring platform leveraging video chat, interactive tools, and shared workspaces to help students and tutors feel like they're in the same room. Based on permission preferences, sessions can be recorded so your students can rewatch the trickier sections, while school staff can monitor student progress.
- ✓ Flexible reporting is provided along with access to comparative pre-assessment and post-assessment data to track progress and inform ongoing instruction.



Pricing:

Pricing is inclusive of account management and ongoing support, tutor matching that leverages artificial intelligence, and adaptive diagnostic testing pre-assignment and post-assignment. Custom reporting is also included.

Program	Rate (per hour)
1:1: Tutoring	$60
1:5 Small Group Tutoring	$175/per group ($35 per student)
Special Education/Learning Differences - 1:1 Tutoring	$85
Special Education/Learning Difference - 1:5 Small Group	$200/per group ($40 per student)
Unlimited access to all Varsity Tutors large format classes, and Learning Lab	Free

Evidence-based Approach: In a recent study conducted by The Halsted Strategy Group, parents listed one-on-one online video-based tutoring as the most effective digital platform to address learning loss, far exceeding text-based chat tutoring, practice exams and prerecorded educational videos. The Halsted Strategy Group Study.

Parent-client Survey: Varsity Tutors surveyed a random sample of its active K-12 client base (n=350) to understand the impact that tutoring has had. Our goal in the survey was to capture quantitative data to show academic progress students have made since joining Varsity Tutors. We also wanted to better understand what impact our tutoring has on students' confidence and enjoyment of learning.

Key findings included the following:

- Tutoring resulted in a reported +155% increase in As and -94% decrease in Ds or below.
- On average tutoring resulted in a reported increase of 3 grade levels (e.g., B to A).
- 93% reported noticeable improvement in student's academic performance.
- Nearly 85% agree that Varsity Tutors help students gain more confidence.
- 66% agree that students enjoy learning as a result of tutoring with Varsity Tutors.

Additional Feedback on Student Success: Across millions of session ratings from our users, the average satisfaction score is 4.9 out of 5. See results from Trustpilot: https://www.trustpilot.com/review/varsitytutors.com

