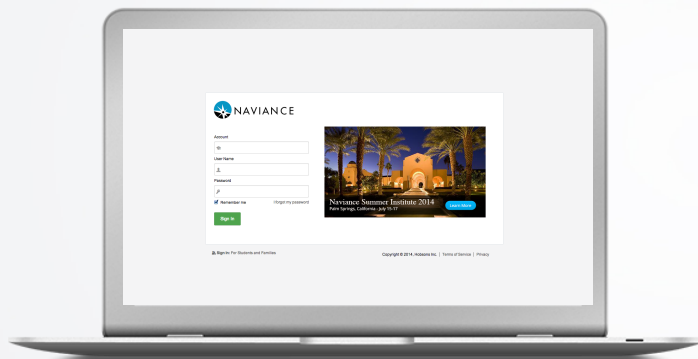




Zach Zimmerman, Account Executive

Today's Conversation



Why We're Here

The challenges facing schools and students are widespread.



Your Goals & Objectives

Every school and district is unique. What are your strategic goals?



Live Demo & Services

Dive in to our products and discuss how we can support you in execution.



Our Results

We deliver real results for students and schools.

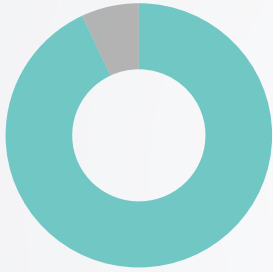
Bridging the gap...



ASPIRATIONS

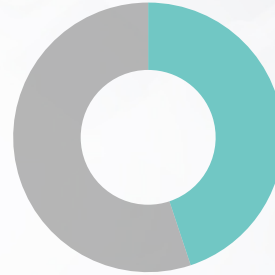
ACHIEVEMENT

Why We're Here



93%

Percentage of middle school students who aspire to go to college

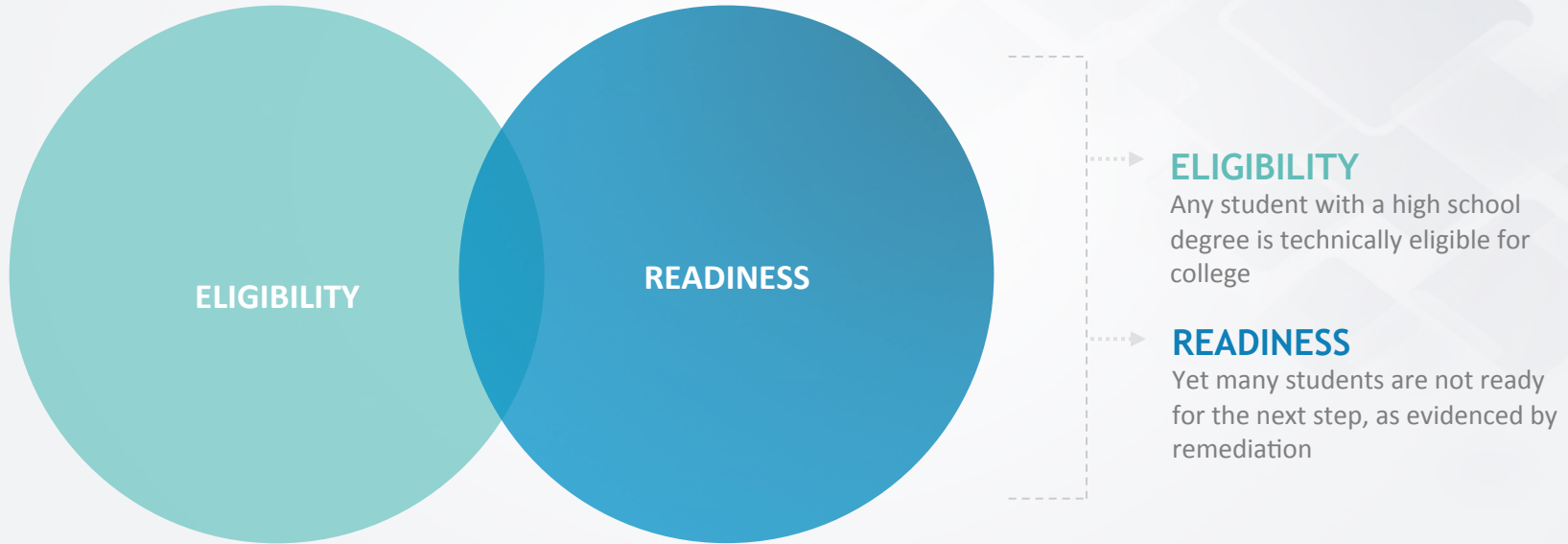


44%

Percentage of middle school students who actually enroll

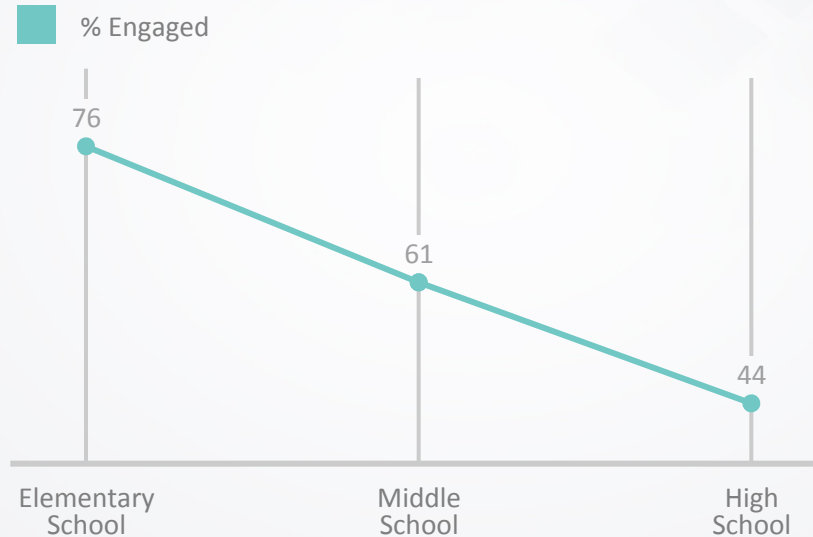
Bridging the gap...

A large part of that solution is bridging the gap between college eligibility and college readiness.



Why We're Here

The School Cliff: Students' Engagement Drops Over Time



Why We're Here

When



- 1) Schools focus on student strengths
- 2) Students have at least one teacher that makes them excited about the future

We Can



Increase in the likelihood of engagement

30x

Why We're Here

471:1

Student to Counselor Ratio

The Student's Perspective

Students have strong aspirations, but there is a disconnect between what students want to do with their lives and knowing how they will get there.



Who Am I?

Many students struggle to identify areas of strength



Self-Discovery



What Do I Want To Be?

Those who recognize their skills are often unsure where to apply them



Career Exploration



How Will I Get There?

Once students figure out what they want to do, they have to determine how to get there



Academic Planning



Will I Be Successful?

Students want to know if they will have the qualifications and skills to reach their goals



College & Career Preparation

The Educator's Perspective

Educators wish to help all students reach their full potential. But how?



Support All Students and Families

Provide all students with the same critical college and career information



Track & Measure Progress

Identify students needing support and track results year-over-year



Make Data Driven Decisions

Use data to determine results for specific students and groups

Common Objectives

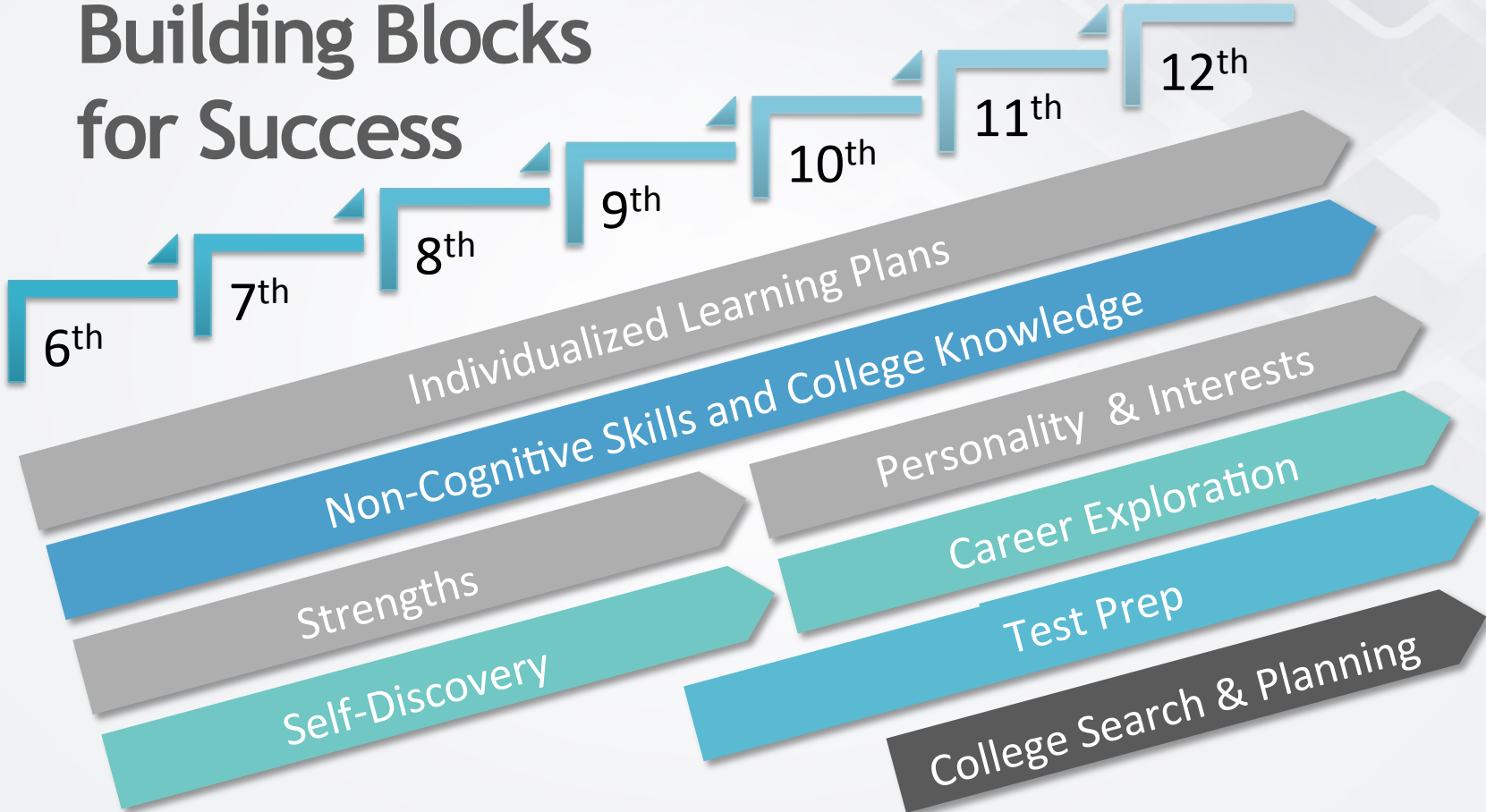
Lower / Reduce

Drop Out Rates
Costs / Resources
Inefficient Practices

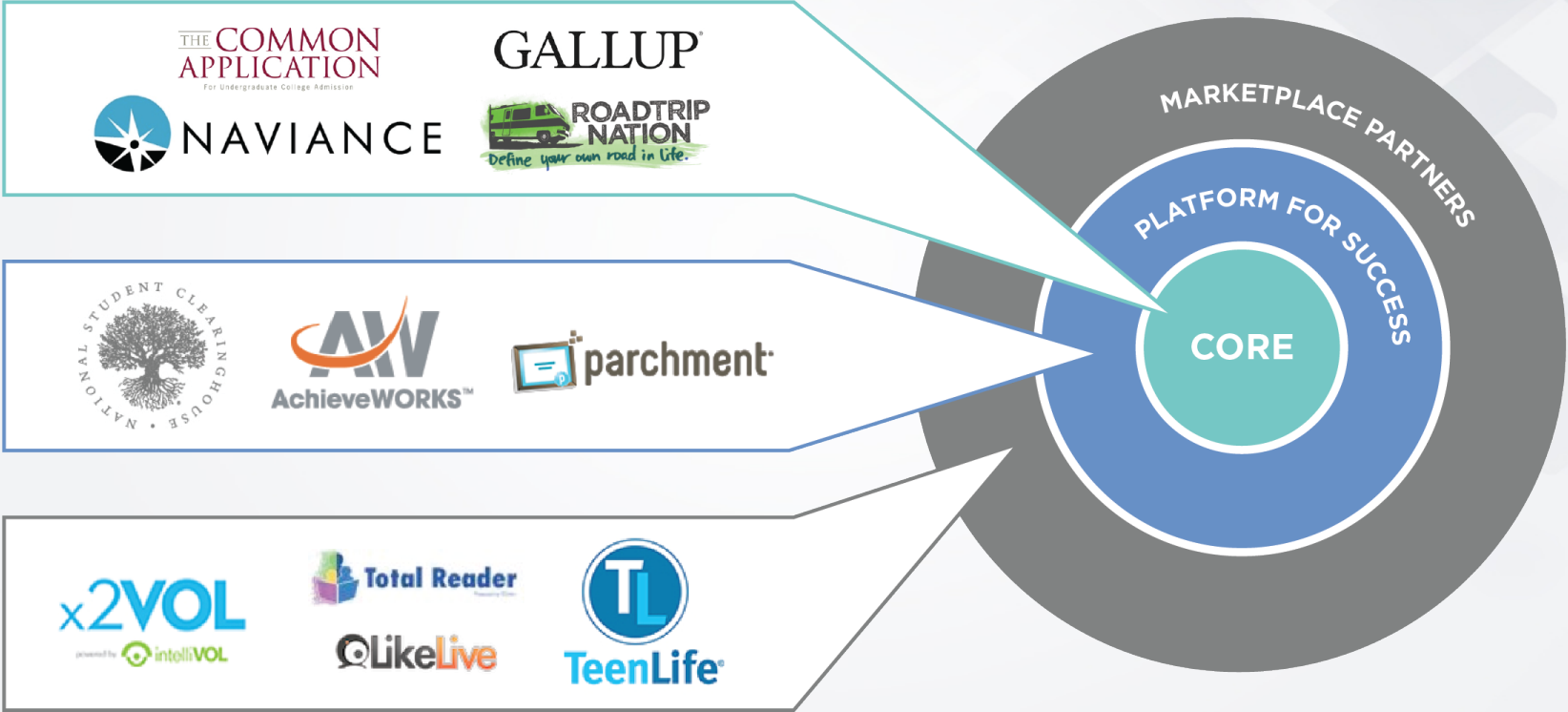
Increase / Improve

College-Going Rate
Family Engagement
Test Scores

Building Blocks for Success



PLATFORM COMPONENTS AND PARTNERSHIP APPROACH



Our Services

Expert consulting and training helps your school or district align people, processes and technology.



Professional Services

Software

Consulting Services	Professional Development	Support Services	Networking & Training Events	Naviance Platform Naviance Curriculum PrepMe Marketplace
---------------------	--------------------------	------------------	------------------------------	---

Partners in Success



Professional Development

With our training role matrix, we provide the right training to the right person at the right time.

Consulting Services

Rely on our experience to help align your Naviance implementation with your district's strategic goals.

Support Services

96% of calls are answered by a live representative with no hold time.

Impact



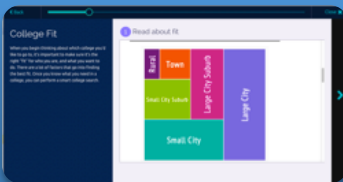
Impacting post-secondary aspirations and planning

- **91%**-Percentage of seniors who applied to college. Up from 67% who intended to enroll
- **2X**-Scholarship awards have doubled since implementing Naviance
- **76%**- Percentage of seniors who planned to enroll in a degree program



Combating an 850:1 counselor to student ratio

- **65%**-Improvement in 4-year college-going rate, from 26% to 43% of students
- **100%**- Percentage of students with post-secondary plans. Up from 88%
- **88%**- Percentage of students enrolling in college. Up from 75%

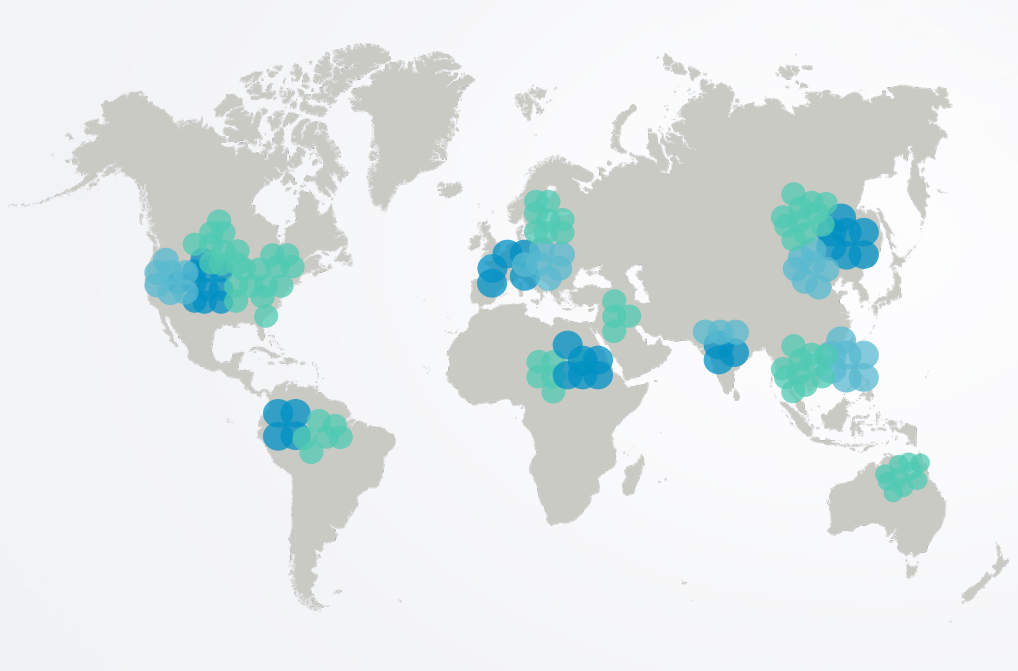


Measuring and impacting readiness at each grade

- **50%+**-Percentage of students who showed gains in college knowledge
- **33%**-Percentage of students who increased their scores from pre-assessment to post-assessment by 10% or more

Naviance Quick Stats

Naviance is the world's most widely adopted college and career readiness platform



8,500+

Schools
With Naviance

7M+

Students
Using Naviance

30%+

U.S. High School Students
With a Naviance account

1

Mission
Help students connect
learning and life

Case Study:

Improving post-secondary preparation for students outside New York City



Yonkers Public Schools

Impacting post-secondary aspirations and planning

- > **91%**
Percentage of seniors who applied to college. Up from 67% who intended to enroll
- > **2X**
Scholarship awards have doubled since implementing Naviance
- > **76%**
Percentage of seniors who planned to enroll in a degree program

Case Study:

Moving from reactive to proactive guidance shows results for students



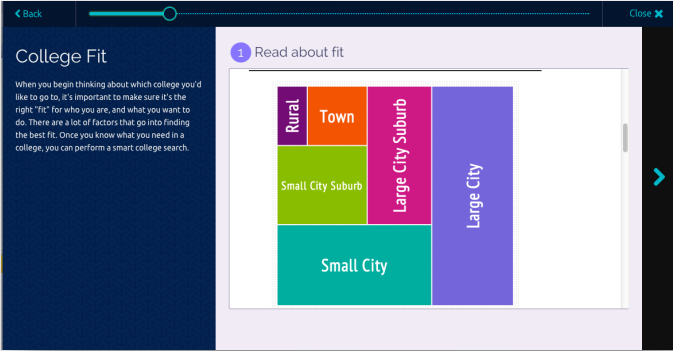
Union Mine High School

Combating an 850:1 counselor to student ratio

- > **65%**
Improvement in 4-year college-going rate, from 26% to 43% of students
- > **100%**
Percentage of students with post-secondary plans. Up from 88%
- > **88%**
Percentage of students enrolling in college. Up from 75%

Case Study:

Naviance Curriculum pilot shows student readiness gains



11th Grade Pilot
Measuring and impacting readiness at each grade

-----> **50%+**
Percentage of students who improved their readiness scores

-----> **+8%**
Average score increase across all participants in college knowledge and financial literacy