

2023 Elite 200 Look Book

Preview of the GSV Cup Semi-Finalists



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Pre-K

Bounce

Pre-K



Hellobounce.com

Headquarters: Dubai -
United Arab Emirates

Capital Raised

- Amount:
- Post Money Valuation:
N/A
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- Noor Boodai
(CEO & Founder)
- Muhanned Matouk
(COO)
- Omar Al Madani
(CTO)
- Komal Bajaj
(Head of Comms)
- Hany Shawky
(Investment Advisor)

Product

Bounce is a management and communication SaaS platform for ECE Centers including digital solutions for HR, Accounting, Business Reporting, Student Management, Learning, and Parent Communication.

Potential

Large Global Market size growing at 11.8% CAGR to reach \$676B in 2023. Primary target Markets are GCC (6,000 Centers) and USA (130,000 Centers) and MENA (approx. 100K centers).

Investors:

- Bootstrapped/Self
Funded

Predictability

Bounce has four revenue streams: subscription, setup fees, payment fees, and customizations. Launched in 2021, Bounce has signed 135 centers in the GCC with \$200K ARR. Next launch is in the USA.

Purpose

Assist ECE centers by integrating all systems and streamlining daily operations to optimize revenue generation, branch and student management, and enhance communication with parents.

Kide Science

Pre-K

The logo for KiDE, featuring the letters 'K', 'i', 'D', and 'E' in a teal color. The letter 'i' has a small black dot above it.

Website: kidescience.com

Headquarters: Helsinki

Capital Raised

- Amount: **\$3.5M**
- Post Money Valuation: **\$10M**
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- PhD Jenni Vartiainen (Head of Research)
- BBA Sari Hurme Mehtälä (CEO)
- M.Ed. Aino Kuronen (Head of Pedagogy)
- Peter Glovin (Head of Sales)
- Anna Holopainen (Head of Growth)

Product

KiDE platform is a library of playful story-based lesson plans and training materials for teachers of 3-8 year olds. Our child-led activities complement any early years curriculum and work with any ability level.

Potential

The Global Market for 3-5 year-olds = \$208 Bn and for 6-11 year-olds it is \$700 Bn. We have 25k freemium educator subscribers from 100+ countries. We focus now for the U.S. where we have closed also 4 districts in NY, FL, NJ, GA in last 6 months.

Investors:

- Sparkmind VC
- Finnish Industry Investment Ltd
- Reaktor Ventures
- Zanichelli Venture
- MPA Education
- Emerge Education

Predictability

Our yearly basic subscribers from 30 countries pay \$99 / year and they are homeschool parents or educators of children ages 3-8. Our district or school customers pay unlimited access to all lessons, features and training content with \$2500/school location/year.

Purpose

Instead of "teaching a subject", Kide engages educators and children in solving active, story-world problems that lead to aha-moments to remember forever. That's skills-based learning, across the curriculum, for all.

Masterminds Early Learning

PreK



mastermindsearlylearning.com

Headquarters: Dubai

Capital Raised

- Amount: **\$1.3M**
- Post Money Valuation: **\$15M**
- Round: **Seed**

Currently Raising: **Yes**



Core Team:

- Shamail Siddiqi (Co-Founder & CEO)
- Tania Pirzada (Co-Founder & Curriculum Director)
- Elisa Guerra (Child Development Adviser)

Product

Masterminds' AI platform has proprietary programs proven to create gifted students. It enables trained educators to create micro franchises where students can learn through virtual or blended models.

Potential

Masterminds' TAM consists of 1 billion 0-6 year olds globally with 30 million in the US. We are focusing on building a strong market position in the US, followed by markets in LatAm, Europe & Asia.

Investors:

- Whitebridge Holding (Al Rajhi Family Office)

Predictability

Masterminds operates on a B2C subscription model. Our programs were first successfully executed in a school in Dubai (\$2M revenue; 25% margin). Our US EdTech business has 500 students and \$150K revenue.

Purpose

There is overwhelming research showing that children who start ahead, stay ahead and at an accelerating pace. Masterminds makes high impact, private school education available at a fraction of the cost.

Storybook App

Pre-K



storybook-app.com/

Headquarters: Miami

Capital Raised

- Amount: \$2M
- Post Money Valuation: \$12M
- Round: Seed

Currently Raising: **Yes**



Core Team:

- Francisco Cornejo (Co-Founder and CEO)
- Daniela Vega (Co-Founder and CCO)
- Andy Arévalo (CMO)
- Rodrigo Sajoux (Product Leader)

Product

Storybook is a unique parent-led app that allows for screen-free bonding time with children, offering guided infant massages, narrated bedtime stories, and relaxing music

Potential

The market for wellness, meditation, and mindfulness apps is poised to grow from \$36B in 2020 to over \$200B in 2026. Storybook has over 2.5MM downloads worldwide, with 60% of users in the US.

Investors:

- Jason Calacanis
- Google Latino Founders Fund
- Goodwater Capital
- Magma Partners

Predictability

Storybook operates B2C (80%) & B2B (20%) verticals. The app is available in a freemium model, along with a one-week trial and an annual subscription priced at \$59.99. MoM growth is 18%

Purpose

Storybook has a very powerful mission: to equip parents to raise healthier and happier children. Or better said, "Raise a Better World".

Weyo

Pre-K

Weyo



Website: www.weyo.app

Headquarters: Melbourne, Aus

Capital Raised

- Amount: **\$3.5M**
- Post Money Valuation: **\$8M**
- Round: **Bridging**

Currently Raising: **YES**



Core Team:

- Baz Palmer: Founder CEO. (B Ed.)
- Harriet Palmer: Head of Education. (B.Ed & Dip Play Therapy)
- Jodie Cousins: Head of Research (B. Psych/Masters Play Therapy)
- Stuart Berwick : Founder CPO

Investors:

- VC: Aesir Capital
- Angel: Riva Group
- Angel: UK Group
- Multiple Aus & US Angels

Product

Kindergarten in an app! A holistic human-centric approach that brings kids and teachers together on screen, to play & learn as they do together in class. Made possible by our proprietary XR tech!

Potential

Weyo's TAM is ~\$400m. 50m+ parents in Aus (1st), USA & UK who will spend \$40+p/yr on a learning app with a 20% market penetration. International expansion comes next with English as a Second Language.

Predictability

Weyo is a subscription based direct to consumer model, Monthly \$8.99 Yearly \$59.99 launched Jan '23 on iOS. Weyo currently has 10k paying subscribers. Android will expand Weyo to B2B and ESL.

Purpose

To offer all preschoolers access to a learning through play experience that enhances language & communication skills, develops social-emotional competencies, & prepares them for future success.



K12

Adapta Education

K12 and Higher Education



www.adaptaeducation.com

Headquarters: South Bend,
Indiana

Capital Raised

- Amount: **\$0.265M**
- Round: **Pre-Seed**

Currently Raising: **NO**



Core Team:

- Chris Merrill (CEO)
- Alison Cheng
(Founder and Head
of Research)
- Cheng Liu (CTO)

Product

Adapta Education provides an advanced assessment platform that uses a combination of Computerized Adaptive Testing and Cognitive Diagnostic Testing to help teachers personalize education.

Potential

The Total Addressable Market for Adapta Education is \$39B. Our Core geographical market is the United States. Our Beachhead Market is high school mathematics in the USA.

Investors:

- IDEA Center Bridge Fund
- Elevate Ventures
- Robert Hoblit

Predictability

We sell our product to high schools, school districts, charter schools, community colleges and universities. We charge \$65 per student per course. We are currently piloting our product in 25 schools.

Purpose

Adapta Education's mission is to help every student reach their potential in STEM education. We believe that the best way to set up students for success is to first set teachers up for success.

ALGooru

K12



algooru.com

Headquarters: Riyadh, KSA

Capital Raised

- Amount: **\$3.1M**
- Post Money Valuation:
Let's talk!
- Round: **Seed**

Currently Raising: **Yes**



Core Team:

- **Khalid Abou Kassem**
(Founder & CEO)
- **Omer Awad**
(Cofounder & CTO)
- **Muhanad AlJaser**
(KSA GM)

Product

ALGooru is a dynamic tutor matching service that matches students with online/in-person private tutors for over 200+ academic, vocational, and recreational subjects through personalized long-term subscriptions.

Potential

ALGooru's TAM is +\$180B (8.4% CAGR).

Core geographies include Saudi Arabia, UAE, and the wider MENA region for the coming 3 years (SOM of about \$20B).

Investors:

- Techstars
- Plug & Play Ventures
- Saudi ecosystem
(angels, institutional investors, and VCs)

Predictability

ALGooru's services are sold to students in long-term subscription plans priced between \$24 and \$42 per session. Our margin is 30%, and we've generated +\$1M in GMV in less than 2 years.

Purpose

ALGooru is upgrading how private tutoring is delivered outside MENA's outdated classrooms.

Angaza Elimu

K12



Angaza Elimu
Elevating the classroom experience

Angaza Elimu

Nairobi, Kenya

Capital Raised

- Amount: **\$430k**
- Post Money Valuation: 6.8m
- Round: **Pre-Seed**

Currently Raising: **YES**



Core Team:

- Kiko Muuo: CEO
- Shawn Cliff: CTO

Product

Angaza Elimu leverages AI to offer on demand quality and relevant education. This includes an adaptive elearning platform offering personalized learning experience and hands on innovators IoT school.

Potential

Angaza Elimu TAM is \$1.09B. There are 52 k+ schools in Kenya alone and over 16m+ students. We are currently operating in Kenya and looking forward to scaling to the east african countries in the next 6 months

Investors:

- Unicef Innovation Fund
- Google Black Founders Fund

Predictability

Angaza Elimu operates with a B2B2C model. We sell our products to schools, corporates, development partners, donors and government agencies. We charge a subscription fee of \$90 per student per year.

Purpose

Angaza Elimu aims to equip students with relevant 21st century skills to become innovators and creators.

Avela

K12



avela.org

Headquarters: SF/Remote

Capital Raised

- Amount: **\$6.4M**
- Round: **Seed**

Currently Raising: **No**



Core Team:

- Greg Bybee (F/CEO)
- Joshua Angrist (F)
- Parag Pathak (F)
- Abrey Mann (Eng)
- Cathy Huang (PM)
- Cele Saad (Design)
- Sonali Soi (CS Lead)
- Carla Pugliese (CS)
- Josh Kinoshita (CS)
- Joey Gutierrez (CoS)

Investors:

- Schmidt Futures
- Ulu Ventures
- Cherubic Ventures
- Urban Innovation
- Nobel Prize
- Oxford Angel Fund
- Jennifer Carolan
- Dan Carroll
- David Stewart
- Marlene Jia

Product

Avela is a common application system for PK-12 that simplifies the application, admission, and enrollment processes for staff and families, ensuring all children have equitable access to education.

Potential

TAM exceeds \$4B in the US; including 120,000 K12 schools, 8,000 post-secondary institutions, 130,000 preschools, 3 million daycare sites, 12,000 summer camps, 1,800 microschoools, and more.

Predictability

B2B SAAS model w/ARR, sells to SLED, districts, providers. ASP: \$5/kid/yr, ACV \$150k. Customers: Chicago, Tulsa, NOLA, SAISD, Seattle, Hartford, Philly, Louisiana, TFA, METCO, NJCF, Army.

Purpose

Avela ensures all children have access to education and empowers administrators to boost enrollment, streamline operations, support families, and promote equity using research-proven approaches.

Bamboo Learning

K12



bamboolearning.com

Headquarters: Seattle

Capital Raised

- Amount: **\$2.4M**
- Post Money Valuation: **\$10M**
- Round: **Pre-Seed**

Currently Raising: **NO**



Core Team:

- Irina Fine (Co-Founder & CEO)
- Ian Freed (Co-Founder & Chairman)
- Michael Nail (VP of Engineering)

Product

Bamboo Learning offers personalized reading & math instruction to K–5 students, using voice recognition technology & conversational AI, to help them gain confidence & become curious lifelong learners.

Potential

Bamboo Learning's TAM is \$40B, with 485M elementary school students in addressable geographies. We currently operate in the US, plan to expand to EMEA, LatAm, and Asia.

Investors:

- Tapas Capital
- Unlock Venture Partners
- Wavemaker VC
- Amazon Alexa Fund
- Keeler Investments

Predictability

Bamboo Learning's B2B model is per student license fee to schools, districts, governments, and/or community organizations. Our B2C model is a freemium app with monthly subscription to premium content.

Purpose

Bamboo Learning focuses on equity by providing truly interactive, high quality, conversational learning experiences to all students, regardless of their ethnic or socio-economic background.

BeeReaders

K12



[BeeReaders.com](https://www.BeeReaders.com)

Headquarters: Austin

Capital Raised

- Amount: **\$5.2M**
- Post Money Valuation: **\$17M**
- Round: **Seed**

Currently Raising: **No**



Core Team:

- Ruben Arias (Co-Founder & CEO)
- **Luis Gringras (Co-founder & COO)**
- **Seba Schuchhardt (CTO)**

Product

BeeReaders adaptive platform enhances Spanish communication skills for K12 Spanish-speaking students. It provides authentic content, gamified reading and writing learning experiences and effective monitoring tools for educators and families.

Potential

BeeReaders targets a \$4B market with 100M K12 Spanish-speaking students worldwide. We're prioritizing the top 4 Latin American markets & top 5 US states with Spanish-speaking populations.

Investors:

- Reinventure Capital
- Alive Ventures
- EWA Capital
- AT&T
- Gener8tor
- Wisconsin Investment Partners
- Sorenson Impact

Predictability

BeeReaders employs a B2B and B2B2C model, targeting schools and school districts throughout Latin America and the US. Per student annual license prices between \$10 and \$40.

Purpose

BeeReaders inspires and empowers Spanish-speaking people to achieve their maximum potential by improving their Spanish communication skills.

BOOKR Kids

K12



KIDS

www.bookrclass.com

Headquarters: Budapest

Capital Raised

- Amount: **\$3.0M**
- Post Money Valuation: **\$10.0M**
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- Dr Dorka Horvath (Co-Founder & CEO)
- Gergely Richter (CTO)
- Zoltan Sostai (COO)
- Dani Karanyi (Co-Founder & BD)
- Dominika Gyanyi (Head of Education)
- Anna Boldog (CSO)

Product

BOOKR is a reading-based edutainment tool to help kids acquire better native and second language skills. Our ESL solution teaches English and develops reading comprehension with the power of stories.

Potential

BOOKR Kids' SOM is \$45 BN (Digital Language Learning market).
BOOKR Kids' ARR is \$1.3M; for 2023 \$3.5M is committed in contracts.
We received 96% for our pedagogy from Education Alliance Finland.

Investors:

- Peter Balogh
- Hiventures
- Sandor Csanyi
- Bonitas Ventures

Predictability

BOOKR operates with a B2B2S model. We sell BOOKR Class licenses through distributors in 28 countries, including Sofatutor, Classera, Somos, Sasbadi and Samsung.

Purpose

BOOKR Kids was designed to engage and delight the youngest learners in reading, because we believe that reading makes a better future possible for every kid.

Boost My School

K12



boostmyschool.com

Headquarters: New York

Capital Raised

- Amount: **\$500K**
- Round: **Angel**

Currently Raising: **No**



Core Team:

- Holman Gao (Founder, CEO, CTO)
- Ryan Bowse (Chief Customer Officer)

Product

Boost makes it easy for families/donors to pay schools, and makes them feel good by highlighting their impact. Schools bring in 25% more payments in their first year using Boost

Potential

Boost is on a mission to bring in \$150B more into schools. We will help schools grow all of their payments, including donations, tuition, endowments, and more

Investors:

- Jennifer Carolan
- Jinal Jhaveri
- Zeki Mokhtarzada
- Hubert Wong

Predictability

Boost currently helps schools bring in \$50M a year from donations, ticketing, and selling items

Purpose

K12 schools are underfunded by \$150B annually. Boost is on a mission to close the funding gap and bring \$150B more into schools

Brainspark Games

K12



www.BrainsparkGames.com

Headquarters: London

Capital Raised

- Amount: **\$0.7M**
- Post Money Valuation: **NA**
- Round: NA

Currently Raising: **YES**



Core Team:

- Reedah El-Saie (Founder)
- Ed Erwee (Tech Lead)
- Nick Button-Brown (Mentor)

Product

Multi-award winning Edtech Gaming startup Brainspark Games, is building an ediverse of culturally inclusive, 3D open world, immersive educational mobile games aligned with the national curriculum, for 7-13yr

Potential

TAM: Edtech & Gaming markets estimated to grow to \$403B and \$458B by 2026, respectively. Geographies: UK, Europe, USA. Middle East, South Asia & Africa, have high demand and low high quality product offering.

Investors:

- Bootstrapped
- InnovateUK grants
- Nick Button-Brown (Angel Investor)

Predictability

Sparkler: FREE for children. Tracker Spark: \$11.99pa, for parents. Creator Spark: \$3000pa, for educators to create, edit, modify, educ games. 70k downloads, 1st council contract, 5xInnovate UK grants, multi-awards.

Purpose

Foster a love of learning through play.
Learn, retain & apply knowledge.
Reach every child, BAME, neurodiverse, in every corner of the world.

Braintrust Tutors

K12



braintrusstutors.com

Headquarters: New York

Capital Raised

- Amount: **\$1.0M**
- Post Money Valuation: **\$9.0M**
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- Mara Koffmann (Co-Founder & CEO)
- Jen Mendelsohn (Co-Founder & CBO)

Product

Braintrust provides high dosage tutoring interventions at scale. Our copyrighted programs are strategically designed to accelerate the foundational reading and math skills of vulnerable students.

Potential

Of the 57 million students in the U.S., 1-in-5 has a learning difference (e.g., ADHD, dyslexia) and 2-in-3 are not considered proficient in reading or math – that's 38 million students!

Investors:

- Scott Sandell (Managing General Partner of NEA)
- John Chambers (Former Executive Chairman and CEO of Cisco Systems and Founder of JC2 Ventures)

Predictability

Braintrust has secured high dosage tutoring partnerships with the largest districts in the U.S. (e.g., NYCDOE, Baltimore, CMS, Oakland Unified), powering March y/y revenue growth in excess of 1,000%.

Purpose

Braintrust empowers the most vulnerable students to become more confident, independent learners for a lifetime.

BRAVE UP!

K12



BRAVE UP!

Website: www.braveup.com

Headquarters: New York

Capital Raised

- Amount: **\$900K**
- Post Money Valuation: **\$12M**
- Round: **Seed**

Currently Raising: **Yes**



Core Team:

- Álvaro Carrasco (CEO & Founder)
- José A. Massaro (CTO & Co-founder)
- María Ignacia Tupper (Education Director)
- Juan Ramírez (CRO)
- Michael E. Spencer (Advisor)

Investors:

- Founders
- Go Ahead VC
- Trakal VENTURES
- Latam Angel investors

Product

Our software maps all of the social interactions within the school environment, leveraging on AI. This enables schools and counselors to measure the overall socioemotional well-being, flag and identify risky situations and prevent them from scaling to dangerous scenarios.

Potential

171MM students in LATAM and USA

TAM: \$1.4B/Yr (171 MM students x \$8/ student)

Global school operator pilots in LATAM, MENA, APAC, US, INDIA

Ministry of Education

Charter Schools

Predictability

B2B-SaaS model with an annual per seat subscription, meaning our onboarding is completely remote. The pricing is based on the number of seat licenses the school or district purchase.

Purpose

BRAVE UP! seeks to empower every member of the school community through the use of modern technology, predictive algorithms, and harvesting a healthy and friendly academic environment. We aim to increase school safety and decrease life threatening events.

Canopy Ed

K-12

where learning thrives

canopy

www.CanopyEducation.com

Baton Rouge, LA

Capital Raised

- Bootstrapped

Currently Raising: **NO**



Core Team:

- William Minton (CEO)
- Elizabeth Minton (COO)

Product

Canopy is a comprehensive educator PD platform focused on interactive learning and strategic analytics. Canopy consolidates multiple tools and platforms to help; instructors save time. learners stay focused & leaders leverage data.

Potential

Beachhead: 20B teacher PD market.

Initial teacher PD growth will be propelled by our statewide contract to manage all teacher PD in Louisiana. Future expansion will include other states, student licenses, & other workforce training markets.

Investors:

- Bootstrapped

Predictability

Year 1 Revenue: \$500k+

The primary focus for growth is on six-figure enterprise partnerships with large institutions. Our work with Louisiana is being studied by national researchers with the goal of replicating effective systems in other states.

Purpose

Canopy helps systems support their educators. K12 leaders want to improve teacher morale while making professional learning more effective & relevant. Canopy serves as the center of this larger effort to make teaching a rewarding and sustainable profession.

Crack The Code

K-12

CRACK THE CODE.

Website: www.crackthecode.la

Headquarters: Lima, Peru

Capital Raised

- Amount: **2.7M**
- Post Money Valuation: **11.5M**
- Round: **SEED**

Currently Raising: **YES**



Core Team:

- Maria del Mar Velez
- Aida Sarabia

Product

Crack The Code provides live, online, Computer Science classes to K-12 hispanic students aged 5 through 18. He have developed a world-class academic product with a student & parent dashboard to ensure our students have the best experience.

Potential

We are the go-to company for Computer Science & digital literacy in the hispanics market. One of 13BN USD in Latam alone, with 80% of the 80MM private school student market and 13MM public school students and an even larger potential with hispanics around the world.

Investors:

- Kaszek Ventures
- Talisis
- Ver+

Predictability

Crack The Code operates with a B2C/B2B model. We work with public and private school students. Our countries of focus are Colombia, Peru and Mexico, although we have had students in over 20 different countries. We will become the category leader of computer science and digital literacy for hispanics globally.

Purpose

Crack The Code works with students of all socioeconomic backgrounds allowing them to develop key skills and competencies in order to be employable and succeed. We see a Latin America becoming a technology powerhouse starting from our students.

Cresory

K12 Education



cresory.com

Headquarters: Madrid

Capital Raised

- Amount: €0
- Post Money Valuation: \$2M
- Round: PreSeed

Currently Raising: **Yes**



Core Team:

- Carla Cabello López (Co-Founder & CEO)
- Pamela Cabello López (Co-founder & CMO)
- Iolanda Pelayo (Teacher)
- Daniel Ciudad Real (Developer)

Investors:

- Bootstrapped

Product

We teach finances to children. Our main product is an e-learning platform with gamification where children between 8 and 12 years old learn to value money, save, invest and manage budgets.

Potential

Ed-tech for 8-12 years old age range kids in the world represents \$36B. Targeting Spain and LATAM (Mexico and Chile) represents an aprox. of \$15M in 5 years.

Predictability

At Cresory we are targeting families with a B2C model and schools with a B2B model. We estimate to have 20K active subscriptions in 3 years.

Purpose

Reduce the lack of financial literacy. Educating kids so that they can take better money decisions when they start using it. Currently in the world 50% of stress root causes are due to financial problems and in Spain 40% of the people don't know what inflation means.

EcoSystemOne

K-12



Ecosystemone.com

Headquarters Mountain View, CA

Capital Raised

- Amount: **\$200K pre-seed SAFE**
- \$265K NSF grant

Currently Raising: **YES**



Core Team:

- Alex Stolyarik (co-founder and CEO)
- Marina Kolesnik (co-founder and COO)
- Aoki Kunitaki (CPO)
- Oleksandr Levtiukhov (CTO)

Product

The EcoSystemOne platform enables teachers to create and run engaging STEM classes in VR from the comfort of their PC. Groups of students collaborate to build interactive VR stories.

Potential

EcoSystemOne's TAM is \$4.8B in the US. 80% of middle and high school teens lose interest in STEM. 10+M want online STEM enrichment, while 1.5M teachers in the US are looking for a 2nd job.

Investors:

- Angels
- NSF grant

Predictability

EcoSystemOne serves the B2C market as a curated marketplace for VR courses. We connect parents who want to reengage their teens with STEM with online teachers through the EcoSystemOne platform.

Purpose

We help parents to re-engage kids with STEM and turn VR screen time into learning time. We make VR education easy for teachers to manage, while kids enjoy effective, explorable, and fun learning!

EdMicro Education

K12



<https://edmicro.vn>

Headquarters: Hanoi,
Vietnam

Capital Raised

- Amount: **\$2.6Mil**
- Post Money Valuation: **\$13M**
- Round: **Seed**

Currently Raising: **Yes**



Core Team:

- Que Nguyen (Co-Founder - CEO)
- Linh Dang (Co-Founder – CSO)
- Tien Nguyen (Co-Founder – COO)

Product



A Personalized Education and Assessment Platform for K12 schools, teachers and students. The platform has been deployed by 25+ DoEs with more than 1.5 million registered teachers and students across Vietnam.

Potential

- TAM: ~20M K12 students in Vietnam with >\$15B annual spending on [supplementary education](#)
- Fast-growing GDP and strong family spending on education

Investors:

- Insignia
- BeeBext
- Qualgro

Predictability

Onluyen.vn has been a trusted SaaS platform for many Departments of Education and schools in Vietnam. With subscription price of 20\$/year for all subjects and courses, number of onboarded students has steady increased in the last 3 years, making the company profitable in 2023.

Purpose

- Onluyen.vn is the one-stop platform for major supplementary education courses for 10+ Million K12 students by 2026
- Offering high quality services and courses at affordable prices, bridging the inequality gap in education in Vietnam.

Edsy

K12

EDSY.

edsy.co

Headquarters: Thailand

Capital Raised

- Amount: **\$0.4M**
- Post Money Valuation: **\$4.3M**
- Round: Pre-seed

Currently Raising: **Yes**



Core Team:

- Parith Thiengham (Co-Founder & CEO)
- **Napol Rachatasumrit** (Co-founder & CTO)
- **Natthida Tansirikongkol** (Co-founder & COO)

Product

Edsy transforms how kids learn English by engaging them in virtual adventures/immersion classes like "Exploring Pokemon World" and "How to Become a TikTok Star", rather than traditional ESL classes.

Potential

Edsy's bottom-up TAM in Thailand alone is over \$1 billion, while the market size for Southeast Asia could be \$5 billion. Our beachhead segments are K-9 students in Thai private & public bilingual schools.

Investors:

- Iterative Capital
- Farnaz Azmoodeh (CTO of Linktree)
- Josh Siegel (Snapchat)
- Arjun Sarwal (TikTok)
- Nick Pisalyaput
- depa Thailand

Predictability

Edsy operates with both B2C and B2B (schools) models. Students purchase credits (\$9-13 per lesson) to book classes. We currently work with >5,000 students, with >\$20k MRR.

Purpose

Edsy empowers Southeast Asian kids with English proficiency and the necessary skills to access global knowledge and opportunities.

eKidz

K12



Website: ekidz.eu

Headquarters: Munich

Capital Raised

- Amount: **\$1.5M**
- Post Money Valuation: **\$5M**
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- Natasha Tetryeva
(Co-Founder & CEO)
- John McDonagh
(Co-Founder & CTO)
- Felix Haffner
(Co-Founder & IP/Partnerships, Sales)

Product

eKidz makes learning to read and acquiring new languages both fun and accessible for children. Applying AI speech diagnostics to enhance and nurture students' skills and competencies.

Potential

eKidz TAM is \$50B by 2025. In '23 we will consolidate impact of 25% market share of the German elementary schools. K-6 literacy & English learners are our prime target. Scaling in Germany, and expanding globally: Spain, LatAm and CEE (Ukraine).

Investors:

- Bayern Kapital VC
- Proyecta Ventures & GNT Family Office
- Business Angels

Predictability

eKidz operates within a B2B model. We offer annual school licences to state/regional governments & school districts in the direct sales. Licences are paid upfront, 2-4 year cycles. A licence is nominally \$50K annually and recurring for a package of x100 schools.

Purpose

eKidz engages children in language learning on a massive scale & with individualised guidance, developing a personal learning journey for each student. eKidz is a market innovator in Europe, we are building a purpose-built AI for assessment diagnostics and personal learning outcomes.

Frenalytics

K12



Website: frenalytics.com

Headquarters: New York

Capital Raised

- Amount: **\$300K**
- Post Money Valuation: **\$2.5M**
- Round: **Pre-seed**

Currently Raising: **YES**



Core Team:

- Matt Giovanniello, CEO
- Chris Patterson, CTO
- Tony Giovanniello MD, Chief Medical Officer
- Dejan Stamenov, Lead Engineer
- Caitlyn Hutchison, R&D and Partnerships Lead

Product

FrenalyticsEDU's patented personalized learning and data collection software helps early & special education teachers auto-collect & track data, all while making learning fun & engaging for students.

Potential

258M+ children have a disability or learning/attention issues affecting cognition. \$172B+ is spent yearly to reinforce academic & life skills, yet teachers still collect data & differentiate manually.

Investors:

- Forum Ventures
- Shor VC

Predictability

FrenalyticsEDU is free for teachers, with optional plans (~\$200/class/year) for advanced features. For schools/districts with specific needs, custom quotes offer SSO, reporting, integrations & more.

Purpose

Inspired by CEO Matt's grandmother's stroke, Frenalytics empowers students – especially students with disabilities, part of the world's largest minority – to lead more independent & meaningful lives.

Giant Leaps

K-12



GiantLeapsLearning.com

Headquarters: San Diego

Capital Raised

- Amount: \$0
- Post Money Valuation: n/a
- Round: Seed

Currently Raising: **Yes**



Core Team:

- Michael Trezza (Co-Founder & CEO)
- Megan Trezza (Co-founder & CXO)

Product

We provide an online enrichment program for teens. We create future-proof leaders via 1:1 coaching and a personalized, AI-driven curriculum delivering the tools and the mindset teens need to succeed.

Potential

Giant Leaps' TAM is \$3B. There are 17M US teen students, 9.5M use test prep or college counselling services. We will grow B2C to parents through channel partners and social and B2B through schools.

Investors:

- Bootstrapped

Predictability

We offer B2C (direct to families) and B2B (K12) models. B2C we charge \$950 for the 8wk modules, w/ 30% purchasing additional modules w/ ~70% GP. B2B pricing is \$250 per student with ~30% GP.

Purpose

The world needs better problem solvers, not better test takers. We future-proof teens and give them the confidence, curiosity and skills skills required to successful leaders in a dynamic world ahead.

GG4L

K-12 and Higher Education



GLOBAL GRID FOR LEARNING
A PUBLIC BENEFIT CORPORATION

Website: www.gg4l.com

Headquarters: Alameda, CA

Capital Raised

- Amount: \$5M
- Post Money Valuation: N/A
- Round: Seed

Currently Raising: **Yes**



Core Team:

- Robert Iskander (Founder & CEO)
- Michael King (Chief Growth Officer)
- Larry Smith (Chief Technical Officer)

Investors:

- VFT
- Croix Ventures
- Angels (misc)

Product

School Passport is a data exchange platform that exchanges any data with any edtech product, eliminates the need to share school PII and is easy to implement for schools and vendors.

Potential

GG4L's School Passport is used by 30K K-12 schools, 250 higher ed institutions and hundreds of edtech companies. With partners such as Google, AWS, Vonage, and Coursera, the goal is to grow to 100K schools in 5 years, with an ARR of \$100M.

Predictability

GG4L operates with a B2B model, offering a freemium model for both schools and edtech companies. Free schools invite paying vendors, and free vendors invite paying schools.

Purpose

With an exploding edtech ecosystem, it has become difficult to manage complex integration requirements. GG4L's data exchange platform reduces costs and privacy risks for schools and edtech companies.

HeyKiddo

K-12



HEY KIDDO

hey-kiddo.com

Headquarters: Philly, PA

Capital Raised

- Amount: **276K**
- Post Money Valuation: **4.5M**
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- Dr. Nicole Lipkin (CEO)
- Matt LeLeux (CTO)
- Dr. Kayla LaBarge (Dir, Research & Product)
- Demi LeLeux (Dir, Content)

Product

HeyKiddo™ is an app that helps parenting adults anticipate, detect, support & prevent mental, social and/or emotional struggles in their children.

Potential

HeyKiddo's TAM is \$2.73B. The beachhead market is parenting adults in the U.S. who have children ages 5-12 that have mental health concerns or challenges that impact their child's wellbeing.

Investors:

- National Science Foundation
- Cannot disclose other investors at this point as terms being negotiated

Predictability

HeyKiddo's B2B model is to partner with institutions (per head) to provide accessibility to all families, whether they have the means or not. We have several paid institutional pilots launching.

Purpose

HeyKiddo is reversing the childhood mental health crisis by giving parenting adults tools to support their children's mental health along with insight into when and how to seek intervention.

Immersed Games

K-12



tytoonline.com

Headquarters: Buffalo

Capital Raised

- Amount: \$2m
- Post Money Valuation: \$6.5m
- Round: Seed

Currently Raising: Yes



Core Team:

- Lindsey Tropf (Founder & CEO)
- Kyle Trussell (CTO)
- Caroline Lamarque (Co-founder & Creative Director)
- Anneliese Pixton (Head of Sales)

Product

Immersed Games is transforming learning as we empower experiential problem-solving where students, for example, take on the role of a scientist by selective breeding plants to address a food shortage.

Potential

Immersed Games' U.S. TAM is \$1.8b, with 49.7m students ages 9-18. Our beachhead is middle school science, with plans to open up our authoring tools in the future, massively expanding our market.

Investors:

- Gaingels
- 43North
- Community Impact Ventures
- AT&T Aspire Accelerator
- LearnLaunch Accelerator

Predictability

We primarily sell to schools at \$10/student/year plus professional development. In 2022, we had \$150k in revenue, 3X YOY. Other traction includes support from the NSF, MIT Solve, and a partnership with ASA.

Purpose

We're designed with strategies that support marginalized learners in STEM: deep, non-stereotypical representation, showing the social impact of STEM, etc. We have equal engagement across demographics.

Kiddie Kredit

K12

The logo for Kiddie Kredit features the word "kiddie" in a lowercase, rounded, teal font, followed by "kredit" in a lowercase, bold, black font.

Website: kiddiekredit.com

Headquarters: Miami, FL

Capital Raised

- Amount: **\$1.4M**
- Post Money Valuation: **\$7.4M**
- Round: **Pre Seed**

Currently Raising: **YES**



Core Team:

- Evan Leaphart
(Founder & CEO)
- Mike Gross
(Head of Education)
- Victor Moreno
(CTO)
- Natasha Valley
(Brand Strategy)

Product

Kiddie Kredit is an activity management tool that helps parents and organizations educate their kids about credit by incentivizing productivity and rewarding good behavior. The premise of the app is that the better a child performs their assigned tasks the better their "Kredit" score

Potential

Our company is fully invested in the well being of Generation Alpha, kids born after 2010. With the first of this generation becoming teenagers this year we are heads down in stealth working on a follow up product for teens which will be accompanied by a true credit card product.

Investors:

- Nueterra Capital
- Plain Sight Capital
- Amazon (Alexa Fund)
- OnDeck X
- Google for Startups
- Baron Davis
- Dwyane Wade

Predictability

Our company is B2B2C. We have built a web software that works directly alongside the app. We charge \$3/month/user (a family is one user) to organizations and not only does the web platform allow them to send push notifications, add activities/rewards but it also unlocks a financial literacy journey of over 250+ hours.

Purpose

Our purpose is to proactively address the issue in our country with credit. As it stands today over 90 million adult Americans are considered credit challenged and 4 out of every 10 adults don't know the factors that go into their credit score. We want to tackle this BEFORE it is an issue.

KidKred (HiLight)

K-12



www.kidkred.com

Headquarters: New Orleans

Capital Raised

- Amount: **None**
- Post Money Valuation: **TBD**
- Round: **N/A**

Currently Raising: **YES**



Core Team:

- Claire Smith (Co-Founder & CEO)
- Krissy Taft (Co-Founder & CTO)

Product

KidKred, soon to be HiLight, is a peer recognition, rewards, and retention platform for teachers and school staff. We help schools boost teacher satisfaction, strengthen staff culture, and build community in real-time.

Potential

Our TAM is \$7B. There are 130,930 K-12 schools in the US. We are starting with schools in LA, MA, CA, MD, will expand nationally, and will then expand to the 1.5M schools globally.

Investors:

- Bootstrapped

Predictability

KidKred operates with a B2B model. Schools and districts purchase annual subscriptions with tiered pricing based on school size. Current contracts range between \$3K - \$10K per school.

Purpose

The leading cause of the \$8B turnover problem in the US is teacher satisfaction. KidKred helps bring out the best in our teachers and school staff, so they can keep bringing out the best in our students and schools.

Klassroom

K12



www.klassroom.in

Headquarters: India

Capital Raised

- Amount: **\$1M**
- Post Money Valuation: **\$ 7M**
- Round: **Pre Series A3**

Currently Raising: **YES**



Core Team:

- **Alka Javeri**
(Chairman & Co-Founder)
- **Dhruv Javeri**
(CEO & Co-Founder)
- **Dhumil Javeri**
(COO & Co-Founder)

Product

Klassroom is India's Leading Social Enterprise & Hybrid Tutoring Platform, currently, 60000 Students from 500+ Cities, 150+ partner Centers & 2 Govt Projects present across India with an Annual Revenue of \$700 K with stellar growth of 10X in last 12 Months with a sales pipeline of \$ 1.1 M

Potential

Total Available Market (TAM): 200 million Students & \$22 Bn industry.
Serviceable Available Market (SAM): 70 million Students & \$10 Bn Industry
Serviceable Obtainable Market (SOM): 4 million Students & \$1 Bn Industry.

Investors:

- Ah Ventures Fund.
- Hem Angels.
- Start-up Lanes.
- Growth Sense fund.
- Kishore Ganji. (Astir Ventures)
- Bakeri Group.
- Amit Kothari (Country Head- ICICI Bank)

Predictability

Smart Offline Centre : 48% Gross Margin & Avg Revenue : \$ 470 Per User.
Online Live Academy : 67% Gross Margin & Avg Revenue : \$80 Per User.
B2B / B2G / B2C Recorded Library : 100% Gross Margin & \$10 Per User.

Purpose

Klassroom co-founded by Alka Javeri, Dhruv Javeri, and Dhumil Javeri in 2016 with a vision to influence, impact and support families of students in India to become economically & socially stable with accessible, affordable & flexible education with positive learning outcomes.

Koalluh

K12



koalluh

koalluh.com

Headquarters: NYC

Capital Raised

- Amount: **\$1.5M**
- Post Money Valuation: **\$6.5M**
- Round: **Pre-seed (2023)**

Currently Raising: **No**



Core Team:

- Varun Gulati (Co-founder & CEO)
- Sebastian Belmar (Co-founder & Head of Engineering)
- Christie Chu (Co-founder & Head of Learning)

Product

Koalluh engages reluctant readers with AI-generated, hyper-personalized, illustrated stories that they create. Teachers target specific skills to make reading practice more effective and impactful.

Potential

Reading and writing for kids is a huge at-home market (\$12B+ children's publishing) and a huge school market (\$1.6B ELA supplemental). We plan to be leaders in both spaces.

Investors:

- Better Ventures
- Reach Capital
- Edovate Capital
- Red House Education
- Charter School Growth Fund
- Jessica Millstone
- Dan Carroll
- Anthony Showalter

Predictability

We'll use the teacher-led PLG model that we used at Mystery Science (\$30M+ ARR, near-0 CAC). Our pricing will be ~\$1,500/building next school year. We have ~12 classrooms and ~250 students in pilots.

Purpose

Koalluh promotes literacy & equity by making reading and writing not only feel magical, but also more personalized and far more differentiated with AI.

Kwame AI

K12



www.ed.kwame.ai

Headquarters: Delaware

Capital Raised

- Amount: **\$9K**
- Post Money Valuation: **\$3.5M**
- Round: **Preseed**

Currently Raising: **No**



Core Team:

- Dr. George Boateng (Co-Founder & CEO)
- Victor Kumbol (Co-Founder & COO)

Product

Kwame AI is an AI-powered platform that enables EdTechs and schools across Africa to support learners at scale with instant answers to questions and formative assessments through our webapp, WhatsApp or USSD.

Potential

Kwame AI's TAM is \$2.3B. There are 49M secondary students across Africa. We will initially target [WAEC-member](#) countries which have standardized math and science curricula, and then expand regionally.

Investors:

- Ikenna Uzoh
- Obum Ekeke
- Bobnus Zondar

Predictability

Kwame AI operates a B2B2C model. We allow schools to enroll their students onto our platform and charge a fee of \$6 per student each academic trimester which parents pay via school fees.

Purpose

Kwame AI is shaping a world where millions of students across Africa can receive personalized, affordable, high-quality educational support daily, even without access to the internet or computers.

Kyron Learning PBC

K-12 Technology Platform



KyronLearning

kyronlearning.com

Headquarters: Los Altos, CA

Capital Raised

- Amount: **\$5.5 million**
- Post Money Valuation: **\$25 million**
- Round: **Seed**

Currently Raising: **No**



Core Team:

- Rajen Sheth (Co-founder & CEO)
- Enis Konuk (Co-founder & CTO)
- Rudy Valdez (COO)

Product

Interactive 1:1 video lessons with expert teachers powered by conversational AI. Students can work with the teacher that's best for them at any time through this video platform, and teachers can create videos that feel conversational like a tutoring session.

Potential

Potential to disrupt the \$200B tutoring market with an effective, low cost solution targeted at K-12 schools. Potential to expand as a platform for expert help of any type (higher ed intervention, corporate skilling, product training)

Investors:

- GSV Ventures
- Owl Ventures
- Cambiar Education

Predictability

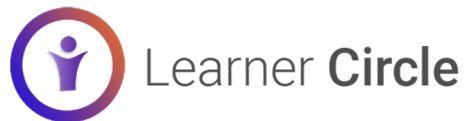
6 month old company, but already piloting in 4 school systems for 4th grade math. Partnering with tutoring, curriculum, and higher education institutions to build on platform. Business model to become a platform for schools, universities, and companies to build interactive videos.

Purpose

Public benefit company that aims to provide equitable access to high quality 1:1 teaching.

Learner Circle

K-12



learnercircle.us

Headquarters: Singapore

Capital Raised

- Amount: **\$0.2M**
- Post Money Valuation: **\$1.5M**
- Round: Seed

Currently Raising: **YES**



Core Team:

- Shankar Gomathinayagam (Co-founder & CEO)
- Anuradha Venkatachalam (Co-founder)
- Arun K (Co-founder)

Product

Learner Circle is an Online LIVE extracurricular and skill development platform that helps children Discover Possibilities, Pursue Passion and Realize their Potential.

Potential

Learner Circle's TAM is \$40B. There are 60M K-12 learners across India, USA & Global Indian Expats. We are servicing Indian Expats from the Middle East & USA. Will expand to other segments over time

Investors:

- Walden International
- Khali Alaudeen

Predictability

Learner Circle follows a B2C business model with a recurring revenue stream. Our first three months of course fee ranges from \$100 to \$400 based on region and subject

Purpose

Learner Circle imparts children with key Future LIFE Skills like Creativity, Critical Thinking, Problem Solving etc. Exploring and Pursuing Passion helps the happiness quotient.

Literably

K12



literably.com

Headquarters: SF

Capital Raised

- Amount: **\$0.4M**
- Post Money Valuation: **\$10M**
- Round: **Seed**

Currently Raising: **No**



Core Team:

- Tyler Borek (CEO)
- Seamus Martin (VP Engineering)
- Chris Harty (VP Success)

Product

Literably is an online elementary literacy assessment. We use human-in-the-loop transcription to provide high-accuracy assessment of critical foundational literacy skills.

Potential

Literably is focused on the 39 M students in US K8 schools. At \$10-20 per student per year, that's a beachhead market of \$390-\$780M.

Investors:

- Alan Louie
- Jamie McIntyre
- Mike Greenfield
- Matt Pasternack
- Miles Lasater
- Brian Marks
- ImagineK12

Predictability

Literably sells per student subscriptions to schools and districts, typically \$8-16 per student per year. Literably serves 200K students across 250 customers and has reached \$1.5M ARR.

Purpose

Two-thirds of American students read below grade level. To drive better results, schools need to understand students' gaps. Literably provides assessments that are fast, accurate, and actionable.

Luca

K12



Website: lucaedu.com

Headquarters: MexicoCity

Capital Raised

- Amount: **2,3M\$**
- Post Money Valuation: **16,7M\$**
- Round: **Pre-seed**

Currently Raising: **YES**



Core Team:

- Frederico Bello (Founder & CEO)
- Dominic Sando (Head of Product)
- Carlos Becerril (Head of Learning)
- German Biel (Tech Lead)
- Juan Pablo Perea (Operations Lead)

Investors:

- Heartcore Capital
- Shilling
- Brian Requarth
- Juan Romero
- Frederico Brito e Abreu
- Gonzalo Manrique
- Hugo Arevalo
- Marcos Alvarez

Product

Gamified learning platform for Latam K12 schools with a teacher and student profile. Internally developed content fully covering curriculum in short 5 min videos, quizzes and printable materials

Potential

TAM is \$32bn for Latam. Initially targeting 2.6bn in Mexico and then expand to spanish speaking countries (3rd largest market globally/100mio students) + Brazil

Predictability

1-3yr contracts to schools priced at 30\$ per student p.y. Lead gen via data-base sdr model + paid media and events. First 5 months made \$214k in sales with \$402 in pipeline. Current 3yr LTV:CAC is 7x

Purpose

Bridge educational gap in spanish speaking latam targeting medium and low income schools. Scalable content production allows to offer product with highest engagement in the market at 1/4 of the cost

Lunch

K12



lunch

lunchpayments.com

Headquarters: Santa Monica

Capital Raised

- Amount: **\$5.2mm**
- Post Money Valuation: **\$13.5mm**
- Round: **Seed**

Currently Raising: **No**



Core Team:

- Cullen Gallagher (Co-Founder // CEO)
- Jason Friedberg (Co-Founder // COO)
- Cam Riley (Head of Engineering)

Product

Lunch provides free digital payments for school districts and other government agencies. Our platform streamlines A/P workflows and helps districts pass audit with a secure digital ledger – all for free!

Potential

Schools spend over \$350B per year on goods and services. By providing payment rails, Lunch reaches millions of small businesses on the other side of those transactions with software and financial services.

Investors:

- Edovate Capital
- Redhouse Education
- Restive Ventures
- Vitalize Ventures
- Nomad Ventures
- SaaS Ventures
- Fiat Ventures
- Mudita VP
- Austin Allred

Predictability

Small businesses on our platform pay 5% if they want to receive early payment from their school district customers. We are doing \$65k/mo revenue with an average MoM growth rate of 104%.

Purpose

By making it easier for businesses to transact with schools, more innovative products will make their way into the hands of students and teachers, greatly improving outcomes.

maro

K12



<https://www.meetmaro.com>

Headquarters:

Capital Raised

- Amount: **\$600k**
- Post Money Valuation: **\$6M**
- Round: **Pre-Seed**

Currently Raising: **Yes**



Core Team:

- Kenzie Butera Davis (Founder & CEO)
- Tariq Chaudry (Chief Med. Officer)
- Dean Noble-Tolla (Chief Data Officer)
- Brittney Reiser (Clinical Strategy)
- Marcus Nesbitt (Lead Technologist)

Product

maro makes mental health an asset to student success. We help K12 schools go from reactive to proactive with our integrated screening, education, care navigation and family engagement platform,

Potential

Maro addresses new state mandates for mental health screening in schools (\$122B+ in federal funding for student mental health). As we scale beyond the K12 market, we will monetize with payers.

Investors:

- JumpStart Foundry
- Voqal
- CopperWire Ventures
- Alex Ducas
- Scott Bracale
- Maya Ghosn Bichara

Predictability

Maro bundles its school mental health platform and family engagement app to scale with entire communities. We currently sell B2B to K12 schools and districts, and will expand through a reimbursement model.

Purpose

Maro's goal is to eliminate the 11-year gap between the first time a child shows a symptom of mental illness to the first time they receive any form of intervention or treatment.

Mattilda

K12 and Higher Ed

The logo for Mattilda, featuring the word "mattilda." in a bold, lowercase, sans-serif font. The period at the end is a small orange dot.

Website: mattilda.io

Headquarters: Mexico City, Mexico

Capital Raised

- Amount: \$10.2M
- Round: Seed

Core Team:

- Jesús Lanza - President
- José Agote - CEO
- Adrián Garza - CGO
- Juan Pablo Bravo - CFO
- Ileana Gómez - COO

Product

mattilda is the financial hub for schools. We offer three products: SaaS that streamlines schools' operations and offers parents a best-in-class experience, Factoring, where we guarantee schools' monthly tuitions, and Lending

Potential

We target a market with massive potential. There are 15 million students attending private schools, with a TAM of ~\$35BN. Only in Mexico, there are 5 million students in 33.5 thousand schools

Investors:

- FinTech Collective
- DILA Capital
- QED Investors
- GSV Ventures
- Picus Capital
- Emerge Education

Predictability

Our model has strong economics. i) recurring revenue from underlying assets (tuition receivables) ii) high switching costs, iii) high gross margins, and iv) low capital requirements

Purpose

mattilda saves schools' time and empowers them to focus on delivering quality education and provides financing to schools for them to expand and attract more students, increasing private education penetration in the region

Nao Now Inc

K12



GLOBAL TUTORING

www.naonow.com

Headquarters: Dallas

Capital Raised

- Amount: \$0M
- Post Money Valuation: \$7.5M
- Round: Pre-Seed

Currently Raising: **Yes**



Core Team:

- Rachel Mullen (Co-Founder & CEO)
- Gale Mullen (Co-Founder)
- Felipe Sommer (Advisor)
- David Joo (Advisor)
- Vladi Mun (Product Manager)

Product

An online English language mentor matching program. Our mentors teach ELL through a novel interest-based curriculum centered around American cultural topics (ex. the physics behind Steph Curry's basketball shot) and personal projects focused on student interests.

Potential

Targeting Korean elementary students; Korean parents spend \$11.5B on English annually. The ELL market is projected to reach \$49.9B by 2027 and 375M children worldwide are English learners.

Investors:

- Bootstrapped
- \$450K Soft-Served

Predictability

We've reached \$1M in ARR within two years, 100% bootstrapped. Our subscription-based service caters to two customer groups: B2C with 40% referrals, and B2B partnerships including one with 500,000 subscribers.

Purpose

By providing mentorship and access to new knowledge and immersive experiences, our platform provides access and empowers ELL students to reach their full potential.

Norby

K12



norby

heynorby.com

Melbourne, Australia

Capital Raised

- Amount: N/A
- Post Money Valuation: #N/A
- Round: N/A

Currently Raising: YES



Core Team:

- Adrian Mullan (Co-Founder & CEO)
- Aleksei Trofimichine (Co-Founder & CTO)

Product

Norby is a clever little robot that helps language learners improve their speaking, listening, and pronunciation skills by combining AI with speech recognition technology.

Potential

Norby's TAM is \$40B. 1 in 4 people on the planet is actively learning a language. We will initially target English language learners in Asia and then expand to the diaspora market internationally.

Investors:

- Bootstrapped

Predictability

Norby operates with a B2C model. We have two product variants, a robot (retails for \$390) and a phone app version (\$90). We charge an annual \$90 fee for content and feature updates.

Purpose

At Norby, our mission is to maximize human potential by building intelligent learning tools.

Once

K12

Once

tryonce.com

Headquarters: California

Capital Raised

- Amount: Not public
- Post Money Valuation: **SAFE**
- Round: **Pre-seed**

Currently Raising: **NO**



Core Team:

- Matt Pasternack (Co-Founder & CEO)
- Nathan Patton (Co-Founder & Head of Academics)
- Sebastian Turner (Co-Founder & Head of Ops)

Product

Once is an early-reading program for Pre/K/1 that trains, coaches and provides instructional content for existing school support staff to deliver daily, one-on-one, in-person instruction.

Potential

US district sales TAM is \$1.35b (3.6m kindergarteners x \$375). We operate in 9 states today.

Investors:

- Deborah Quazzo
- Richard Sarnoff
- Workshop

Predictability

We sell to school districts (direct). Our price is \$375/student for the one-year program. Today we serve 500 students.

Purpose

Our mission is to teach all children to decode in one year.

OurWorlds

K12



ourworlds.io

HQ: Pala Indian Reservation

Capital Raised

- Amount: **\$150,000**
- Post Money Valuation: **\$7,500,000**
- Round: Pre-Seed

Currently Raising: **YES**



Core Team:

- Kilma S. Lattin, MBA (CEO & Founder)
- Catherine Eng (CTO & Co-Founder)
- Christina Steiner, PhD (Education Director)

Product

OurWorlds is an award-winning immersive reality platform connecting students to history and culture via geolocation worldwide. Our patent-pending blend of AR and VR makes landscapes come alive.

Potential

OurWorlds addresses an edutainment market with a TAM of \$181B. We are positioned to pursue an SOM of \$625M annually that includes 19 states mandating ethnic curriculum for 25 million students.

Bootstrapped, and with Investors:

- Choctaw Nation of Oklahoma
- Pala Tribe
- Sycuan Band of the Kumeyaay Nation
- Manchester Financial
- Judith L. Strada (Author, Broadcaster)
- Scott M. Lippman, MD (Associate Vice Chancellor of Cancer Research, UC San Diego)
- John Ames Crawford, III (Real Estate Entrepreneur)
- Quinn Farrar Wilson (Author, Food Entrepreneur)

Predictability

OurWorlds models include B2B curriculum sales for ~25 million students billed annually @ \$10/seat; and B2C ticketed sales @ ~\$30/ticket to roomscale immersive edutainment experiences in arts venues.

Purpose

We are a Native tech company positioned to help schools meet core educational requirements while uplifting underserved communities, expanding collective knowledge, and sharing our culture and history.

Outline It

K12



www.myoutline.com

Headquarters: New Jersey

Capital Raised

- Amount: **\$865,500**
- Post Money Valuation: **\$6M**
- Round: **Pre-Seed**

Currently Raising: **YES**



Core Team:

- Sydney Montgomery (Founder & CEO)
- Lindsay George (COO)
- Sambit Basu (CTO)
- Ka'Toria Leitch (Product Manager)

Product

Outline is an interactive writing platform and pedagogical tool helping students write better-structured essays faster while giving educators more insight into their students' pre-drafting process.

Potential

Outline's TAM is \$2.1B. Launched in August, we already have 3700 students on the platform. Our beachhead market currently is focused on private and charter middle school/junior high schools.

Investors:

- WGU Labs
- Halcyon Fund
- Visible Hands
- Dorm Room Fund
- Expert Dojo
- Evergreen Circus

Predictability

Outline operates on a B2B model with a SaaS subscription charged to the school based on the number of active students. There is an option for students to purchase directly with a freemium B2C model.

Purpose

Outline aims to close the equity gap in education through writing. Only 27% of 8th/12th grade students are meeting proficiency standards in writing. Only 11% of Black students are. We aim to fix this.

Peekapak

K12



Website: peekapak.com

Headquarters: Toronto

Funds Raised

- Amount: \$2m

Core Team:

- Ami Shah (Co-Founder + CEO)
- Clinton Chau (CTO)
- Mark MacKenzie (Sales Director)
- Erin Priddle (CSM)

Product

Peekapak is an award-winning learning platform that equips educators with the knowledge and confidence to teach social emotional learning (SEL) skills through literacy, engage students with personalized learning and extend learning to the home.

Potential

Peekapak's TAM is \$3.7B, accounting for 739M K12 students worldwide. We are currently operating in the US, Canada, Australia, New Zealand, Indonesia and the UAE.

Investors:

- ImagineK12
- Jolt Fund
- Voqal
- ADIO
- Umang Gupta

Predictability

Peekapak operates in a B2B model, selling directly to schools or districts with pricing on a per student basis with bulk discounts available. We offer free and trial access to incentivize users before purchasing.

Purpose

Peekapak provides a research-based, interactive social-emotional learning curriculum that equips students with skills to thrive in school and in life, ultimately creating a more empathetic, responsible, and productive society.

Phenomena

K12

PHENOMENA

The Future of STEM Education

www.phenomena.app

Headquarters: Seattle

Capital Raised

- Amount: **\$325k**
- Post Money Valuation: **\$6M**
- Round: **Pre-Seed**

Currently Raising: **YES**



Core Team:

- Jared Schiffman (Co-Founder & CEO)
- **Jessica Silverman** (Co-Founder & Chief Learning & Engagement Officer)

Product

Phenomena is a creator tool and platform for experiential STEM learning. Our vision is to connect the diverse world of creators to the world of diverse learners.

Potential

With our creators on board, Phenomena may someday become the “Airbnb of STEM education,” superseding all other STEM platforms in both breadth and depth.

Investors:

- Nick Grandy (Angel)
- Jonah Peretti (Angel)
- Bay Area & Seattle Angel Syndicate
- Other Angels

Predictability

Phenomena offers subscriptions to both families (B2C) and schools (B2B.) Over 2,500 users (including 900 teachers) signed up for our free preview service. We are launching paid subscriptions in Q2.

Purpose

Our mission is to make STEM learning engaging and accessible for ALL students. Diversity is at the heart of our mission and our content strategy.

Playbl

K12



<https://playbl.com/>

Headquarters: New Haven

Capital Raised

- Amount: **\$0.2M**
- Post Money Valuation: **TBD**
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- Lynn Fiellin, MD (Founder)
- Anusha Raja, MD, MBA (Vice President, Operations)
- Alex Mukherjee (Business Development Consultant)

Product

Playbl is a behavioral health company that markets and distributes evidence-based videogames for adolescents, ages 10-20, to prevent risky behaviors and promote good health and well-being.

Potential

The serious games market, which has an explicit educational focus, has a market growth of \$8.1B. There are 40M adolescents in the US. Our beachhead market are payors, youth organizations, and schools.

Investors:

- Yale Blavatnik Fund

Predictability

Playbl operates with B2B and B2G models. Pricing is based on customer type and size. <100 users: individual, higher tiered pricing/user/game. 100+ users or payors: there will be enterprise pricing.

Purpose

Playbl harnesses the power of play to target the most critical problems for adolescents including mental health, addiction, and sexual health, helping them to live healthier and happier lives.

PopUp School

K12

PopUpSchool

Website:

Headquarters:

Capital Raised

- Amount: **540K**
- Post Money Valuation: **6M**
- Round: **Pre-Seed**

Currently Raising: **YES**



Core Team:

- Suren Aloyan (Co-Founder & CEO)
- Areg Sakanyan (Co-Founder & CMO)
- Aram Pinajyan (Co-Founder & CFO)

Product

PopUp School provides personalized education to 8th-12th grade students struggling with Math and ELA through an algorithm that matches teachers' teaching styles with students' learning preferences.

Potential

PopUp Schools' TAM is \$36B. According to recent statistics, there are approximately 46.4 million K-12 students in the US, and 82% of them are reportedly failing their final exam in Algebra 1.

Investors:

- Vahe Kuzoyan
- Cal Henderson
- Leslie Lee Gildea
- Science and Technology Angels Network (STAN)
- Nareg Arslanian
- Angel Investor Club of Armenia
- Artur Nazinyan

Predictability

Students get 4 free lessons/month or full access for \$345/yr subscription fee. We share 50% revenue with teachers.

Purpose

PopUp School offers personalized education to students by tailoring the curriculum to their learning styles, resulting in a 37% improvement in academic performance within a year.

Puzzle

AI, K-12, Higher Ed, Workforce



Website: puzzle.org

Headquarters: Singapore

Capital Raised

- Amount: XXXX
- Post Money Valuation: **Uncapped SAFE**
- Round: **Pre-Seed**

Currently Raising: **YES**



Core Team:

- Carlos Fernandes
- Varsha Jagdale

Product

With generative AI, Puzzle turns any video into a lesson & a competitive game. These teacherless classes are “live”, gamified, competitive & social, just like a real class, but without a human teacher.

Potential

Our technology applies across virtually the entire eLearning ecosystem K-12, Higher Ed and Workforce development by essentially reducing the time it takes to create learning materials by 100x.

Investors:

- Shailesh Rao and other angel investors.

(Former MD of Google and Senior MD of TPG Capital)

Predictability

We are a B2B SAAS service where we enable automatic creation of training & learning materials. For organizations, that are have younger learners, our patent pending social features will prove critical to success.

Purpose

Puzzle enables any company or school to generate learning materials with ease from publicly available content, and also improve learning outcomes through the social, gamified component it introduces.

Rex Academy

K12



<https://www.rex.academy>

Headquarters: Milwaukee, WI

Capital Raised

- Amount: **\$1.5M**
- Post Money Valuation: **\$10M**
- Round: **3**

Currently Raising: NO



Core Team:

- Sandhya Padala (CEO)
- Ulysses Navarrete (VP Sales and Marketing)
- Tapu Ahmed (Curriculum Director)
- Caitlin Webb (K-5 Curriculum Manager)

Product

Rex Academy is an SaaS based AI platform that provides K12 computer science & cybersecurity curriculum and remote teachers. Everything a school district needs to teach computer science to any student.

Potential

The TAM is \$26 billion, there are 52 million K12 students in the US. The SAM is \$13 billion (~50% students). The SOM is \$500 million from rural & Title 1 schools, summer camps & afterschool programs.

Investors:

- ECMC
- Gener8tor
- Sputnik ATX
- RSCM

Predictability

Currently offering student licenses, site-licenses & professional development training annually or per semester to 30+ schools with 4000+ students that have spent 25K+ hours with our 25 CS courses.

Purpose

Schools want to offer a computer science curriculum. There's currently a shortage of CS teachers. Rex Academy provides both & delivers via a learning platform, requiring only an internet connection.

Robin

K12

Robin

Together we soar.

www.my-robin.com

Headquarters: NYC

Capital Raised

- Amount: **\$2M+**
- Post Money Valuation: **\$12M**
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- [Sonny Thadani](#) (Co-founder & CEO)
- [Scott Farber](#) (Co-founder)
- [Dr. Ned Hallowell](#) (Founding Advisor)
- [Nyeesha Williams](#) (Founding Coach)
- [Linda Thompson](#) (Head of Product & Customer Success)

Product

Robin empowers educators, students and families with skills to propel their well-being, personal growth and potential. We connect with the school community through our digital curriculum and coaching platform. .

Potential

Robin's TAM is \$150B including the US market estimates for mental healthcare, SEL and PD. Our initial focus is optimizing our go-to-market and evidence-base in NY metro before expanding nationally.

Investors:

- [Eagle Investments](#)
- [Limitless Ventures](#)
- [Deborah Quazzo](#)
- [Nick Hammerschlag](#)

Predictability

A B2B model, Robin sells coaching and curriculum packages to districts and schools, priced according to size. We now partner with 55+ schools, doubling the amount we serve each semester since launch.

Purpose

To help build more connected, supportive and compassionate school communities where each student, educator and family member is empowered to thrive.

Safer School Solutions

K12

SAFER
SCHOOL SOLUTIONS

www.saferschoolsolutions.com

Headquarters: Fort Lauderdale

Capital Raised

- \$0 - Bootstrapped
- Round: Seed

Currently Raising: Yes



Core Team - S3:

- **Brian Katz** (Co-Founder & CEO)
- **Phillip Dunn II** (Co-founder & CTO)
- **Leigh Kamens** (Chief of Staff)

Product

S3 helps educational institutions identify and address critical risk areas across their safety, security, and technology functions through our EagleEyeED™ mobile and web platform.

Potential

S3 TAM is \$1.7B. There are 146,000 educational institutions in the US. We serve K-12 Public, Private, and Charter Schools (districts and schools) as well as universities.

Investors: N/A
(Bootstrapped)

Predictability

S3 operates a B2B/E subscription-based software and services model. Our pricing scales by the # of educational locations, term length + incremental engagements through service offerings.

Purpose

Our vision is to improve educational outcomes by keeping school environments safe through collaborative processes that promote data-driven decisions and accountability for safety and security.

SCHOOLS

K-12



schoolstestprep.com

Headquarters: Mobile, AL

Capital Raised-N/A

Currently Raising: **NO**



Core Team:

- Valencia Belle (Founder)
- Anitra Belle Henderson (CEO)
- Jessica McCarty (Academic Director)

Product

SCHOOLS is an online test prep company that builds critical thinkers and increases their ACT +10 and SAT +200 points. Through a subscription-based service, students access tests, homework and an academic coach for assistance.

Potential

The U.S. Census states there are 73 million kids under 18. 56% of these students will need financial aid. 41 million students need our help annually.

Investors:

Bootstrapped
2021-\$443,000

Predictability

Although our focus is marginalized students, our product works across the economic spectrum. We have increased scores in urban and suburban districts. SCHOOLS provides access to content through 2 or 5 week subscriptions.

Purpose

College debt only continues the cycle of poverty for marginalized students. SCHOOLS is changing this narrative with one great score.

Shoelace

K12



ShoelaceLearning.com:

Headquarters: Halifax

Capital Raised

- Amount: **\$4.5M**
- Post Money Valuation: **\$15M**
- Round: **Seed**

Currently Raising: **No**



Core Team:

- Julia Rivard Dexter, Founder and CEO
- Neesha Desai, Director of Product
- Louisa Bilborough, Director of Growth
- Rakesh Kamath, Director of Engineering

Product

Shoelace has built a platform that empowers educators to deliver personalized learning through video games kids beg to play.

Potential

We have millions of users answering 1B questions per year. In 2022 we doubled our player conversion and launched educator subscription. In 2023 we are on track to break our goal of \$2M in revenue.

Investors:

- Sandpiper Ventures
- BDC Thrive
- Telus Ventures
- Samsung Next
- Reaction Global

Predictability

Our growth has been exceptional through teacher virality. Since 2019, our data shows that every teacher invites on average 4 other teachers and each teacher adds on average 25 students.

Purpose

To deliver the best education to every learner through the games they love.

Short Answer

K12



myshortanswer.com

Headquarters: Stanford, CA

Capital Raised

- Amount: **\$60K**
- Post Money Valuation: **N/A**
- Round: **Pre-Seed**

Currently Raising: **Yes**



Core Team:

- Adam Sparks (co-founder & CEO)
- Alexa Sparks (co-founder & CTO)
- Ben Thier (co-founder & COO)

Product

Short Answer improves student learning & engagement through interactive peer feedback activities. Our web app helps K-12 educators improve formative assessment practices & develop student agency.

Potential

Short Answer is entering the \$31B K-12 Digital Instruction & Assessment Market; our initial SAM is \$225M. At-home study & corporate training verticals are also integral to future growth.

Investors:

- Learning Tools Competition (non-dilutive grant funding)
- Stanford Accelerator for Learning (non-dilutive grant funding)

Predictability

We use a B2C2B, freemium model. Teachers subscribe for premium usage for \$75 per-teacher-per-year. Widespread freemium adoption then propels district-wide, per-pupil contracts.

Purpose

We're on a mission to get students to care more about learning than grades while building self-regulated learning & SEL skills that will change the trajectory of their educational journeys.

Skillsline

K-12



Website: skillsline.co

Headquarters: San Francisco

Capital Raised

- Amount: \$0
- Post Money Valuation: N/A
- Round: N/A

Currently Raising: **NO**



Core Team:

- Courtney Reilly (Co-Founder)
- Chris Mackey (Co-Founder)

Product

Skillsline offers an online suite of durable human skills microlessons and professional learning to support bringing these skills intentionally into classroom and workforce development spaces.

Potential

The soft skills training market is expected to triple to \$30B by 2030. Skillsline is initially focused on expanded state spend for K-12 career preparation focused on soft skills in IN, LA, and WA.

Investors:

- Bootstrapped

Predictability

Skillsline operates with a B2B model, selling packages of user licenses and professional development through state-level programs. We currently reach over 10,000 student learners.

Purpose

Skillsline fills a gap in student preparation by systematically building a foundation of human skills using learning science and technology, while supporting educators and centering relationships.

Spark Studio

K12



www.sparkstudio.co

Headquarters: Bangalore

Capital Raised

- Amount: **\$2M**
- Post Money Valuation: **\$12M**
- Round: **Seed**

Currently Raising: **Yes**



Core Team:

- Anushree Goenka (Co-Founder & CEO)
- Kaustubh Khade (Co-Founder & CPO)
- Namita Goel (Co-Founder & CLO)
- Jyothika S (Co-Founder & Head of Engg.)

Product

Through an AI & Game-based English learning app, and live online classes, Spark Studio offers learning in English, Communication Skills, Music and Art for 5-15 year old kids in India, Middle East & the US.

Potential

200M+ kids in India & other markets need help with English & are looking for extracurricular learning beyond school. Currently, we're targeting 65M kids (India, Middle East & US) = \$40B market @\$660/yr

Investors:

- YCombinator
- Harvard Management Co.
- Better Capital
- Goodwater Capital
- Arjun Sethi

Predictability

We're largely B2C – a typical 6 month course is priced at \$150-300 for India & \$400-720 internationally. We also work with schools in a B2B / B2B2C mode - deal sizes can vary from \$2500 to \$20,000

Purpose

English = language of opportunity in our markets. Proficiency enables better education, career & social status. We build creativity, confidence & critical 21st century skills important for holistic development

Story Jam

K12



www.storyjam.ai

Headquarters: Oakland

Capital Raised

- Amount: **\$148k**
- Post Money Valuation: **8M**
- Round: **Pre-seed**

Currently Raising: **Yes**



Core Team:

- Manny Fassihi (Co-founder and CEO)
- Joshua Benjamin (Co-founder and CTO)

Product

Story Jam's kid-friendly AI apps inspire creative joy. Our flagship app lets children create illustrated stories in cooperation with AI avatars that affirm their imagination and foster collaboration.

Potential

A future where kids are the entertainment studios. We are focused today on parents of children (8-13) who want to be creators ≈55M SOM and will then expand to teacher-based distribution.

Investors:

- On Deck

Predictability

Story Jam is operating a freemium B2C model like Prodigy Education and will have in-app purchases for accessorizing avatars. Our design research in partnership with Cooney Center and U. Maryland resulted in a SIGCHI workshop.

Purpose

Story Jam creates AI collaboration experiences that partner with students to get their ideas out of their heads and into the world, encouraging even the most reluctant creators to find their creative confidence.

Tanoshi

K12

The logo for Tanoshi, featuring the word "Tanoshi" in a teal, rounded font. The letter 'o' is stylized with a small smiley face inside it.

Tanoshi.com

Headquarters: Oakland

Capital Raised

- Amount: **\$350K**
- Post Money Valuation: **\$10M**
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- Brad Johnston
(Co-Founder & CEO)
- Lisa Love
(Co-Founder & CEO)

Product

Tanoshi computers are built specifically for kids 6-12 yrs and include free parental controls, apps necessary to do schoolwork, learn-to-code apps, HD touch screen & more...all at an affordable price.

Potential

The TAM is \$47B which includes worldwide computer and tablet sales for ages 6-12. We currently sell our products in the U.S. and plan to expand globally.

Investors:

- Carlos Ojeda
- Family & Friends
- Reg CF Crowdfund
- Private Equity

Predictability

Tanoshi sells its products direct to consumers through Amazon, Walmart.com, and Tanoshi.com, generating more than \$4M in revenue. Expanding our retail presence and entering schools is next.

Purpose

Tanoshi prepares all kids for the digital future, no matter their socio-economic status - targeting underserved and underrepresented communities.

Ticmas

K12



Ticmas

Buenos Aires, Argentina

Capital Raised

- Amount: \$ 4M
- Round: Seed

Currently Raising: YES



Core Team:

- Viviana Zocco
- Nicolás Gatica
- Tomas Moyano
- Facundo Muñoz
- Andrés Vaccarezza

Product

Ticmas is an innovative edtech solution that integrates content & technology to enhance learning experiences & engagement for teachers & students alike.

Potential

Ticmas' TAM is \$2.4B, targeting 80M K12 students & 460K schools in LatAm, presenting substantial growth potential in the educational market.

Investors:

- Elevar Equity
- Imaginable Futures

Predictability

Ticmas operates on a B2B model, providing academic institutions with a comprehensive one-stop-shop solution that effectively addresses major challenges faced by students and educators.

Purpose

Ticmas empowers Latin American students and educators by modernizing the learning experience, ensuring access to quality education for all.

TOMi.digital

K12



<https://TOMi.digital>

Headquarters: Medellín

Capital Raised

- Amount: **\$1m**
- Post Money Valuation:
Convertible note
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- Juan Manuel Lopera (Co-Founder & CEO)
- Alejo Sepulveda (Co-Founder & CPO)
- Valeria Salazar (COO)
- Fabian Vargas (Business Developer)

Product

k12 fun formative assessment learning app based on a content repository created by a decentralized author network, curated and personalized to students using AI.

Potential

\$12B TAM for students personalized review plans based on AI only in LATAM, English Africa and India. We have revenue validation in every country in LATAM and Ghana-Africa.

Investors:

- Bill Tai
- Luis J. Castro
- Sangha Capital
- Atreyu

Predictability

\$8m revenue since 2019, \$4.1m in 2022. 62k teachers, 2m students. Teachers and Students pay subscription to create and play fun and personalized formative assessments using AI even without Internet.

Purpose

Closing the gap of access to fun and personalized learning content in emerging world classrooms. 60% of subscribers are from rural schools often with low-skills teachers and lacking internet access.

TopSet

K-12



[TopSet.app](https://topset.app)

Headquarters: New York

Capital Raised

- Amount: **\$0.8M**
- Post Money Valuation: **\$6M**
- Round: **Pre-Seed**

Currently Raising: **No**



Core Team:

- Frank Williams (Co-Founder & CEO)
- Yvonne Williams (Co-founder & COO)
- Uche Azinge (Co-founder & CTO)

Product

TopSet operates a marketplace connecting low-cost, African online tutors to a global network of K-12 students. We improve learning outcomes through AI driven lesson-planning, homework, and teacher training.

Potential

TopSet's TAM is \$18.4B. In Africa alone there are 54 million children in private school, 80% of them use tutors and the market is doubling over the next decade. The African diaspora has global untapped potential.

Investors:

- Techstars (Miami)
- Voltron Capital
- Consonance Investment
- Henry Kaestner
- Hakeem Belo-Osagie

Predictability

TopSet operates with a B2C model, charging parents / students \$5 - \$30 per hour for one-to-one and small group tutor sessions, from which we retain a 40%-50% take-rate. 6 month revenue retention: >100%

Purpose

Starting with tutoring, TopSet is redefining how Africans teach and learn. We are shaping creative, analytical students and progressive teachers equipped to tackle the continent's challenges.

Trapezium Math, Inc.

Sector: k-12



Website: www.trapeziummath.com

Headquarters: Philadelphia

Capital Raised

- Amount: **\$500K**
- Post Money: **\$8M**
- Round (closed): **F & F**

Currently Raising: **YES**



Core Team:

- Angela McIver - PhD
Founder & CEO
- Jacob Gray - Advisor & CFO
Private investment advisor to multi-billion dollar family offices
- **Eric Brooks - Advisor & 1st Investor**
Founder of Susquehanna International Groups (SIG) a global quantitative trading firm
- Katy Hellman - Online Math Clubs & School Partnerships
- Amy Scheidegger Ducos - Director of Design- Education Content

Investors:

- Eric Brooks 100K- 1st investor & advisor
- Angels 150K
- \$250K Soft-circled

Product

Our core product is Math Club: direct-to-consumer, online small-group tutoring that children love. **Our content differentiation engine enables a rigorous math learning experience that is truly joyful and confidence-building.** No more enervating electronic worksheets or social-isolation. We deliver year-round, intensive, high-efficacy fun using a proprietary content library with thousands of hours of instruction.

Potential

TAM \$46B - All elementary students in the U.S

SAM \$17B - Parents meeting customer profile

SOM \$170M - Target acquisitions

Predictability

We are a direct to consumer subscription model, with a recurring annual contract.

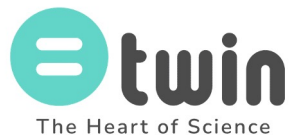
We sell both direct to parents and to school partners who purchase access for their students.

Purpose

As a black woman founder, Trapezium's CEO is deeply committed to enabling all American families to invest in serious foundational math learning, especially girls and underrepresented students in STEM. More than 1/3rd of users are subsidized through our school partnerships program, making math club accessible to low-income students.

Twin Science

K12



www.twinscience.com

Headquarters: UK

Capital Raised

- Amount: **\$4M**
- Post Money Valuation: **\$17M**
- Round: **Seed**

Currently Raising: **Yes**



Core Team:

- Asude Altintas (Co-Founder & CEO)
- Cihan Ozalevli (Co-Founder & Chief Content Officer)
- Omer Gorgulu (Co-Founder & Chief Growth Officer)
- Mustafa Sapcili (Co-Founder & CTO)

Product

Twin offers physical and digital products for schools to teach STEM for Sustainability. Twin's digital platform also connects other content creators with children.

Potential

Our TAM is \$40B. There are 5M schools in the world at the K-12 level. Our core geographies are MENA, UK and USA.

Investors:

- Seedrs
- Arya Women
- Pamir Gelenbe

Predictability

Twin operates with a B2B model. We enter schools with Twin Kits and subscribe them to the Twin App yearly. We reached 1,500 schools in 67 countries and generated a cumulative revenue of \$5.5 million in 4 years.

Purpose

Twin is transforming education by developing children's STEM and sustainability skills and preparing them for the green jobs of the future.

Val-u

K12



myval-u.com

Headquarters: Mexico

Capital Raised

- Amount: 0
- Post Money Valuation: \$2M
- Round: Pre-seed

Currently Raising: YES



Core Team:

- Andrés Urquiola (Co-founder & CEO)
- Eduardo Guevara (Co-founder & COO)

Product

Val-u helps schools to teach finance to their students. We have +3500 students from +20 school from Mexico and Venezuela.

Potential

Val-u's TAM is \$12B. There are +3M students from private schools in Mexico and Venezuela. We launched our operations in Venezuela and then expanded to Mexico, our current main market.

Investors:

- Bootstrapped

Predictability

Val-u operates with a B2B model. We sell our SaaS platform to schools with an annual price of USD36 per student. We've been growing 18% MoM for the last 24 months.

Purpose

Val-u helps schools to make more money with happier parents and helps students, parents, teachers and administrators to improve their quality of life and meet their life goals.

Watobe

K12



Website: www.watobe.co.za

Headquarters: London

Capital Raised

- Amount: **\$1.5M**
- Post Money Valuation: **\$6.5M**
- Round: **3**

Currently Raising: **YES**



Core Team:

- Erik Lonroth (Co-founder & CEO)
- Henry Warren (Co-founder & Chair)
- Alex Blanc (CTO)

Product

Watobe provides online tutoring at low cost through large virtual classrooms. We host hundreds of participants at a time, with rockstar teachers encouraging participation at scale through live chat and polling.

Potential

By the middle of this century, Africa will be home to one third of the world's children. School systems can't keep up, and families are increasingly looking for online education options to plug the gap. Global Online K12 Tutoring TAM: \$50B

Investors:

- Twinkl Group
- MPA Education
- Thomas Stokely

Predictability

Our model is showing traction in the South African B2C market with \$20,000 MRR at a subscription cost of \$17 per learner per month. We're now expanding into strategic partnerships with schools and corporates.

Purpose

Watobe is tackling the 15 million-and-growing shortage in qualified teachers across Africa. At <\$2/hour, our classes are far more affordable than

Welfie

K12

The logo for Welfie, featuring the word "welfie" in a lowercase, teal-colored, sans-serif font.

Website: www.welfie.com

Headquarters: San Diego

Capital Raised

- Amount: **\$225,000**
- Post Money Valuation: **\$5 M**
- Round: **Pre-Seed**

Currently Raising: **YES**



Core Team:

- Dr. Steven C. Moyo (CEO / Founder)
- Susan McLennan (CMO / Co-Founder)
- Lakshmin Bangaru (CTO / Co-Founder)

Product: Full Service Community Schools

We put Community Health Workers on campus to deliver health education, care coordination and community health to your students, staff and their families. Increasing attendance and academics.

Potential: \$9 B TAM across 150 M Americans

\$150 B in funds for Community Health in Medicaid. We are focused on the 40 M Youth on Medicaid and reaching them through K-12 schools. Starting in California where there is \$8 B in School Health Funding.

Investors:

- Google for Startups
- Visible Hands

Predictability: \$60pmpy Pop.Health Contracts.

B2B: We charge Districts and Health Plans \$25k implementation fee and \$12pmpy recurring fee. We'll bill an estimated \$18pmpy for services and are targeting \$60pmpy population health contracts.

Purpose: Health Equity for Kids + families

Welfie helps school districts tackle Medicaid. And, Medicaid health plans tackle school districts. By delivering health and education equity to America's most vulnerable kids + families.

WiseGuru

K-12



www.wiseguru.in

Headquarters: India

Capital Raising

- Amount: \$1M
- Post Money Valuation: \$6M
- Round: pre-seed

Currently Raising: Yes



Core Team:

- Bishnu Acharya
(Founder & CEO)



Featured on major journals like Yahoo, Business World,

Your Story etc.

- Neelachal Biswal (Co-founder & CTO)
AWS Edstart Innovator



Product

WiseGuru which is simplifying English & Personality development learning for K-12 students across South Asia with primary focus on tier2+ cities. Our audio-visual techniques make learning a fun and engaging process and provide long-term retention with rapid learning. Less than 2% apps cross 100K downloads and we have over 300,000 users on Google play store with a rating of 4.7/5.

Potential

It's a \$14 Billion market growing at 22% YoY which will reach \$28B by 2026. We are catering to South Asian market to begin with and will target different global markets in coming years.

Predictability

WiseGuru operates with a B2B2C model.

- i> We have over 300,000 App users with a play store rating of 4.7/5.
- ii> Over 100,000 monthly active users growing at 35% mom.
- iii> Over 1.4 million mock tests taken, and 13 million questions attempted on WiseGuru.
- iv> Average time spent by users is 35 mins/day.

Purpose

80% people are unable to succeed in their career and 70% students are unable to crack competitive exams and do well in academics due to poor command over English. We aim to provide a strong command over English & communication skills to help students achieve their academic & career goals.

YaizY

K-12



YaizY.io

Headquarters: San Francisco

Capital Raised

- Amount: **\$4.3M**
- Post Money Valuation: **\$15M**
- Round: **seed**

Currently Raising: **YES**



Core Team:

- Stephen Dalla Betta (Co-founder & CEO)
- Vitaly Gordon (Founder)
- Lasha Bokuchava (Co-founder & CFO)

Product

YaizY provides K-12 students with “passion to profession” pathways to explore in-demand digital careers. Courses are delivered in a hybrid teaching model on our immersive digital platform.

Potential

\$50 Billion TAM for YaizY solutions within growing school budgets for Career & Technical Education (CTE) and curriculum/staffing.

Investors:

- LearnStart
- Flyer One Ventures
- ALFIN Ventures

Predictability

YaizY sells turnkey courses to K-12 schools via partnerships & direct sales. Courses cost \$300-400 per student/semester. We serve 1,300 students in 9 states with leading district and charter partners.

Purpose

We are inspired by a world where every child has the opportunity to discover and pursue their dreams, and Yaizy helps make that happen.

ZEZEDU

K-12 (+ Higher Ed)



Website: zezedu.com

Headquarters: Seoul
(Pangyo), Korea

Capital Raised

- Amount: \$200K (KRW 222M)
- Post Money Valuation: \$1M (KRW 1.31B)
- Round: Seed

Currently Raising: YES



Core Team:

- Jujin Lee
(CEO & Founder)
- Minji Cha
(Director)

Product

We offer two services, with our cutting-edge AI tech.
CherryPot - Process-oriented personalized math education service
CherryCheck - Intelligent grading and data utilization for paper-based learning

Potential

We started in the multi-billion dollar Korean secondary math education market and recently expanded into B2B. We are preparing to expand into US/SEA and higher-ed based on our tech/service strengths.

Investors:

- **NAVER**
(#1 Search & Internet Company in Korea)
- **FuturePlay**
(Top-Tier Seed Investor in Korea)
- CEASARS private investment fund

Predictability

CherryPot charges \$20-80 monthly per student and has already been sold to 160 Korean schools. CherryCheck is charged on a per-use basis for grading, which is about 30-40% of the cost of a human T.A.

Purpose

Achieving the highest quality learning experience has required the use of labor-intensive processes, such as correction and short-cycle grading. We aim to democratize this with AI and SW technologies.

Higher Education

Ahura AI

Higher Education



Website: ahuraai.com

Headquarters: Las Vegas

Capital Raised

- Amount: **\$5.6M**
- Post Money Valuation: **\$30M**
- Round: **Seed+**

Currently Raising: **YES**



Core Team:

- Bryan Talebi (CEO)
- **Alex Tsado (COO)**
- DeKai (CTO)
- Maria Laws (CLO)

Product

Enable 3-5x faster learning online. Specialize in analyzing video to understand human reaction to content. Applied in digital learning, our LXP provides real-time prompts to help learners minimize distractions and maximize their learning

Potential

Phase1 traction in Corp Learning and Higher Ed = \$450B market.
Phase2 should apply to every digital learner on the planet.
Phase3 should apply the core tech to adjacent markets like movie development, job interviews = \$2T market

Investors:

- CP Ventures
- 2.12 Angels
- Terren Peizer

Predictability

B2B model selling monthly seat licenses to companies, universities, training programs and some government agencies engaged in workforce development. Deployed with 10 organizations so far, adding 2-4 every month

Purpose

10X the educated workforce on the planet so we get a fighting chance against man's toughest issues.

AltSchool Africa

Higher Education

Alt —
School

altschoolafrica.com

Headquarters: Austin

Capital Raised

- Amount: **\$3MM**
- Post Money Valuation: **\$17MM**
- Round: **Seed**

Currently Raising: **Yes**



Core Team:

- Adewale Yusuf (Co-Founder & CEO)
- Carlin Henikoff (Chief of Staff)
- Rachael Onoja (Director of Learning & Operations)
- Sultan Akintunde (Co-Founder & CTO)

Product

AltSchool Africa is a skill-to-market education platform equipping Africans for the Future of Work by providing in-demand skills training with job placement.

Potential

AltSchool Africa's TAM is \$500B. 840MM+ Africans under 25 need relevant skills. Focused on Nigeria, Ghana, Kenya, and Uganda, our outreach initiatives engaged students from 76 countries, 30 in Africa.

Investors:

- Hustle Fund
- Techstars
- Angaza Capital
- ODBA VC
- Voltron Capital
- Nestcoin

Predictability

AltSchool Africa charges a \$20 application fee and tuition starting at \$30/month for 12-month entry-level programs. We charge B2B clients 12-25% commission, based on successful talent placement.

Purpose

AltSchool Africa equips eager individuals in emerging markets with the skills they need to unlock the opportunities they want, so Africa is positioned to participate in the Future of Work.

Arrowster

Higher Education

Website: www.arrowster.com

Headquarters: San Francisco, CA

Capital Raised

- Amount: **N/A**
- Round: **N/A**

Currently Raising: **YES**

Core Team:

- Kenneth Chong (CEO)
- Arif Khan (CTO)

Product

Arrowster connects learners with existing educational products. We are a marketplace matching learners and content providers.

Potential

Our TAM is \$63.1B. There are 139,877 educational institutions in the US alone. Beachhead market is Asia. We operate in the Bay Area and internationally.

Investors:

Bootstrapped

Predictability

We operate on transaction fee + B2B model, and have initial traction >\$10k ARR.

Purpose

We aim to solve information asymmetry for learners. We were tired of navigating the fragmented landscape of educational resources, so we decided to do something about it.

Blast Learning

Higher Education



BlastLearning.com

Headquarters: Los Angeles

Capital Raised

- Amount: 0

Currently Raising: YES



Core Team:

- Bruce Lewolt (Founder)
- Kiran Karnawat (VP Development)
- Raquel Dela Cruz (VP Customer Success)

Product

Blast is an AI platform for effortlessly creating course or exam prep content, combined with an avatar that personalizes the content for each student and delivers it on any device, including Alexa.

Potential

50B BAM: Learners who want their own lifetime learning avatar. 25B TAM: Market for personalized learning. Initial 2B sweet spot: Increasing graduation rates for degrees that require licensing exams.

Investors:

- Bootstrapped

Predictability

B2B sales to USA colleges drove growth in our first 2 years (2021=200K, 2022=450K). Now that our AI has cut the cost of content creation by 90%, we will add product-led growth strategies to our model.

Purpose

Blast Learning is committed to making it cost-effective to deliver impactful personalized learning to every student, empowering all learners to thrive.

Brocali

Higher-Education



Website: www.Brocali.co

Headquarters:

Capital Raised

- Amount: **\$290K**
- Post Money Valuation:
- Round: **Pre-Seed**

Currently Raising: **YES**



Core Team:

- Amin Ali
(Co-founder & CEO)
- Mike Kardosh
(Co-founder & CTO)

Product

Enhancing healthcare education via personalized training platform, offering adaptive content, dynamic live classes & custom curricula to tackle exam challenges, lower dropout rates & improve education accessibility

Potential

Healthcare e-education TAM is \$33B. Initial focus on medical students and residents in the Middle East and North Africa. The healthcare e-education market in MENA is projected to grow at a CAGR of 7.3% from 2021 to 2028.

Investors:

- Techstars ventures
- Alem insurance LTD

Predictability

Brocali serves B2C & B2B markets, offering students & universities per-user memberships ranging from \$29 to \$149/month. With 700+ satisfied customers, the company has generated over \$550K in revenue.

Purpose

Brocali's mission is to make healthcare education adaptable, affordable, and accessible for all.

byteXL

Higher Education

The logo for byteXL, with 'byte' in blue and 'XL' in orange.

<https://www.bytexl.com/>

Headquarters: Hyderabad

Capital Raised

- Amount: **\$1.2M**
- Post Money Valuation: **\$20M**
- Round: **Seed**

Currently Raising: **Yes**



Core Team:

- Karun Tadepalli (Co-Founder & CEO)
- Sricharan Tadepalli (Co-founder & CSO)
- Shankar Sivramakrishnan (Visual learning tech)
- Manish Kumar Sah (Learning strategy)

Product

Leveraging tech to create smart classrooms for physical delivery of quality education at partner colleges with industry relevant skills and pedagogy configured to the needs of students and colleges.

Potential

TAM is \$6B only in India. India has the youngest population with an aspirational society. Our focus is on giving access to quality education. We are operating in India and will expand globally into APAC and USA.

Investors:

- Joy Family Investments

Predictability

B2B model identifies curriculum gaps, learning platform, educators to skill students in professional certifications, experiential learning-based teaching and learning pedagogy. Annuity subscription pricing.

Purpose

Transforming engineering colleges to succeed. Provide students access to affordable quality education, integrate curriculum, content, tech-based practical learning to enhance skills and awareness on employability.

B4Grad

Higher Education



[B4Grad.com](https://www.b4grad.com)

Headquarters: Toronto

Capital Raised

- Amount: **\$250K**
- Post Money Valuation: **\$3.6M**
- Round: **Pre-Seed**

Currently Raising: **Yes**



Core Team:

- Anthony Giugno (Co-Founder & CEO)
- Joseph Giugno (Co-Founder & CTO)

Product

B4Grad is America's fastest growing study platform. We make it easy to organize, create, and share study materials. Everything including notes, files, flash cards, and more - all in one convenient place!

Potential

B4Grad's TAM is \$12B+. There are 10K (tier 1) colleges, reaching 100M total students. Based on a repeatable case study at Western University, we can scale to \$90M+ ARR. We have 200K users across US.

Investors:

- Antler Venture Capital
- Varun Turlapati (Ex-Roblox)

Predictability

B4Grad operates with a B2C model, and will launch our B2B offering later this year. We allow students to try our product for free, however we charge up to \$29.99/year per student for unlimited access.

Purpose

B4Grad connects students across the world to make studying easier. We lower barriers by providing open access to study materials.

Candoor

Higher Education



www.candoor.io

Headquarters: Los Angeles

Capital Raised

- Amount: **\$320k**
- Post Money Valuation: **\$8M**
- Round: **Pre-seed**

Currently Raising: **YES**



Co-Founders:

- Kristina Hu (CEO)
- Abdelwadood Daoud (Chief Partnerships Officer)
- Shelby Schrier (Chief Product & Operating Officer)
- Uma Abu (CTO)

Product

Candoor is a professional networking platform for college students. We connect universities and employers via flexible 1-on-1 advising to improve student career outcomes and diverse talent pipelines.

Potential

US colleges spend \$5Bn/year on advisor headcount alone. By capturing human signals from candid conversations on Candoor, we'll transform the \$52Bn US hiring market to be equitable & community-driven.

Investors:

- Visible Hands VC
- Harvard Business School Graduate Syndicate

Predictability

B2B SaaS with 2 live paid pilot customers. Universities pay to provide their students access to our Advisor network. Employers pay to provide their employees access to our Advisee network.

Purpose

"Who you know" matters, but not all networks are created equal. By closing the social capital gap, we level the playing field in career learning, access and outcomes for underserved populations.

Cirkled In

Higher Education, Workforce



www.cirkledin.com

Headquarters: Seattle, WA

Capital Raised

- Amount: **\$1.5 Million**
- Post Money Valuation: **TBD**
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- Reetu Gupta (Co-Founder & CEO)
- Prashant Shukla (Co-Founder & CTO)

Product

Cirkled In is a student recruitment platform
-for Gen-Z high school & college students to showcase themselves professionally and
-for colleges & employers to find the best-fit talent, creating win-win.

Potential

TAM includes \$10B Freshman class Recruitment by 4,200 colleges and \$26B fresh grad recruitment by employers, just in US.
With over 820K students already signed up organically, we are starting in College recruitment mkt.

Investors:

- NY/ Seattle area Angel Investors
- Find Ventures, Seattle
- ERA (Entrepreneur Roundtable Accelerator), NY

Predictability

-Students use CI for free (Future subscription) -820K signed up **Organically!!**
-Colleges have B2B SaaS model with ACV of \$20K/yr to access student data
-Future streams include employers, affiliate programs, & international mkts

Purpose

Cirkled In makes student recruitment effective, efficient, and equitable. We level the playing field for all by shining a light on at-risk youth and help colleges and employers meet their DEI goals.

Cookie Langs

Higher Education



Website: www.langs.fun

Headquarters: NYC

Capital Raised

- Amount: 0
- Post Money Valuation: \$30M
- Round: Seed

Currently Raising: YES



Core Team:

- Sang Choi
(Co-Founder & CEO)
- Adele Song
(Co-Founder & COO)
- CH Wang
(Co-Founder & CTO)

Product

Powered by Natural Language Processing (NLP), the same technology behind AI services like ChatGPT, our platform brings language learning and entertainment to life with engaging video AI conversations.

Potential

We were featured in Forbes with a video AI service for language learning and entertainment, designed to revolutionize the way you learn languages.

Bootstrapped

Predictability

We believe that our platform has significant potential to disrupt the language learning market and create value for our partners and users alike.

Purpose

We leverage NLP technology to enable seamless and natural conversation with our users. Our ultimate goal is to create the next TikTok-like platform, enabling users to interact with each other verbally.

Craydel

Higher Education

The logo for Craydel, featuring the word "craydel" in a lowercase, sans-serif font. The letter "y" is stylized with a yellow dot above it.

Website: www.craydel.com

Headquarters: Delaware

Capital Raised

- Amount: **\$2.2M**
- Post Money Valuation: \$10M
- Round: **Pre-Seed**

Currently Raising: **NO**



Core Team:

- Manish Sardana (CEO)
- John Nguru (CTO)
- Shayne Aman Premji (CFO)

Product

Craydel is building the tech infrastructure to empower African learners to search, match and apply to their best-fit higher education around the world. Our core product is the Central Application System for Africa.

Potential

16M+ African learners spend an estimated \$20B+ on higher education each year. We currently operate in Kenya and Nigeria and plan to expand across Africa.

Investors:

- Bisk Ventures
- Future of Learning Fund (Future Africa)
- Enza Capital
- Tekton Ventures
- Chandaria Capital
- Christina Saas
- Aubrey Hruby
- Paul Breloff

Predictability

Craydel acquires learners through D2C and in high schools. Universities pay a commission for each enrollment. We also lend our tech to various stakeholders to bring learner-centricity and efficiency to the ecosystem.

Purpose

Until to 95% of African learners face application rejections and 80% can't find jobs in the field they studied. Craydel is using tech to solve this and match learners to the right higher ed to achieve their best-fit careers.

Ed Machina

Higher Education

Ed Machina

Website:

Headquarters: Arg/NY

Capital Raised

- Amount: **\$250K**
- Post Money Valuation: **\$7M**
- Round: Seed

Currently Raising: **YES**



Core Team:

- Yamil Rabbat (Co-Founder & CEO)
- Juan Petrello (Co-Founder & CTO)
- Pablo Llop (Co-Founder & COO)

Product

Ed Machina is an AI-Powered SaaS platform that helps educational institutions from K-12 to Grey, increase student enrollment and retention in real-time

Potential

We are targeting the USD60B student attrition market in LAC, Spain and the US, with over 350K targeted educational institutions between K-12, Higher Ed and workforce (including OPMs). First LATAM.

Investors:

- Winnipeg Ventures
- BlueZone Ventures
- Victor Sanchez-Globant
- Daniel Gandara-MercadoLibre

Predictability

Ed Machina's SaaS, freemium business model, based its price on the number of active students divided by brackets with a decreasing price per student/month and an average yearly fee of \$45K per institution.

Purpose

Ed Machina helps educational institutions retain and enroll more students by giving them the opportunity to identify risk and act upon, aligned with our mission of guiding students to success.

Enroll ml

Higher Education



Website: www.enrollml.com

Headquarters: Evanston, IL

Capital Raised

- Amount: **\$1.5M**
- Post Money Valuation: **\$7M**
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- Geoff Baird
(Founder / CEO)
- Shawn Lownen
(VP Sales)
- Joseph Juhnke
CTO
- Amber Toro
Dir Data Science
- Teege Mettelle
Dir Enrollment
Success

Product

SaaS platform that utilizes machine learning and gamification to improve the enrollment yield of admissions teams by tracking and measuring applicant behavioral signals and prioritizing the admissions counselors' daily activities to focus on the applicants who have the highest proclivity to enroll.

Potential

Enroll ml has an addressable market of 4500 domestic colleges and universities and up to 30,000 graduate programs. Additional market opportunity will be unlocked with enroll ml expansion into the financial aid planning and retention components of higher education.

Investors:

- Old Willow Partners

Predictability

Enroll ml signs multi-year subscription agreements with an average yearly fee of \$50K. Enroll ml launched in the late summer of 2022 and expects to finish 2023 just over \$1M ARR.

Purpose

Enroll ml reduces total cost of new student acquisition and improves enrollment, supporting the macro objective of reducing the cost of education and increasing accessibility of higher education to everyone. Additionally, by removing subjectivity from the admissions / new student recruitment process enroll ml is helping to reduce implicit biases that reside inside of current enrollment management processes.

Flevo

Higher education



beflevo.com

Headquarters:
Buenos Aires (ARG) /
Bogotá (COL)

Capital Raised

- Amount: \$1M
- Round: Pre-seed;
Seed

Currently Raising: Yes



Core Team:

- [Matias Cohen](#) (CEO)
- [Antonio Fridman](#) (CFO)
- [Agustina Michelena](#) (COO)
- [Alejandro Schwartz](#) (CTO)

Investors:

- 17Sigma VC
- Potencia Ventures
- New Ventures Capital
- Magma Partners
- Lupa Capital

Product

Flevo offers higher education institutions in LatAm an end-to-end solution for student financing, payments, collections, billing and reconciliations, replacing legacy financial back-office teams.

Potential

In LatAm there are 132k higher education institutions, amounting to a \$170B tuition. Our current markets (Colombia and Chile) have 15k higher education institutions which amount to a \$24B tuition.

Predictability

Our business model is B2B2C. Revenue comes from i. financing, ii. collections and iii. payments. As of today, we have financed 809 students from 13 institutions for a total of \$1.2M tuition.

Purpose

Flevo allows institutions to increase their student base by 30% and focus on what they do best: to teach. This increase represents an opportunity for another 8.1M people to enroll in higher education.

Griky

Higher Education



Website: www.griky.co

Headquarters: Colombia

Capital Raised

- Amount: **\$3M**
- Post Money Valuation: **\$10M**
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- Andres Nuñez (Founder & CEO)
- Maria Jose Orozco (COO)
- Catalina Nuñez (CMO)
- Andrea Diaz (Chief Learning Officer)

Product

We combine AI, thousands of subject matter experts and premium catalogs to create unlimited customized courses in a fast and efficient way. All integrated in a white-label lifelong learning ecosystem.

Potential

More than 5,000 universities and 15,000 companies throughout LATAM.

Investors:

- Inversiones Educa

Predictability

Griky operates with a B2B model. Our licence fee is \$2.5 per student/month. Course creation \$800 to \$2,500 per course. 150.000 active users. USD\$1.5M ARR.

Purpose

We democratize access to opportunities through lifelong learning.

LivedX

Higher Education



Website: www.livedx.com

Headquarters: Denver, CO

Capital Raised

- Bootstrapped
- Techstars: **\$120K**
- Post Money Valuation: **\$8 million**
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- Geeta Verma, CEO and Founder
- Ashis Biswas, Artificial Intelligence
- Pratap Shrotriya, Technology

Product

LivedX is a student success tool using proprietary AI to help document their experiences into transferable skills that convert to college credits for graduation and badges for workforce readiness.

Potential

LivedX's TAM is \$582B. There are 3500+ universities in the US and \$18 million undergraduate students. We have started partnerships with colleges in Colorado already and will expand nationally.

Investors:

- Bootstrapped
- Techstars Workforce Development Accelerator '23

Predictability

LivedX operates with a B2B model. We integrate LivedX in college success courses. We charge institutions a license fee between \$15k-\$45k and per student fee (\$15-20) on a sliding scale.

Purpose

LivedX, a student success platform helps students succeed and helps colleges increase their retention and graduation rates.

LearningClues

Higher Education

The logo for LearningClues, featuring the word "Learning" in a bold, black, sans-serif font, followed by "Clues" in a similar font but with a blue speech bubble shape around the letter 'C'.

Website: learningclues.com

Headquarters: Michigan

Capital Raised

- Amount: **\$0.7M**
- Post Money Valuation: **\$N/A**
- Round: **PreSeed**

Currently Raising: **NO**



Core Team:

- Perry Samson (Founder & Head)
- Kevyn Collins-Thompson (Chief AI Engineer)
- Deborah Samson (Manager)

Product

LearningClues analyzes class videos using large language models to create personalized study guides based on the words spoken and visually presented during class sessions.

Potential

LearningClues TAM is \$5B. There are 20 million college and adult learners in the United States. We will initially focus on professional schools in colleges and professional training institutions.

Investors:

- University of Michigan College of Engineering
- National Science Foundation: Partnerships for Innovation
- State of Michigan
- National Science Foundation: SBIR

Predictability

LearningClues operates with a B2C model. We provide the ability to search class videos for free, but will charge \$8/month or \$36/year for personalized study guides or institution-wide, tiered for size.

Purpose

LearningClues helps students study more efficiently and at a level personalized to their needs.

Loper

Higher Education

The logo for Loper, featuring the word "Loper" in a stylized, bold, sans-serif font. The letters are white with a grey drop shadow, giving it a 3D effect. The background of the logo is a white rounded rectangle.

www.getloper.com

Headquarters: Chicago

Capital Raised

- Amount: **\$725k**
- Post Money Valuation: **\$7.5mm**
- Round: **Pre-Seed**

Currently Raising: **Yes**



Core Team:

- Sam Bernstein (Co-Founder)
- Eric Menna (Co-Founder)
- Sam Eigen (CTO)

Product

Learners discover the right next step in their education on Loper. Engaging with short-form content matches them with institutions and triggers additive, in-app marketing from our partners.

Potential

US, 4-year colleges spend \$10B/yr on marketing. 43% of high school grads enroll directly into a 4-year college, and we envision pathing any learner into the 1mm post-secondary credentials available.

Investors:

- ECMC
- Gener8tor

Predictability

Loper's mobile app is free, and post-secondary learning providers pay for marketing and data via annual contracts. ~2,000 students create accounts each week and we have 5 paying college customers.

Purpose

Loper increases educational access and helps learners make more informed decisions that drive stronger educational outcomes and greater social mobility.

Market Games

Higher Education



www.marketgames.io

Headquarters: SF Bay Area

Capital Raised

- Mainly bootstrapped

Currently Raising: **YES**



Core Team:

- Torsor Kotee (Founder & CEO)
- Anton Titov (Engineering Lead)
- Si Qiu (Product Design Lead)

Product

Our gamified learning solution helps first year students nurture the skills at least 92% of nearly 500 hiring managers agree are the most important skills for college grads to possess.

Potential

Market Games TAM is at least \$5B. There are well over 100M+ learners between the ages of 16-24 that have an interest in learning business. We currently reach them through educators.

Investors:

- TiE Oregon Angels

Predictability

Market Games operates with a B2B2C model. We currently generate ~\$25,000 per course and are supporting 6 programs (UC Berkeley, UNC, Purdue and 3 others).

Purpose

Market Games helps educators make learning more engaging, effective, and affordable for the new generation of learners.

Meadow

Higher Education



www.meadowfi.com

Headquarters: New York

Capital Raised

- Amount: **\$4M**
- Post Money Valuation: **\$17M**
- Round: **Seed**

Currently Raising: **No**



Core Team:

- Alfredo Brillembourg (CEO)
- Amy Jenkins (COO)
- Just Kraprayoon (Product Ops)
- Gareth Dismore (Head of Product)
- Pietro Rea (Head of Eng)

Product

Meadow is the modern platform where universities and their students manage the financial experience together from application to graduation.

Potential

Student Financial Services is a \$500B market. We are accessing it through the over 6000 universities in the US and starting with tuition payments

Investors:

- Giant Ventures
- Susa Ventures
- AlleyCorp
- Treble

Predictability

Meadow uses a B2B model and in our first year launched in 20 schools. Our revenue comes from two primary sources: SasS licensing fees and transaction fees. .

Purpose

We founded Meadow to help everyone focus on what's important: the education Our mission is to empower students financially and improve economic mobility in the United States through higher education.

MedAngle

Higher Education



[MedAngle.com](https://www.MedAngle.com)

Headquarters: Chicago

Capital Raised

- Amount: N/A
- Post Money Valuation: N/A
- Round: N/A

Currently Raising: **No**



Core Team:

- Dr. Mohammad Azib (Founder, CEO/CTO)
- Dr. Manahil Akmal Head of Education
- Dr. Syed Saad Ali Head of Pakistan

Product

MedAngle gives medical and dental students perfectly personalized and relevant educational content along with analytics tools on demand. Customized for institutions, students study smarter with us.

Potential

MedAngle's TAM is \$30B. There are 5,000+ medical and dental schools globally and approximately 5,000,000 students. We are serving MENAP now, and will scale globally and to more healthcare fields.

Investors:

- Bootstrapped

Predictability

MedAngle is B2C2B. We sell recurring and non-recurring subscriptions to premed, medical and dental students. Institutions can purchase MedAngle Enterprise to augment their education departments.

Purpose

MedAngle helps future doctors and doctors alike to learn more in less time with our technology and is helping to address the physician shortage globally with a focus on developing countries.

Mentor Spaces

Higher Education



WHERE WISDOM IS FREELY TRADED

mentorspaces.com

Headquarters: Denver, CO

Capital Raised

- Amount: **\$3M**
- Post Money Valuation: **\$12M**
- Round: **Seed**

Currently Raising: **Yes**



Core Team:

- Chris Motley (Founder & CEO)
- Kunal Parbadia (Co-Founder & VP Operations)
- Randy Emelo (SME & Strategist)
- Sanyu Gichie (Sr. Software Engineer)
- Mike Snider (Sr. Software Engineer)

Product

Mentor Spaces helps companies engage employees in virtual mentorship opportunities with underrepresented college students for internships/jobs with its native mobile app that features video and chat.

Potential

Companies spend \$8B annually on diverse talent attraction and retention, and \$100B annually on employee learning and development.

Investors:

- American Family Institute
- ECMC Group
- Rethink Capital
- The Social Entrepreneurs' Fund
- Portfolia
- Techstars

Predictability

Mentor Spaces offers B2B subscriptions starting at \$25K to power mentorship programs that build talent pipelines, expand brand reach and improve employee retention; Freemium model for universities.

Purpose

Mentor Spaces advances the careers of underrepresented students/professionals through scalable mentorship technology while helping corporations achieve its DEI, ESG, or CSR goals.

Tomorrow

Higher Education



tomorrow.university

Headquarters: Berlin

Capital Raised

- Amount: **\$4.5M**
- Round: **Seed**

Currently Raising: **Yes**



Core Team:

- Christian Rebernik (Founder & Co-CEO)
- Thomas Funke (Founder & Co-CEO)
- Johannes Arning (COO)
- Oliver Greuter-Wehn (Head Of Product)
- Marion Trigodet (Head Of Education)

Investors:

- Emerge Education
- Mediahuis Ventures

Product

We provide the Next Generation University. Students get access to a decentralized global collective, a flexible AI empowered learning platform and programs for the 21st century skills. We provide accredited stackable bachelor and master degree programs.

Potential

Higher education is with 2.2 trillion \$ one of the largest markets in the world and online is growing at 17% YoY. We are focusing on the 2 largest segments with business & engineering and a focus on Europe Market.

Predictability

First EdTech in Europe with state-recognized university licence. We have 200+ students in our degree programs at an ARPU of 15k+, NPS of 70 and a gross margin of 80%. Additionally we have 20+ corporate partners.

Purpose

Accelerate the transition to a more sustainable society. For this we educate and empower the ones who want to change the world by making quality education accessible and affordable.

uDocz

Higher Education



udocz.com

Headquarters: Mexico City

Capital Raised

- Amount: **\$2.2M**
- Post Money Valuation: **\$9M**
- Round: **Seed**

Currently Raising: **No**



Core Team:

- Carlos Effio (Co-founder & CEO)
- Ricardo García (Co-founder & EM)
- Raúl Guichard (CTO)
- Carolina Valenzuela (COO)
- Auke Van Deutekom (Head of Growth)

Product

uDocz is a learning platform that provides Latin American students access to class notes, e-textbooks and tutoring.

Potential

Latin America has 30 million higher education students and ranks second globally in enrollment growth rate. We are building the learning destination for the modern college student in the region.

Investors:

- GSV Ventures
- Salkantay VC
- Latitud

Predictability

We operate on a UGC and freemium model. Access is free, but subscriptions are required for premium features and materials. This model allows for rapid growth and recurring revenue with great margins.

Purpose

We envision a region where no student gives up on their academic goals. Our mission to help them thrive and reach their potential is supported by partners like publishers, universities, and educators.

UQ Solutions

Higher Education



UQSOLUTIONS

www.uq.solutions

HQ: Charlottesville, VA

Capital Raised

- Amount: **\$50K**
- Post Money Valuation: **\$5M**
- Round: **Pre-Seed**

Currently Raising: **No**



Core Team:

- Dr. Seth Houston (Founder & CEO)
- Craig Heldman (Advisor)
- Alec Campbell (Advisor)
- Rob Aronson (Advisor)

Product

UQ's market intelligence and performance analytics platforms help colleges and universities optimize their program portfolios for enrollment growth, workforce alignment, and financial sustainability.

Potential

Global TAM is \$1.9B. We aim to be a leading analytics provider for higher ed, from student retention to financial management, and to sell to students too. Eventually, we will expand internationally.

Investors:

- James Laughlin

Predictability

We sell B2B, as annual subscriptions, \$14-\$68K. Over last 16 months, sold to 20 universities. 100% ann. subscriptions renewed. Clients recommend us to peers. Price up 43% YoY. ARR \$308K, growing 13%/m.

Purpose

Too many colleges struggle because they don't offer the programs today's students seek, they don't allocate resources efficiently, and they lack good data. We help them deliver more value—and thrive.

Wizeprep

Higher Education



www.wizeprep.com

Headquarters: Vancouver, CA

Capital Raised

- Amount: **\$4.9M**
- Post Money Valuation: **SAFE @ \$11.5M Cap**
- Round: Seed

Currently Raising: **YES**



Core Team:

- Cyrus Moradian (Co-Founder & CEO)
- Mike Maloon (Co-Founder & CTO)
- Sean Moen (CFO)
- Lindy Ledohowski (COO)

Product

Wizeprep bundles video content, practice questions, and Q&A support, into study packages that are tailored to a student's specific college course and personalized to the individual's learning needs.

Potential

Wizeprep targets each faculty at each of the 4,500 colleges across North America through campus-specific marketing. It drives \$1M of revenue at its top college through a 5.5% market penetration.

Investors:

- Luma Launch
- Panache Ventures
- WUTIF Capital
- & more

Predictability

Wizeprep's B2C subscription model charges students \$29.95/month, who can also add live sessions a la carte, priced between \$50-\$350/package. Revenue grew by 63.6% YoY and subscribers by 180.5% YoY.

Purpose

To empower and enable students' full potential by helping them achieve academic success throughout their entire learning journey.

Woolf

Higher Education



woolf.university

Headquarters: San Francisco

Capital Raised

- Amount: **\$7.9M**
- Round: **Seed**

Currently Raising: No

Core Team:

- Joshua Broggi
(Founder and CEO)
- Oleksii Bilous
(Co-founder, CTO)
- Oleksii Pysanko
(Co-founder, VP Engineering)

Product

Woolf helps leaders in online higher education launch accredited degrees in weeks. Our patent-pending software manages compliance in lieu of a full staff and converts learning into academic credits.

Potential

By 2030, 25,000 new students/day seeking higher education will require creating 1 new university/day. We've partnered with market leaders like upGrad and Scaler to address the supply and demand issue.

Investors:

- First Round Capital
- Connect Ventures
- Gokul Rajaram

Predictability

Woolf operates with a B2B2C model. With two new colleges joining per month, we charge an annual SaaS fee and collect a portion of revenue from students enrolled in degree programs on our platform.

Purpose

Woolf is building the largest global collegiate university in the world to increase access to world-class higher education and ensure that it is globally recognized and transferable.

YOURIKA

Higher Education | Workforce

YOURIKA
Advance Intelligence

Website: yourika.ai

Headquarters: Waterloo

Capital Raised

- Amount: **\$2.6M**
- Post Money Valuation: **\$9.34M**
- Round: **Seed**

Currently Raising: **No**



Core Team:

- Rob Henderson (CEO)
- Shady Shehata (CTO)
- Fakhri Karray (Chief Scientist)

Product

YOURIKA is a leader in predictive AI. Its Smart'n platform evaluates students' understanding and provides real-time personalized learning support so students understand more, in less time.

Potential

Smart'n has a TAM of \$39.6B. There are 220 million potential students seeking professional degrees, licenses, and certifications. Initially targeting nursing students in North America.

Investors:

- Harlo Equity Partners
- Amazon Alexa Fund
- TechStars
- Two Small Fish Ventures
- Globalive Ventures
- Plug & Play

Predictability

Smart'n is a B2C product-led growth product. Currently, Smart'n has an NPS score of 68 and generating \$165 per paid user.

Purpose

We aim to be the world's most learner centric company by enabling personalized and cutting-edge learning experiences that better support each students journey to the professional world.

Workforce Learning

Astrid

Workforce Learning

astrid.

www.withastrid.com

HQ: Stockholm, Sweden

Capital Raised

- Amount: **USD 6m**
- Valuation: **n/d**
- Round: **Seed**

Currently Raising: **NO**



Core Team:

- Andreas Kullberg (CEO, Co-founder)
- Thuy N. Tran, PhD (CTO, Co-founder)
- John Kristensen (COO, Co-founder)

Product

Astrid is the 'Grammarly for spoken communication' built by a team that brought you Spotify and Candy Crush. A generative AI communication coach designed for the hybrid work era, delivering high-value coaching in a revolutionary new way that requires nothing from the user - yet provides super powers to help you win that next business meeting.

Potential

In the U.S. alone, 100 million knowledge workers are increasingly working in a hybrid model which defaults to digital-first communication with Video as #1 channel. When poor communication is a trillion dollar problem for U.S. businesses, nearly every company needs to train its employees in spoken communication skills.

Investors:

- Astrid is backed by some of Europe's most renowned tech unicorn founders, globally renowned investors, business leaders and advisers

Predictability

B2B SaaS Model.

Purpose

Astrid helps businesses improve team collaboration and communication skills with the power of AI, to help them achieve their goals.

Baltu

Workforce Learning

Technologies



www.baltutech.com

HQ: Phoenix & Seattle

Capital Raised

- Amount: **\$1.5M**
- Post Money Valuation: **\$7M**
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- Peter Costa - CEO
- May Costa - COO
- Fox Bonilla - CTO
- Spencer Battersby - CIO
- Hannah Estes - Lead Developer
- Dr. Sian Proctor - Chief Engagement Officer

Product

Manufacturers are investing in new technology but lack the skilled workforce to operate and maintain it. **SuperDoc** is an On-The-Job training platform to help organizations upskill their workforce.

Potential

TAM - \$500Bn - Industries adopting automation, robotics, and AI.
SAM - \$10Bn - Advanced Manufacturing, Semiconductor, and Aerospace within the US.

Investors:

- Mainly bootstrapped
- Megan O'Connor Capital
- End Poverty Make Trillions.

Predictability

Baltu uses a B2B SaaS model for SuperDoc. We also have an upskilling program that currently charges \$1,000 per participant. We pilots with large organizations

Purpose

"Baltu" means people. As automation, robotics, and AI adoption increase, our mission is to develop a skilled workforce and increase access to high-quality jobs in industries affected by these technologies.

CareerDash

Workforce Learning

The logo for CareerDash, featuring the word "careerdash" in a lowercase, sans-serif font. The letters are colored: 'c' is orange, 'a' is green, 'r' is blue, 'e' is purple, 'e' is pink, 'd' is light blue, 'a' is light green, 's' is light blue, and 'h' is light green.

[CareerDash.com](https://www.careerdash.com)

Headquarters: Austin

Capital Raised

- Amount: **\$840K**
- Post Money Valuation: **\$7M**
- Round: **PreSeed**

Currently Raising: **YES**



Core Team:

- Bob Sherriff (CEO and Co-Founder)
- Jim Sherriff (Co-Founder)
- Abbey Ehn (Co-Founder and Head of Student Success)
- Brent Werbeck (Co-Founder and COO)

Investors:

- LearnLaunch
- WGU Labs

Product

CareerDash provides modern workforce programs for roles AI won't automate. We effectively develop knowledge, technical skills, AND interpersonal skills that no other program does through individualized coaching and courses developed in tandem with employer needs.

Potential

CareerDash's TAM is \$106B. There are 38M jobs being poorly serviced by the bachelor's degree and 1.B people at risk of losing their job to automation. We're building ecosystems in Denver, Chicago, and Reno initially and then we'll expand into other major metros nationally.

Predictability

CareerDash operates with a B2C and B2B2C model. We acquire students directly as well as partner with community colleges in major metropolitans. We charge \$3500 for tuition and share 25% to partner schools.

Purpose

CareerDash provides low-cost, high-outcome programs to career transitioners and provides employers with high-quality, low-cost talent for their open roles.

Chezie

Workforce Learning



Website: www.chezie.co

Headquarters: Atlanta, GA

Capital Raised

- Amount: **\$750K**
- Post Money Valuation: **\$6M**
- Round: **Pre-Seed**

Currently Raising: **NO**



Core Team:

- Toby Egbuna (Co-founder & CEO)
- Dumebi Egbuna (Co-founder & CMO)
- Jesse Contreras (Founding Software Engineer)

Product

Chezie helps companies retain their diverse talent with an all-in-one solution for building and managing employee resource groups. We give our customers a single place to track membership, engagement, budget, and events.

Potential

Total DEI spending is \$40B annually and when drilling down, we estimate the available market (companies with ERGs) to be about \$2.6B. We are targeting companies with 5k-10k FTEs who are headquartered in the United States.

Investors:

- 2045 Ventures
- SE Capital
- JonesTrauber
- Concrete Rose & Acrew Capital Angel Squad
- Pax Momentum

Predictability

Chezie is a B2B SaaS company. We charge an annual subscription fee based on ERG participation. We have 13 paid customers and \$185k in ARR.

Purpose

Chezie is creating the most inclusive and equitable workplaces on Earth.

Colearn Labs (Eskwelabs)

Workforce Learning



Website: colearnlabs.com

Headquarters: Singapore

Capital Raised

- Amount: **\$450,000**
- Post Money Valuation: **\$4.5mn**
- Round: **Pre-seed**

Currently Raising: **Yes**



Core Team:

- Angela Chen-Delantar (Co-founder, CEO)
- Aurelien Chu (Co-founder, COO)

Product

We provide 5-on-1 live group classes that build future-ready skills and teams. Having delivered 300,000 learning hours at a completion rate of 95% and NPS of 70.

Potential

The upskilling market is \$411mn (HolonIQ). We currently offer data analytics and data science skills and will expand to cover business, product, design, and AI tools.

Investors:

- Antler
- Eduspaze
- Citrine Capital
- Novus Paradigm

Predictability

We operate on a B2B basis and partner with companies, universities, tools providers, creators for go-to-market. Our average tuition is \$500/learner at a gross margin of 75%.

Purpose

Bring people together through amazing learning experiences so their careers can benefit from and not be disrupted by technology.

Daivergent

Workforce Learning



DAIVERGENT

<https://www.daivergent.com>

Headquarters: NYC

Capital Raised

- Amount: **\$5.5MM**
- Post Money Valuation: **\$18MM**
- Round: **Seed**

Currently Raising: **No, but open to new discussions**



Core Team:

- Byran Dai (Co-Founder & CEO)
- Rahul Mahida (Co-Founder & CTO)
- Thomas Cory (Director of Program)

Contact us:
bdai@daivergent.com

Product

First insurance-reimbursable job readiness platform for the 70 million Americans with disabilities. Combines all-virtual, video-based learning interface with an AI-enabled, on-demand talent pool of the top 2% of special education instructors across the world.

Potential

TAM is \$51 billion (\$11B in Vocational Rehabilitation; \$41B in Medicaid), representing total US spend for workforce training in the disability community. 83% of disability providers have closed their doors to new candidates due to severe staffing shortages, and billions of allocated dollars are unspent each year

Investors:

- Zeal Capital Partners
- Kapor Capital
- Difference Partners
- Strada Education Network
- Springbank Collective
- Entrepreneurs Roundtable Accelerator

Predictability

Daivergent contracts with states for up to \$85/hour to deliver workforce training virtually to their job-seekers with disabilities (@ 71%+ gross margins). Arizona and Texas are the first states to approve Daivergent for coverage in their vocational insurance plans to all their 115,000 enrollees (California, Georgia, Virginia upcoming)

Purpose

Our founders are families of disability. Byran's brother is a 24-year old autistic self-advocate, and like 70 million other families, they struggle to find adult services that maximize his brother's potential. Daivergent believes the first step is securing employment of this massive, high-potential, but underutilized talent population – who are 85% unemployed.

DEV.F

Workforce + Lifelong Education

DEV.F

Website: <http://devf.la>

Headquarters: Mexico City

Capital Raised

- Amount: **\$1.4M USD**
- Post Money Valuation: **\$8.5M USD**
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- Elias Shuchleib
- Enrique Diaz
- Alejandro Garza
- Manuel Morato

Product

Hackathon and cohort-based learning methodology for teaching tech skills which lead to high quality employment in tech sector. Also a digital Campus which serves as LMS, Career Center and Student Community; we track granular data on students' learning curve for top experience + job matching.

Potential

We have sufficient technology to serve tens of thousands of students – we currently have 2000 active students. With our tech + AI we could use our students' learning data to provide a personalized learning experience and career coaching for our students to go from zero to a well paying job in tech.

Investors:

- Capital Invent
- Coppel Family Office (Koval)
- Daniel Undurraga + Oskar Hjertonsson (co-founders @ Cornershop)
- Other friends and family

Predictability

Our courses go for as low as \$49 USD a month – we are the technology school that offers the best professional result for the best price. We see opportunities to serve the Hispanic Spanish-speaking market in the USA and to keep growing in LATAM. We predict getting to 5,000+ active students in the following 12 months.

Purpose

Since DEV.F's genesis, our core mission has always been to generate social mobility in LATAM through high-quality and affordable education. We have stories of low-wage workers such as taxi drivers, plumbers, etc., who have studied with us and have gone on to become software developers at tech companies.

Emtech Institute

Workforce Learning



Emtech Institute

Headquarters: Palo Alto

Capital Raised

- Amount: **\$375K**
- Post Money Valuation: **\$10M**
- Round: **Seed**

Currently Raising: **Yes**



Core Team:

- Fernando Sepúlveda (Co-founder & CEO)
- Aurelio Nuño (Co-founder)
- Yadira Álvarez (COO)
- Fátima Carreras (CCO)
- Nancy Marín (Head of UXLC)

Product

We are closing the digital skills gap in the Spanish-speaking world by developing Workforce Ecosystems: an end-to-end solution to train people at scale in different technologies and place them in well-paid jobs.

Potential

The TAM for skilling and upskilling in emerging technologies in the Spanish-speaking population is 8 million people. We are dominating the Salesforce vertical (2M professionals are needed by 2024 in Latam), and will continue with the most demanded emerging technologies.

Investors:

- Mentors Fund
- Tálisis
- Angel Investors

Predictability

Our B2B2C Model aligns the incentives of key players in the industry, marketing our courses through partners. We provide world-class training on high-employability courses. Our graduates access to employment opportunities with tech companies, and we receive a job placement fee.

Purpose

Our Mission is to unlock inclusive economic opportunity in an age of technological disruption.

FLOW Speak

Workforce Learning & HE



FLOW

flowspeak.io

Headquarters: San Diego

Capital Raised

- Amount: **\$300,000**
- Post Money Valuation: **\$1.9 M**
- Round: **pre-seed**

Currently Raising: **YES**



Core Team:

- Matt Sussman
(CEO & Co-founder)
- John Goodman
(CTO & Co-founder)

Product

FLOW Speak is a game-changer for non-native professionals, using AI voice technology to supercharge English-speaking confidence and propel careers to the next level.

Potential

FLOW's market is the 350 million intermediate-level working professionals and college students representing a TAM of \$15B. Segments are multinational companies, universities, and exchange programs.

Investors:

- Launch Factory

Predictability

B2B sales drive revenue growth with packages from \$12/learner/month. In just a few months on the market, we have acquired 13 clients and expect 3X growth by H1 2023 with deals ranging from \$2K-\$50K.

Purpose

Everyone deserves a voice. Our goal is to provide learners, including marginalized populations, with the tools and support they need to speak up for themselves and pursue meaningful career opportunities.

GreenFig

Workforce Learning

GREENfig

Website: greenfig.com

Headquarters: SF Bay Area

Capital Raised

- Amount: **\$2M**
- Post Money Valuation: **\$7M**
- Round: **Seed-2**

Currently Raising: **Yes**



Core Team:

- Sara Leoni, CEO
- Juli Zarzour, COO
- Luke Wallace, CMO

Product

Career acceleration platform for today's codeless digital workforce. We help aspiring professionals gain the in-demand skills, knowledge, credentials and confidence to succeed in high paying careers.

Potential

The TAM for our market is \$10B, growing at a 17% CAGR. The US Digital Transformation market is expected to grow from \$709B to \$3T in 2029. 90% of jobs will require digital skills which have a shelf life of 18 - 36 mo..

Investors:

- Wildcat Venture Partners
- Jenzabar
- WGU Labs
- Jason Palmer

Predictability

In just 3 years, we've secured 20 university partnerships, served thousands of adult learners and successfully grown 3.4X y/y—on track to achieve \$10M in 2023 (Q1 run rate of \$8M). B2B2C business model.

Purpose

GreenFig provides universities with a highly effective, turnkey solution for industry-focused certificate programs and enables students to build the digital skills, know-how and credentials to accelerate in their careers.

iBrainy

Workforce Learning



iBrainy

iBrainy.org

Headquarters: Tel Aviv,
Israel
Capital Raised

- Amount: **\$120,000**
- Post Money Valuation **\$3m**
- Round: **Pre-Seed**

Currently Raising: **Yes**



Core Team:

- Eden Bitton (CEO & Co-Founder)
- Asaf Gaber (CTO & Co-Founder)

Product

iBrainy is shortening employee time to productivity, helping companies create efficient learning 50% faster with generative AI tools, gamification, a mobile app, micro-learning, and robust analytics.

Potential

80% of the workforce are deskless employees. Our solution is perfect for deskless employees and Gen Z. Our SOM: 1% of workforce training and deskless training in the US is estimated at 234M / year.

Investors:

- Techstars

Predictability

Our business model is B2B subscription, and the pricing is per learner and according to the relevant plans and features. Our basic & limited plan is free-forever to create inherently viral growth.

Purpose

iBrainy is a self-served product that allows every manager to quickly create engaging microlearning training & quizzes that feels like a game. It is perfect for deskless employees & Gen Z employees.

IKONA

Workforce Learning

The logo for IKONA, featuring the word "ikona" in a lowercase, sans-serif font. The letter "i" is a dark blue color, while the other letters are black.

ikona.health

Headquarters: NYC

Capital Raised

- Amount: **\$950K**
- Post Money Valuation: **\$12M**
- Round: **Seed**

Currently Raising: **Yes**



Core Team:

- Tim Fitzpatrick (Co-Founder & CEO)
- Todd Maddox, PhD (VP, Learning Science)
- Jen Russell, PhD (Dir, Program Design)
- **Caroline Webb, RN (Clinical Education)**

Product

IKONA is a learning platform trusted by 250 clinics to help patients understand and transition to new treatment options. Our first commercial product includes a VR headset and enterprise SaaS platform.

Potential

IKONA's TAM is \$3B. There are 7,500 dialysis clinics in the US and 600,000 patients on dialysis. We plan to expand within kidney care settings (1 in 5 Medicare dollars) then to adjacent chronic markets.

Investors:

- StartUp Health
- On Deck (ODX1)
- National Science Foundation (NSF)
- US Air Force (AFWERX)

Predictability

IKONA operates with a B2B model. We offer dialysis clinics annual licenses to our VR Kits and enterprise SaaS platform for \$2,000 per kit. We plan to add usage-based pricing in 2H23.

Purpose

IKONA improves patient activation and expands access to at-home care by helping providers deliver effective, measurable patient education during transitions of care.

ion Learning

Workforce Learning



ionlearning.com

Headquarters: San Diego

Capital Raised

- Amount: **\$1.2M**
- Post Money Valuation: **\$14M**
- Round: **Seed+**

Currently Raising: **NO**



Core Team:

- Shavon Lindley
(Co-founder & CEO)
- Christina Asbaty
(Co-founder & COO)

Product

ion's Peer-Learning Platform turns isolating training content into social and collaborative experiences by automating diverse peer-learning groups into every course with clients like Argo and Regeneron.

Potential

ion's TAM is \$8B. There are 7,600 companies in the United States with at least 2,500 employees. We've targeted fast-growing companies with global and remote teams who need scale to succeed.

Investors:

- Techstars
- Juvo VC
- eon Capital Venture
- Lisa McGill
- Ron Storn

Predictability

ion operates with the proven B2B SaaS model offering 12-months unlimited access to our peer-learning course builder, diversity-focused algorithm, and ion Academy starting at \$300/per learner.

Purpose

ion transforms the way learning and human connection happen at work to unlock the potential of all talent at all levels.

KeepWOL

Workforce Learning



KeepWOL.com

Headquarters: Phoenix

Capital Raised

- Amount: **\$1.1M**
- Post Money Valuation: **7.5M**
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- Lauren Fitzpatrick Shanks (Founder & CEO)
- Ashley May (Head of Learning & Development)
- Andrew Kurland (Head of Product Marketing)

Product

KeepWOL is a fun learning platform for teams that uses games to engage, develop, and retain top talent. We provide actionable insights and data for leaders to improve culture and team effectiveness.

Potential

KeepWOL's North American TAM is \$165B. Our initial target customers are enterprise companies with at least 1000 employees and a dedicated L&D department - a serviceable market size of \$5.4 billion.

Investors:

- Bright Ventures
- NuFund Venture Group
- 369GP
- Techstars

Predictability

KeepWOL uses a B2B subscription model, charging per seat, per month, billing annually. Pricing is on a sliding scale with volume discounts. There are additional service fees for certification training and event facilitation.

Purpose

KeepWOL helps foster strong human connections among dispersed teams, improving communication, understanding, and job satisfaction. Over 90% of users say KeepWOL makes them feel more seen and heard.

LearnTube

by CareerNinja

Workforce Learning



LearnTube

by CareerNinja

[Learntube.ai](https://learntube.ai)

Headquarters: Mumbai

Capital Raised

- Amount: \$1M
- Post Money Valuation: Convertible
- Round: Pre-Seed

Currently Raising: YES



Core Team:

- Shronit Ladhani (CEO, CPO)
- Gargi Ruparelia (CMO, CHRO)
- Arjun Dhall (CBO)

Product

LearnTube is your co-pilot for learning! Our AI builds a custom syllabus for each learner, accordingly curates the best YouTube content & generates assessments, real-time feedback & doubt-solving.

Potential

2 Billion people learn on YouTube monthly, facing the problem of lack of structure & proof of learning. We are building for the world with an initial focus on the 50M students/recent graduates in India.

Investors:

- Unitus Ventures
- AngelList Quant Fund
- LetsVenture
- Sekhsaria Family Office

Predictability

500,000 learners are using our freemium product, with a completion rate 5x of Udemy & an acquisition cost of 6¢/user. Users pay between 5-25\$/month for certification, live workshops & placement support.

Purpose

We make high-quality, engaging & outcome-focussed learning 40x cheaper & thus accessible to the global masses. The best of CBCs clubbed with the ease of YouTube, delivered via our app & simple whatsapp bot.

Loop Academies

Workforce Learning



www.loopacademies.com

Headquarters: Monrovia

Capital Raised

- Amount: **\$150k**
- Post Money Valuation: **N/A**
- Round: **Friends/Family**

Currently Raising: **Yes**



Core Team:

- Marvin Tarawally (Founder & CEO)
- Gwath Kroma (Co-founder & COO)
- Jubilate Lema (Co-founder & CFO)

Product

Loop is creating a personalized school to workforce solution where students can learn skills needed in the workforce and unlock opportunities such as jobs, internships, startup funding, etc.

Potential

With 677 million Africans between ages 3 and 24. The need to provide scalable education solution to this population is one of the greatest market opportunities on the continent.

Investors:

- Bootstrapped
- Anonymous

Predictability

Loop operates a education as a service model with direct sales to users and buyers. Both users (students) and buyers (governments/foundations,etc) can pay for their annual subscription.

Purpose

Loop's purpose is to ensure young Africans have the skills and tools to enter the workforce. Our goal is to become a trusted partner for each student on their journey to becoming workforce ready.

Lynx Educate

Workforce Learning



lynxeducate.com

Headquarters: Paris

Capital Raised

- Amount: **\$2.1M**
- Post Money Valuation: **\$9.5M**
- Round: **Pre-Seed**

Currently Raising: **Yes**



Core Team:

- Sylvie Milverton (CEO & Co-Founder)
- Lamia Rouai (Chief Academic Officer & Co-Founder)
- Frances Harari (Director Strategic Partnerships)

Product

Lynx is a B2B “learning as a benefit” platform to attract and retain frontline workers. Employees choose from a range of company-sponsored education options and are supported through success coaching and career guidance.

Potential

The Lynx TAM is \$50B (40M frontline workers in Europe). We are initially targeting companies in hospitality and retail with HQs in France and UK, and will then expand across Europe and into additional verticals.

Investors:

- Rethink Capital
- Emerge Education
- Brighteye Ventures
- Reach Capital
- Bisk Ventures
- Angel Investors

Predictability

Lynx is a B2B model with multi-year contracts. Companies pay a set-up fee, programme fees, and ongoing learner coaching fee. We drive revenue growth through increased uptake and average programme cost.

Purpose

Lynx Educate is on a mission to unlock career mobility for Europe’s frontline workers.

Matcha

Workforce Learning



MatchaElectric.com

Headquarters: Boston

Capital Raised

- Amount: **\$100K**
- Post Money Valuation: **\$8MM**
- Round: **Pre-Seed**

Currently Raising: **YES**



Core Team:

- [Chris Kluesener](#) (Co-Founder & CEO), ex-Deloitte Future of Work
- [Jonathan Sobin](#) (Co-founder & COO), 2x Founder launched Collegiate Bicycle Company

Product

Matcha is a vertical SaaS platform for apartment owners to manage EV chargers for tenants. We train & employ field staff electric apprentices from local communities offering an alternative to college

Potential

US electric vehicle charging stations will grow 900% by 2030 with apartments as the fastest growing segment. TAM of \$148BN. We're starting with New England suburban apartments and communities

Investors:

- Entrepreneurs Roundtable Accelerator NYC (\$100K)
- MassChallenge

Predictability

We source property owners seeking to spend \$25-250K on EV chargers, and get them grant subsidies covering up to 80% of installation costs. Owners pay monthly per charger for operations and maintenance.

Purpose

We're on a mission to give all people, including renters, the opportunity to participate in the energy transition, while ensuring access to climate careers and critical infrastructure.

Contact: chris@matchaelectric.com

Nucleos

Making Second Chances Happen
Workforce Learning, Adult Learning

The logo for Nucleos features the word "NUCLEOS" in a bold, sans-serif font. The letter "O" is replaced by a stylized blue circle with a white dot in the center, resembling an eye or a lens. A horizontal line with an arrowhead points from the "E" towards the "O".

Website: www.nucleos.com

Headquarters: Santa Cruz, CA

Capital Raised

- Amount: **\$4M**
- Post Money Valuation: **\$12M**
- Round: **Seed**

Currently Raising: **YES,**
Series A



Core Team:

- Noah Freedman (CEO)
- Princeton, Stanford
- Vikas Verma (VP
Engineering) - IIT,
Microsoft
- Christopher Aro
(Director of
Operations) - U.S.
Marines, Inspectify

Product

Nucleos offers a next-gen learning platform with AI coaching for rehabilitation, driving education and workforce growth through strategic collaborations with leading content providers.

Potential

Nucleos, an education platform with 2x YoY growth, has potential to expand to multiple segments, serving 56M specialized learners in correctional, at-risk youth, special ed, homeschooling & community college markets.

Investors:

- National Science Foundation
- Dave Dahl (founder,
Dave's Killer Bread)
- WGU Labs
- Vista Partners LLC
- ScaleGood Fund
- Princeton Alumni
Entrepreneur Fund
- iT1

Predictability

Nucleos' predictability: Regulatory tailwinds, bipartisan justice reform, Pell expansion & cross-silo upskilling tools ensure growth. We charge \$25K per year for our platform license plus \$250 / yr / user seat license.

Purpose

Nucleos champions social justice & equity by expanding access to education & vocational opportunities for justice-involved & non-traditional learners. Our mission is to promote a more just society through education & training.

PathMatch

Workforce Learning



www.pathmatch.com

Headquarters: Los Angeles

Capital Raised

- Amount: **\$2.8M**
- Post Money Valuation: **\$10M**
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- **Nancy Soni**
(CEO/Founder)
- **Rich Wu**
(CBO)
- **Alex Di Battista**
(Head of Engineering)
- **Austin Baird**
(Head of Design)
- **Robert Woo**
(Head of Marketing)

Investors:

- Zeal Capital
- Precursor Ventures
- M13
- Alumni Ventures
- Stout Street Capital
- Capital7
- SV2
- The Fund

Product

PathMatch is the leading Career Navigation App for Gen Z and Early Career Talent Development + Recruiting platform for Companies. We help today's students navigate and thrive in tomorrow's workforce.

Potential

The Global Online Recruiting + Upskilling Market has a \$52B TAM. PathMatch currently serves the US early career market with plans to grow internationally and into alternative pathways and mid-career.

Predictability

PathMatch is B2C2B. We acquire students digitally and offer free career navigation tools. We offer per-user and tiered SaaS pricing to Employers. We've grown to 80K+ students and \$460K in revenue.

Purpose

53% of college graduates end up underskilled, un(der)employed, and mired in debt. Many are diverse first-gen students. PathMatch bridges the gap preparing students for a rapidly-changing workforce.

Qureos

Workforce learning

The logo for Qureos, featuring the word "qureos" in a blue, lowercase, sans-serif font with a trademark symbol. The letter 'q' has a distinctive shape with a small loop at the bottom.

[Qureos.com](https://qureos.com)

Headquarters: UAE

Capital Raised

- Amount: **\$3M**
- Post Money Valuation: **\$10M**
- Round: **Pre-Seed**

Currently Raising: **YES**



Core Team:

- Alexander Epure (Co-Founder & CEO)
- Mehrad Yaghmai (Co-founder & CPO)
- Usama Nini (Co-founder & COO)

Product

Qureos helps early career professionals in their transition from campus to the workplace. Gen Z are able to get 1:1 mentorship, build a portfolio with industry projects and get matched to relevant job opportunities.

Potential

Qureos' TAM is \$100B. There are 220M university students globally where 60%+ are ideal persona for upskilling and placement. We're initially focusing in UAE, Pakistan and Saudi and will expand regionally.

Investors:

- Colle Capital
- COTU Ventures
- Globinvest
- Plutus21
- Dubai Angel Investors

Predictability

Learners (200K) - Freemium (limited access) to projects & mentorship and \$39/mth for full access membership
Employers (500+) - Freemium (limited access) to candidates matches and pay a subscription starting at \$149/mth

Purpose

Qureos nurtures aspiring professionals with mentorship and project-based learning to achieve their career goals which reduces the skill gap in the transition from campus to workplace.

Qwasar

Workforce Learning



[Qwasar.io](https://qwasar.io)

Headquarters: San Francisco

Capital Raised

- Amount: **\$1.4M**
- Post Money Valuation: **\$8M**
- Round: **Pre-seed**

Currently Raising: **YES**



Core Team:

- Kwame Yamgnane (Co-founder, CEO)
- Gaetan Juvin (Co-founder, CTO)
- Jennifer Robertson (Co-founder, COO)

Product

Qwasar is an engineering training provider focused on early and mid-career engineers. We are known for our expertise in DevOps, backend software engineering, data science, AI/ML, and full stack development. We provide training programs and apprenticeships.

Potential

Qwasar's TAM is \$880M. We operate nationally with a geographic focus on CA, CO, and MD/DMV, and on industries where backend SWEs are in high demand. New products are planned later for market expansion for training mid- and senior-level software engineers.

Investors:

- SOSV
- Sukna Ventures
- Various angel investors from Europe

Predictability

Qwasar charges \$10K per apprentice to companies in a B2B model. We charge \$2400 per learner for our training programs (these feed our apprenticeships). We have 200+ learners, growing YoY, and have 5 Fortune 500 companies in our apprenticeship pipeline and \$5M in deals.

Purpose

Qwasar is on a mission to train millions for the digital world and to make training accessible. Advanced engineer apprenticeships bridge existing talent gaps and it's time to make them mainstream in America.

Re:course AI

Workforce Learning, Higher Education

Re:course

RecourseAI.com

Headquarters: Manchester

Capital Raised

- Amount: **\$4.5M**
- Round: **Seed**

Currently Raising: **NO** (in 12 months time)



Core Team:

- Scott Martin (Co-Founder & CEO)
- Maksim Belousov (Co-Founder & CTO)
- Graham Morris (SVP, Global Client Relations)

Product

Re:course are reimagining healthcare student and workforce potential using AI-powered digital humans. The experiential skills development platform instantly lets clinicians put theory into practice, using conversational Digital Humans to simulate complex interactions, from diagnosing virtual patients to delivering feedback to VR colleagues.

Potential

In the next two years, there will be a shortage of up to 450,000 bedside nurses in the U.S. This will worsen already staggering statistics: Annual cost of medical errors in the US estimate at \$1.9B, killing 250,000 Americans per year, with 50% malpractice claims stemming from misdiagnosis.

Investors:

- Praetura Ventures, Par Equity, Northern Gritstone

Predictability

Re:course AI operates with a B2B SaaS model. We allow universities, hospitals and health systems to licence our platform and give their clinicians access to on-demand digital AI humans.

Purpose

Re:course AI are on a mission to reimagine clinician potential and transform patient care through their world leading conversational AI learning & assessment platform for healthcare professionals.

Resilia

Workforce Learning

RESILIA

Website: resilia.com.br

Headquarters: Rio de Janeiro

Capital Raised

- Amount: **\$2M**
- Post Money Valuation: **\$11M**
- Round: **Seed**

Currently Raising: **NO**



Core Team:

- Bruno Cani (Founder & CEO)
- Daniel Rocha (CTO)
- Fernanda Pedreira (COO)
- Verônica Borges (CMO)

Product

Resilia helps other companies to train, hire and retain talents, focused on their internal needs and with an eye on diversity. Resilia used to work in B2C, but is now primarily focused on B2B and is testing her first B2B2C product.

Potential

Resilia' TAM is R\$30B. We initially operate in Brazil and intend to expand to Latin America.

Investors:

- XP Inc
- Individual Investors

Predictability

Resilia operates in a B2B and B2B2C model, with an average ticket of R\$200k per company in the B2B segment and R\$1,5k per student in the B2B2C segment.

Purpose

Resilia supports top companies and institutions to train the next generation of professionals. Our market-aligned methodology creates professionals who learn and grow from adversity.

Rézme

Workforce Learning



www.rezme.app

Headquarters: Palo Alto

Capital Raised

- Amount: .06M
- Post Money Valuation: N/A
- Round: Pre-Seed

Currently Raising: YES



Core Team:

- Jodi Anderson Jr (Co-Founder & Product)
- Timothy McNutt (Co-Founder & Growth)
- Matthew Saleh (Co-Founder & Performance Measurement)

Product

Rézme enhances social mobility for justice-impacted citizens via targeted recruiting & tailored learning. We connect users to education, training, and life services while ensuring employer compliance.

Potential

Rézme's TAM is \$32B. By helping 70M+ US citizens with records fill 9.9M jobs, we tackle an \$87B underemployment-based GDP loss. Starting in NY & CA, we expand nationwide with fair chance legislation.

Investors:

- Bootstrapped

Predictability

Rézme provides a free service for users and a B2B model with subscription pricing based on negative background screen volume, ensuring legal compliance in candidate screening and hiring.

Purpose

Rézme aims to reduce recidivism and justice involvement by removing barriers to employment, education, and access to opportunities for underserved communities affected by mass incarceration.

SimSkills

Workforce Learning



[Simskills.io/en](https://simskills.io/en)

Headquarters: Madrid

Capital Raised

- Amount: **\$290K**
- Post Money Valuation: **\$ 5,5M**
- Round: **Pre-Seed**

Currently Raising: **Yes**



Core Team:

- Santiago Oddone (Co-Founder & CEO)
- Ana Paredes (Co-founder & CMO)
- Dekel Abelson (Co-founder & CTO)

Product

SimSkills is a role-playing simulator for leadership training. We use AI to provide simulations with conversational avatars and real-time feedback for continuous improvement.

Potential

Globally, the leadership training market is \$350B and it is growing rapidly. Our target is becoming a billion dollar company over the next 5 years.

Investors:

- Demium Capital
- NOA Venture
- FNV Capital
- Emiliano Abramzom
- Pablo Raganato
- André Zimmermann

Predictability

SimSkills operates with a B2B monthly subscription model per user.

Purpose

SimSkills purpose is democratizing soft skills training with a cost effective solution. In line with SDGs 4 and 9, linked to quality education and innovation.

Shimmy

Technologies

Workforce Learning



SHIMMY[®]

Website: www.shimmy.io

Headquarters: Brooklyn, NY

Capital Raised

- Amount: N/A
- Post Money Valuation: N/A
- Round: N/A

Currently Raising: **NO**



Core Team:

- Sarah Krasley (Founder & CEO)
- Anaité Aguirre (Director of Customer Success)
- Ashley Nichols (Director of Operations)

Product

Shimmy develops game-based trainings on mobile and tablet devices so garment workers can upskill and reskill at pace with automation anywhere there is an internet connection.

Potential

There is an annual \$11.8B TAM within the global ready-made-garment (RMG) industry. We currently focus on RMG factories and fashion brands operating in SE Asia and Central America.

Investors:

- Bootstrapped

Predictability

We operate on a service-contracts basis with brands to train within their supply chains. We are testing willingness to pay for a monthly subscription model for factories and testing product 'stickiness' among garment workers.

Purpose

Through joyful, accessible, and digital technical training, more women have the confidence and opportunity to pursue higher paid roles and workers are leaning into automation instead of fearing it.

Skillful.ly

Workforce Learning

The logo for Skillfully, featuring the word "Skillfully" in a white, sans-serif font. The letter "l" is stylized with a vertical bar that has a rainbow gradient from blue at the top to red at the bottom.

www.skillful.ly

HQ: San Francisco, CA

Capital Raised

- Amount: **\$2.6M**
- Post Money Valuation: **\$15M**
- Round: **Seed**

Currently Raising: **No**



Core Team:

- Brett Waikart (CEO)
- Kelly Cure (Head of Growth)
- Johnson James (Head of Product)
- Bevon Joseph (Head of Innovation)
- Eileen Dominic (Head of Operations)

Product

We are a skills discovery tool connecting employers with job-seekers on the basis of digitally demonstrated skills. We use AI to assess hard to quantify job skills, bypassing the resume to improve HR ROI.

Potential

AI-enabled skills-first hiring will disrupt the \$10B US business services recruiting market by reshaping the job market around verifiable & validated - rather than self-attested - skill proficiency.

Investors:

- Social Impact Capital
- Vera Equity
- Helium-3 Ventures
- Divergent Investments

Predictability

We operate a B2B marketplace and monetize both supply and demand. Employers pay us a monthly sub for access to job-seeker recruiting data and universities pay us a set fee per student, per semester.

Purpose

True skills-first recruitment provides a more equitable pathway to meaningful professional opportunity. Our job-seeking users are 82% low income, 70% first-gen college students and 61% BIPOC.

SkilloVilla

Workforce Learning



skillovilla.com

Headquarters: Bangalore

Capital Raised

- Amount: **\$500K**
- Post Money Valuation: **\$6M**
- Round: **Pre-Seed**

Currently Raising: **YES**



Core Team:

- Ronak Agrawal (Co-Founder & CEO)
- Rajat Agrawal (Co-Founder & CTO)
- Deepak Kharol (Co-Founder & COO)

Product

SkilloVilla upskills youth with an innovative approach that combines the power of AI and human expertise to deliver exceptional outcomes

Potential

SkilloVilla's TAM is \$15B+. Low skilled workforce + newly graduating from colleges = 50M. We currently operate pan India. With our pricing less than \$500, it's accessible to millions of Indians

Investors:

- Titan Capital
- Upsparks Capital
- Aakrit Vaish
- Haresh Chawla
- Miten Sampat
- Varun Alagh

Predictability

ARR: \$1.1M (BREAKING EVEN). Revenue = for upskilling from learners (\$500) + for hiring from companies (\$25K/year). We've trained 3K+ learners so far, with a 70% completion rate and 85% placement rate

Purpose

SkilloVilla is closing the skill-gap in the industry by democratizing access to quality upskilling at an affordable price

Spiky.ai

Workforce Learning



SPIKY.AI

spiky.ai

Headquarters: Boston, MA

Capital Raised

- Amount: **\$900K**
- Post Money Valuation: **13M**
- Round: **Pre-seed**

Currently Raising: **YES**



Core Team:

- Furkan Eris (Co-founder & CEO)
- Burak Aksar (Co-founder & CTO)

Product

Spiky insights power your revenue teams to reach the stars. We utilize the power of AI to gain insights into how well a sales meeting is going, provide high-level feedback, and automate reviews/CRM filling..

Potential

Spiky's TAM is almost \$2.8B for sales training. There 1.57 million sales representatives in US market. We initially will operate in the USA, Latin America, and Turkey.

Investors:

- Techstars
- m]x[v Capital
- DormRoomFund
- TechOne
- Amrock Ventures

Predictability

Spiky operates with a B2B model. We allow corporations to demo for a short time.. We offer 3 tiers of pricing. We also have multiple distributor and reseller deals in motion.

Purpose

We help teams make informed and data-driven decisions in their sales process. Spiky combines the information from your CRM and video conferencing tools with non-verbal cues, vocal meaning, and context.

Sprints

Workforce Learning



sprints.ai

Headquarters: Cairo

Capital Raised

- Amount: **\$500K**
- Post Money Valuation: **\$4M**
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- Ayman Bazaraa (Co-Founder & CEO)
- **Bassam Sharkawy** (Co-founder & CTO)

Product

Sprints offer guaranteed hiring learning programs in the technology field, where learners pay after being hired overall 3 years.

Potential

We are targeting MEA region. Our TAM is \$118B.

Last year, we graduated 10K elite techies, generating \$1M+, with an EBITDA of 45%.

Investors:

- Edventures
- Cubit Ventures
- Falak Startups
- Multiple angel investors

Predictability

On top of our B2C model, businesses pay to hire our grads and to upskill their employees. Also, universities pay to integrate our programs in their curricula.

Purpose

Sprints graduate elite techies not just to be employed locally but to compete globally. By helping MEA companies hire the best techies, we will make MEA the strongest tech hub in the world.

Take2.AI

Workforce Learning



Website: take2.ai

Headquarters: Palo Alto

Capital Raised

- Amount: **\$200k**
- Post Money Valuation: **\$4M**
- Round: **Angel round**

Currently Raising: **YES**



Core Team:

- [Kaushik Narasimhan](#)
(CEO, Co-Founder)
- [Yaniv Shimoni](#)
(COO, Co-Founder)

Product

Take2 is a skills-based talent marketplace focused on career pivots. We help large employers fill fast-growing and hard-to-fill roles by tapping into talent from adjacent occupations eager to pivot careers.

Potential

McKinsey expects 400M career pivots this decade. We see a massive opportunity to build a horizontal jobs marketplace focused on pivots. Two niches - legacy sectors undergoing digital transformation (Insurance, Industrial, Healthcare) and new industries (Cyber, Renewable Energy).

Investors:

- [Michael Ross](#), ex CHRO Visa, SemperVirens VC
- [Prasad Setty](#), ex VP People Analytics at Google
- [Alberto Arenaza](#) (Transcend Fund)

Predictability

We charge employers a percentage on each hire. 6 pilot contracts signed (incl. 1 enterprise). 5000+ candidates acquired organically and through paid social (CAC <\$3/user) in 6 months. In March'23, closed partnership with 2 large Adult Learning Programs to support their learners.

Purpose

We want to build a platform where lifelong learners go to test-drive their newly acquired skills. Candidates who successfully demonstrate their skills land job interviews. Candidates who fail to land interviews are referred to courses/programs that can help bridge their skills gaps.

unboXt

Workforce Learning



getunboXt.com

Headquarters: Atlanta

Capital Raised

- Amount: **\$950k**
- Post Money Valuation: **\$13M**
- Round: **SEED**

Currently Raising: **Yes**



Core Team:

- Hakeem Atwater (Co-Founder & CEO)
- **Kendra Ward (Co-founder & Head of Adoption)**
- Lucasz Bulik (Product manager)
- Kara Rapozo (Director of Enterprise Accounts)
- Tyler Kendricks (Director of Accounts)

Product

unboXt provides managers with real-time insights and feedback on how to improve team motivation, morale, and performance. unboXt creates organizational change at the team level.

Potential

unboXt TAM is \$9.3B. The employee lifecycle listening market is highly concentrated with a few market leaders. We are currently focused on high-impact roles (retail, hospitality, manufacturing, etc)

Investors:

- Rethink Capital
- Rightside Capital

Predictability

unboXt operates with a B2B model. We provide enterprises prescriptive feedback at scale, effectively reducing voluntary employee turnover by providing management coaching in real-time.

Purpose

unboXt teaches managers how to lead effectively - we quantify the impact of management through the lens of team motivation, morale, and performance.

Universe

Workforce Learning



tryuniverse.com

Headquarters: Seattle

Capital Raised

- Amount: **\$346k**
- Post Money Valuation: **\$6.3M**
- Round: **Pre-Seed**

Currently Raising: **Yes**



Core Team:

- Nicolas Barone (Co-founder & CEO)
- Tony Qin (Co-founder & CTO)

Product

Universe enables organizations to educate their communities in the metaverse. We've taught over 15,000 students and our courses also have 4x the graduation and retention rates of 2D online courses.

Potential

Universe's TAM is \$12B. There are 12M online paid course users and our CLV is \$1K. We are accessing those students through our partnerships with workforce development boards and universities.

Investors:

- FunFair Ventures
- OneSixOne Ventures
- HuaHong Investments
- Surpiya Khanna
- Justin Su

Predictability

Universe is primarily a B2B model partnering with workforce development boards and universities. Last year, we did \$251K in revenue which is almost quadruple the \$70K we did the year prior to that.

Purpose

Universe aims to bring education into the new reality and prepare the next generation of creators for jobs in the metaverse.

Upful

Workforce Learning



[Upful.ai](https://upful.ai)

Headquarters: Santa Monica

Capital Raised

- Amount: **\$209,000**
- Post Money Valuation: **n/a**
- Round: **Pre-Seed**

Currently Raising: **YES**



Core Team:

- Shirin Nikaein (Co-Founder & CEO)
- Eli Selkin (Co-Founder & CTO)

Product

Upful is software that coaches people to provide meaningful and inclusive performance evaluations and feedback. Without any integrations, it works on tools employees already use.

Potential

Upful's initial TAM is \$5B (based only on our 1st SaaS product offering). There are 83M employees in the US working within our target industries at companies with 100+ employees.

Investors:

- Techstars
- Virginia Venture Fund (Impact)

Predictability

Upful operates a B2B model. Had 200+ sign-ups for our free beta, from MSFT, Walmart, AT&T, etc. Companies who want analytics & alerting will be charged a subscription. We will license our APIs to partners.

Purpose

Upful helps companies improve manager excellence, talent development, engagement, and retention. Upful makes hiring, salaries, and promotions more inclusive and equitable.

Vero Learning

Workforce Learning



Website: verolearning.com

Headquarters: Fort Lauderdale, FL

Capital Raised

- Amount: **\$60,000**
- Post Money Valuation: **\$9M**
- Round: **Pre-Seed**

Currently Raising: **NO**



Core Team:

- Chrissybil Boulin (CEO)
- Ishmael Samuel (Technology Officer)
- Alan Catlett (Product and Operations)
- Mary Bryan (HR Corporate Advisor)

Product

Vero prepares young adults (16-22) for careers with aptitude assessments, skills development modules, and gamified assignments. The platform uses AI to assess applicants and track progress- matching best fit candidates with job interviews from top companies.

Potential

We offer affordable solutions to improve job readiness skills for corporations and schools. We are targeting Fortune 1000's who hire 29M people with a TAM of \$345.6B. Starting with entry-level job placement, we will launch in S. Florida and expand through corporate sponsorships, franchise networks, and brand ambassadors to U.S. cities experiencing high turnover, skills gaps and worker shortages.

Investors:

- Chisos Capital
- Visa: She's Next
- Office Depot: Elevate Together

Predictability

Vero offers a talent optimization platform via a subscription model, charging corporations \$2.5K/mo + \$250/hire, and \$275/student via school districts. We will also generate revenue from sponsorships and have onboarded top-tier advisors with 500+ waitlisted students.

Purpose

Vero addresses systemic barriers by providing underserved communities with free vocational courses and customized career analysis reports to improve job readiness skills- bridging the gap between education and job placement opportunities through personalized career pathways.

X in a Box

Workforce Learning



<https://www.xiab.org>:

Headquarters: Berkeley

Capital Raised

- Amount: N/A
- Post Money Valuation: N/A
- Round: N/A

Currently Raising: **YES**



Core Team:

- Elyse Klaidman (Co-Founder and CEO)
- Anthony DeRose (Co-Founder and CTO)
- Brit Cruise (Co-Founder and CLO)

Product - Xperiential

We've developed a model and platform for engaging hands-on experiences that connects a creative community of learners with industry professionals to create authentic portfolio materials.

Potential

Educational models that rely on mentorship don't scale well. In contrast, our platforms scales infinitely by allowing participants to learn as much from each other as they do from professionals.

Bootstrapped

Predictability

Low cost retail sales plus profitability and impact through scale. Our unique creative community approach creates a dynamic network and means that our product becomes more effective with each new user.

Purpose

We provide equitable access, inspiration and real world experience as a solution to the opportunity gap and education-industry mismatch. Learners imagine & experience. Industry develops a diverse talent pipeline.

Adult Learning

BoldVoice

Adult Learning



www.boldvoice.com

Headquarters: New York

Capital Raised

- Amount: **\$3m**
- Round: **Seed**

Currently Raising: **No**



Core Team:

- Anada Lakra (Co-Founder & CEO)
- Ilya Usorov (Co-Founder & CTO)

Product

BoldVoice is an accent training app for the 1 Billion non-native English speakers. Users learn to speak clearly and confidently via video lessons from Hollywood accent coaches & A.I.-powered feedback.

Potential

We have started by addressing the US market of 27M immigrant professionals (\$4B TAM) and will expand to reach the 250M non-native English speaking professionals globally (\$38B TAM).

Investors:

- Y Combinator
- Flybridge Capital
- XFund
- Liquid2

Predictability

BoldVoice runs on a D2C subscription basis, with users paying us \$150/year. We also partner with companies and organizations to offer the training to their employees and members.

Purpose

BoldVoice helps non-native English speakers to get better opportunities and higher earnings with confident English, and helps employers to train their workforce for the globalized world.

CareerFin Africa

Adult Learning



careerfin.io

Headquarters: Lagos

Capital Raised

- Amount: 0
- Post Money Valuation: \$5M
- Round: Pre-seed

Currently Raising: Yes



Core Team:

- Lara Rabiú (Co-Founder, Funding & Partnerships)
- Samuelson Atiba (Co-Founder, AI, Data & Credit)
- Oreoluwa James (Co-Founder, Technology & Product)

Product

CareerFin Africa issues affordable eduloans to university students and knowledge workers. Our AI platform helps users cross the financial hurdles to acquiring high-value skills for the future of work.

Potential

CareerFin Africa initially targets an untapped \$2.9B education loans market in Nigeria: covering its 3M+ students and 2M+ recent graduates. We will then expand our service offerings across Africa.

Investors:

Bootstrapped

Predictability

CareerFin Africa uses a B2B2C model. We've partnered with merchants, and universities to issue \$100k in loans with zero default till date. We earn fees from partners and charge up to 15% APR to users.

Purpose

CareerFin Africa advances social mobility and economic growth by equalizing access to quality education for Africans and helping tertiary education providers succeed in enrolment and retention.

Joylists

Adult Learning

JOYLISTS

<https://joylists.com/>

Headquarters: Frankfurt

Capital Raised

- Amount: **\$0.15M**
- Post Money Valuation: **\$5M**
- Round: **Angels**

Currently Raising: **Yes**



Core Team:

- Huyen Le: CEO (2nd time founder, exit)
- Don Dinh: **Team Lead (Unicorn experience since early stage)**
- Loi Nguyen: **CTO (early key engineer of a Unicorn)**

Product

Anyone with creative talents can create their own micro website with editable templates, be discovered and engage with their students, automate their business with ticketing, tax return, dashboards.

Potential

According to Statista, revenue of independent creatives in US is 20.7\$B (year 2021). We will start in Germany, expand to the rest of Europe, then Asia (there are 200M affluent households in China).

Investors:

- Vlerick Business School
- [Pritesh Modi](#)
- [Jan Nobereit](#)

Predictability

Subscription & transaction. 200+ creatives, 1000+ creative offerings, 1000+ transactions, 40% monetized for the first time. Market feedbacks incorporated in the scalable platform -release in Q2.

Purpose

Create opportunity for diverse talents, give them a digital platform to be competitive in future of work.

Kaizen Languages

Adult Learning



KaizenLanguages.com

Headquarters: London, UK

Capital Raised

- Amount: **\$1,729,000**
- Post Money Valuation: **\$4,936,000**
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- Stuart Barrass
(Co-Founder & CEO)
- Paddy Allen
(Co-Founder & CTO)

Product

Kaizen Languages teaches learners to speak a new language with our AI tutors. Through the app, learners speak and experiment while receiving feedback. Our AI covers abilities from beginner to advanced.

Potential

Kaizen Languages' TAM is \$50B. There are 1.8 billion language learners globally spending \$50B on digital language learning tools. We teach; Japanese, English and Spanish covering 75% of the market.

Investors:

- Zanichelli VC
- Lenovo VC
- FocusThree VC

Predictability

Kaizen Languages operates with a B2C freemium model. Learners speak with our AI tutors on our apps for free. If they wish to remove ads, they can subscribe to our premium subscription for \$10 a month.

Purpose

Kaizen Languages helps learners achieve fluency by speaking their new language with accessible conversation practice. Developing their skills across pronunciation, spelling, grammar and cultural awareness.

Mindstone

Adult Learning



[Mindstone.com](https://www.mindstone.com)

Headquarters: London

Capital Raised

- Amount: **\$5m**
- Post Money Valuation: **\$18m**
- Round: **Seed**

Currently Raising: NO



Core Team:

- Joshua Wöhle
- Melinda Jacobs
- Romanie Thomas
- Florian Zysset
- Stefan Keranov

Product

An AI Learning coach that helps you become a better learner and evidence what you learn from all the articles, podcasts and videos you consume daily, in a way that's recognised by employers.

Potential

Somewhere between Duolingo, Headspace/Calm & LinkedIn, we are building the D2C platform for a world of lifelong learners. "Smart Learning" alone will be worth \$800B by 2030, growing at 20% YoY

Investors:

- Moonfire Ventures
- Pearson Ventures
- Mustard Seed MAZE
- Zanichelli Venture
- TheFund

Predictability

Pre-revenue, rolling out D2C Premium subscription by the middle of this year, while employing a "bottom up" approach to corporate expansion.

Purpose

Re-skilling & up-skilling requirements mean people's ability to learn is increasingly important. But even when they do, they hit a paper ceiling (degrees). Surfacing skills unlocks their opportunity.

Near Technology

Adult Learning



feelnear.com

Headquarter: Chicago

Capital Raised

- Amount: **\$175K**
- Post Money Valuation: **\$4M**
- Round: **Pre-Seed**

Currently Raising: **Yes**



Core Team:

- Ferrona Lie (Co-Founder/CEO)
- Mark Munson (Co-Founder/CMO)
- Margaret McCall (Co-Founder/CPO)

Product

Near offers personalized tech coaching for adults 55+ so they can stay independent and connect with their loved ones on things that matter. We do it by offering private coaching and online courses.

Potential

Near's TAM is \$11B. There are \$76M aging boomers. Our beachhead strategy is to partner with 1,900 retirement communities in the US and followed by direct outreach to people living at home.

Investors:

- Techstars Chicago
- CHISOS Capital
- Tom Lee

Predictability

Our beachhead business model is B2C subscription via channel partnerships. We have partnered with 7 retirement communities in Chicago. Within 6 month of subscription launch, we have gained 30 subscribers, administered 200+ private coaching, all through word of mouth and organic growth.

Purpose

Near Technology bridges the digital divide for older adults, promoting social connectedness and overall well-being, contributing to a more equitable and cohesive society.

Participate

Adult Learning



Website: participate.com

Headquarters: Chapel Hill

Capital Raised

- Amount: **\$3M**
- Post Money Valuation: **N/A**
- Round: **Pre-Seed**

Currently Raising: **YES**



Core Team:

- Mark Otter (Co-Founder & CEO)
- Julie Keane (CLO)
- Patrick Jaberg (CTO)

Product

With Participate, you can bring your community, courses, events, and digital credentials together in a powerful community of practice to supercharge ALL professional learning in your organization.

Potential

Participate's TAM is \$3.5B. There are 245K organizations with Chief Learning Officers or VPs of Learning in the US. We initially will focus on the 100K companies with less than 1000 employees (SMBs).

Investors:

- Founder Funded

Predictability

Participate operates with a B2B model. We charge organizations a \$20K - \$50K annual fee for the online tools and space to create their own social learning community.

Purpose

Participate helps people and organizations learn and work better by empowering lifelong learners through inclusive and engaging online communities of practice.

Pick My Brain

Adult Learning



www.pickmybrain.world

Headquarters: Vancouver

Capital Raised

- Amount: **\$650k**
- Post Money Valuation: **\$5M**
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- Maxine Cunningham (CEO & Cofounder)
- Brett Crowe (CTO & Cofounder)
- Ben Chang (UX & UI Designer)

Product

Pick My Brain makes it easy to meet, greet and engage in meaningful conversations with experienced professionals and thought leaders from all around the world one-on-one.

Potential

Pick My Brain's TAM is \$10B+. There are millions of potential users globally who are seeking access to quality conversations with experienced professionals. Initially, we will focus on attracting educators, accelerators, entrepreneurs and young professionals globally.

Investors:

- Tim Draper Accelerator
- Sylvia Cunningham
- Martin Ertl
- Lance Essihos
- Rob Penz

Predictability

Pick My Brain operates with a B2B model, focused on selling subscriptions to schools, accelerators and other organizations. We offer a free and paid model and take a 5-20% of session prices. Traction includes 10k+ users and \$500k in revenue.

Purpose

Pick My Brain helps democratize access to knowledge and creates new economic and social opportunities for people on a global scale, promoting a more inclusive, connected and knowledgeable society.

School16

Adult Learning



School16.co

Headquarters: NYC/Mexico City

Capital Raised

- Amount: **\$300,000**
- Post Money Valuation: **N/A**
- Round: **Pre-seed**

Currently Raising: **No**



Core Team:

- Vadim Revzin (Co-founder/CEO)
- Sergei Revzin (Co-founder/President)
- Joshua Shaman (Head of Admissions)

Product

School16 is helping people break into tech without learning how to code. Our instructors come from companies like Netflix, Microsoft etc., and 70% of our students are underrepresented in tech.

Potential

Revenue from certification programs in the US alone last year was \$5B. Our students come from the US, LATAM, Europe and Africa.

Investors:

- Darrell Silver
- Republic Capital

Predictability

We make money through tuition, and offer scholarships and flexible payment options. Our average tuition is \$5,000 and we've had 400 students go through our program to date.

Purpose

70-80% of our students are women and people from underrepresented groups in tech. We don't require a degree and make payments flexible. We're reducing barriers to tech by focusing on non-tech roles.

Seekho

Adult Learning



seekhoapp.com

Headquarters: India

Capital Raised

- Amount: **\$3.6M**
- Post Money Valuation: **\$13.6M**
- Round: **Pre-Series A**

Currently Raising: **No**



Core Team:

- Rohit Choudhary (Co-founder & CEO)
- Keertay Agarwal (Co-founder & COO)
- Yash Banwani (Co-founder & CTO)
- Ankit Bhatia (Product Head)
- Cynthia Haokip (Content Head)

Product

Seekho is India's first Edutainment OTT platform, that delivers engaging educational content through series of byte-sized videos around technology, money and business - all in regional languages.

Potential

Starting with Technology, Money and Business segments in India, we will soon expand to other categories & languages to build 'Netflix for Learning' for over 2 Billion educational video consumers in the world.

Investors:

- Elevation Capital
- 3one4 Capital
- PointOne Capital
- First Cheque
- Anupam Mittal (Shark Tank India)
- Gaurav Munjal (Unacademy)
- Zishaan Hayath (Toppr)

Predictability

With a super-affordable all-in-one subscription, we have already grown to over 90,000 paying subscribers in less than a year. The low CAC and content cost empowers us to turn profitable very soon

Purpose

By combining Education with Entertainment, we aim to expose the underserved masses of the world to the power of Knowledge and skills, eventually making the world a much better place!

Yzer

Adult Learning



Yzer.io

Headquarters: USA

Capital Raised

- Amount: **None**
- Post Money Valuation: **\$7M**
- Round: **Pre-Seed**

Currently Raising: **YES**



Core Team:

- Sanjna Mehta (Co-Founder & CMO)
- Harsh Jhaveri (Co-Founder & COO)
- Thomas Bardawil (Co-Founder & CEO)
- Renato Schar (Co-Founder & Dev)
- Werner Liechti (Co-Founder & Dev)

Product

Yzer is a gamified app that offers free Crypto & Financial education in the form of visual & structured short classes. We are the first learn-to-earn app built on the Bitcoin Lightning Network.

Potential

Crypto is following the same adoption curve as the Internet; expecting 700 million new users in the next 3 years. A large portion of our users come from India, Nigeria, UK, USA, and South America.

Investors:

- Bootstrapped

Predictability

We have 1,000 users derived from organic B2C reach. Yzer offers 400+ classes on the free plan. Through paid plans users will be able to remove ads, unlock features, and get access to advanced content.

Purpose

Yzer's mission is to spread global financial literacy. Through education on Bitcoin, Finance, and economics, we want to make sure everybody has the knowledge to manage & control their own wealth.

PreK-to-Gray

Correcto.

PreK-to-Gray

Correcto.

Website: correcto.es

Headquarters: Delaware

Capital Raised

- Amount: **\$8m**
- Post Money Valuation: **\$30M**
- Round: **Seed**

Currently Raising: **Series A**
in 2024



Core Team:

- Abraham López (Co-Founder & CEO)
- Ignacio López (Co-Founder & COO)
- Antonio Triguero (Co-Founder & CTO)

Product

Correcto is an innovative product with the potential to disrupt a large and growing market of AI writing tools. Correcto uses Artificial Intelligence and Machine Learning to provide real-time language corrections for flawless written Spanish.

Potential

We are solving an unaddressed pain point in the market, aiming to help over 580 million Spanish speakers across the world with their social, professional, and academic writing.

Investors:

- Fuel Ventures
- Asymmetry Ventures
- Individuals investors

Predictability

We target both B2B and B2C sales in these regions. We offer customers a free version of the product monetised by advertising, with access to spelling, punctuation and grammar checks. Our B2C price is 9.99 EUR per month and the B2B price is 12.99 EUR per month.

Purpose

Poor language skills are the single most detrimental factor for individuals' career mobility. Correcto will create social impact by democratising access to better writing, thereby improving individuals' chance of entry into higher-level opportunities.

Creatively Focused

PreK-to-Gray



www.creativelyfocused.net

Headquarters:
Mendota Heights, MN

Capital Raised

- Amount: **\$2M of \$3M**
- Post Money Valuation: **\$11.5M**
- Round: **Seed**

Currently Raising: **YES**



Core Team:

- Elizabeth Orme (Founder & CEO)
- Becky Vavrichek (VP of Product)
- Anne Marie Pfaender (VP of Growth)
- Nick Hamel (VP of Operations)
- Shannon Hady (Chief of Staff)

Product

Creatively Focused uses a data-driven platform to help educators get answers to the necessary and challenging parts of their jobs quickly and stay connected in their career in order to avoid burnout.

Potential

Creatively Focused's TAM is \$72B. There are 4M educators in the US and 85M globally. Our customers are in 13 states and Canada. We continue to expand our US market and have global potential.

Investors:

- Joe Keeley
- York IE
- Mairs & Power

Predictability

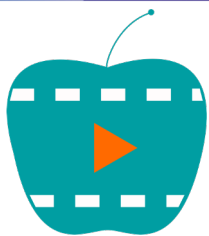
Creatively Focused operates with a B2B model offering higher ed, K12 district and building level membership, as well as B2C in order to be accessible to all educators.

Purpose

Creatively Focused increases the success and retention of adult learners in education through pathways that improve the educator pipeline, and create career advancement.

Edily

PreK-to-Gray



Website: edily.io

HQ: San Francisco

Capital Raised

- Amount: **\$0.16M**
- Post Money Valuation: **\$4.5M**
- Round: **Angel**

Currently Raising: **No**



Core Team:

- Jackson Foster (Founder / CEO)
- Jonathan Ho (Founder / Chief Academic Officer)
- Joe Arlia (Lead Engineer)

Product

Edily is TikTok-like UGC videos, but organized into curriculum. When someone says "I want to learn _", our vision is to create personal curriculum and curate the best content for them to learn!

Potential

We're in the \$54B dollar mobile learning market, growing at a 30.12% CAGR. We're focused on the U.S., and our beachhead market is Gen-Z high schoolers over 13.

Investors:

- Alex Millar
- Parsa Rezvani
- David Thomas
- Lance Miller
- Angellist Opportunity Fund

Predictability

Recruited 12 chem teachers and their 500+ students for our beta last fall. We're expanding into entrepreneurship / financial literacy and have an LOI to provide content to NFTE's summer "Biz Camp" (~50k students). Won \$210k from grants, including the Yass Prize for Education.

Purpose

We empower participants, not passengers, in education owned by learners and educators. Every video is built by, and for, our users, and we envision a future where, no matter their background, every learner is a teacher and every teacher a learner.

Halo AR

PreK-to-Gray



www.haloar.app

Headquarters: SF, CA

Capital Raised

- Amount: **\$2.5M**
- Post Money Valuation:
Grant
- Round: **Grant**

Currently Raising: **SOON**



Core Team:

- Josh Chan
(Co-Founder & CEO)
- Tarun Pondicherry
(Co-Founder & CTO)

Product

Halo AR tackles the learner apathy problem by enabling educators and trainers to seamlessly incorporate engaging digital elements and analytics into their classroom and workplace lessons and activities with the magic of augmented reality.

Potential

The Augmented Reality in Training & Education market is \$20B, and expected to cross \$68B by 2026. We've organically (\$0 ad spend) grown our user base to 200+ countries, with K-16 teachers and corporate trainers eagerly adopting our solution.

Investors:

- SOS Ventures
- Stanford StartX
- National Science Foundation
- U.S. Department of Education

Predictability

We offer a freemium option for individuals (a free tier, with per-seat offering for schools) and a B2B offering for industrial and professional customers seeking to create best-in-class AR experiences. (We've closed early in-bound B2B contracts in the \$5-50K range)

Purpose

We've seen countless special education, ESL, deaf-blind, and rural/urban teachers across 50 states and worldwide using Halo AR to successfully engage their multifaceted students in a way they couldn't with a traditional lesson. We will forever support them with a generous free tier.

hilink
PreK-to-Gray



www.hilink.co

Headquarters: Chicago

Capital Raised

- Amount: 4M
- Post Money Valuation: \$13M
- Round: Seed

Currently Raising: YES



Core Team:

- Kelvin Wu
(Founder, CEO)
- Ren Wang
(Co-founder, COO)
- Jarrett Chen
(CTO)

Product

HiLink utilizes AI and modern UX to help instructors teach better classes online. Our interactive virtual classroom and AI lesson planner give teachers everything they need to capture student attention and improve learning outcomes.

Potential

As an AI-driven virtual classroom revolutionizing human instruction and learning, HiLink aims to tap into the \$47B TAM by helping tutoring businesses to provide advanced, personalized online learning experiences to their students.

Investors:

- Mudita Ventures
- Eddie Lou
- Ozan Kaya

Predictability

HiLink has a B2B SaaS business model for enterprise clients and schools. We also have a B2C freemium model for individual teachers and tutoring businesses.

Purpose

We believe in making high-quality education accessible to everyone, regardless of their background or location. By providing a platform for high-quality online teaching and learning, we are giving all students access to the future.

Lost Abroad

PreK-to-Gray



lostabroadgame.com

Headquarters: Los Angeles

Capital Raised

- N/A

Currently Raising: **YES**



Core Team:

- Brent Oberlin (Co-Founder & CEO)
- Jack Du (Co-Founder & Principal Educator)
- Siyi Chen (Co-Founder & Strategy)
- Jack Browning (Co-Founder & Operations)

Product

Lost Abroad creates immersive language learning experiences through video games. Our life-sim games give players the ability to learn and practice a new language in context.

Potential

The global digital language learning market is expected to reach \$47B in 2025. We will initially target learners in the US (who make up 36% of global spending) before expanding globally.

Investors:

- Core Team (Bootstrapped)

Predictability

Lost Abroad operates a B2C model with revenues from direct product sales, ads, and purchasable DLC. Our first game, Lost Abroad Café, is currently in beta with over 1,000 MAU (~10% paying users).

Purpose

Lost Abroad breaks down language barriers to empower cultural engagement, fostering understanding among people from different backgrounds for a more interconnected world.

NOLEJ

PreK-to-Gray

The logo for NOLEJ features the word "NOLEJ" in a bold, black, sans-serif font. The letter "O" is replaced by a stylized icon of a face with a purple-to-blue gradient, representing an AI or digital character.

[Nolej.io](https://nolej.io)

Headquarters: Paris

Capital Raised

- Amount: **\$700K**
- Post Money Valuation: **\$3 M**
- Round: **Pre-Seed**

Currently Raising: **YES**



Core Team:

- Philippe Decottignies (Founder & CEO CTO)
- Bodo Hoenen (Co-founder & US CEO)
- Vincent Favrat (Co-founder & CMO)
- Nejma Belkhdim (Co-founder and CPO)
- Jim Suszka (CRO)

Product

Generative AI powered infrastructure for the future of learning: Generate personalized paths to any learning goal, together with bite sized educational content & networks of experts to learn from.

Potential

NOLEJs' TAM is \$300B. There is \$1.5T of bloat in education markets that could be replaced with NOLEJ tools. We initially focus on US and English markets as a first mover and then expand globally.

Investors:

- ScaleUp Factory
- Able Technologies
- APOK Invest.
- Pierre-Gilles Vidoli

Predictability

Vertical SaaS B2B for NOLEJ AI, and B2C high growth for NOLEJ Academy. PLG strategy: free trial to individual subs. (\$299/y) + BD for schools license (7,5K\$/y). 5K MAUs since soft launch 15 days ago.

Purpose

NOLEJ is building infrastructure for the future of learning, disrupting educational bloat, and replacing it with tools available to any educator or learner on the planet, even those most marginalized.