



Transformation  
Collaborative

Transformation tomorrow  
comes from  
action today.

Virtual Open House  
11.18.2021

**Please stand by. The program will begin shortly...**



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Collaborative

## Case Study #21a:

**NXU breaks the mold in  
delivering IT education  
programs.**

# Confidential and Proprietary

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Not so long ago  
and not  
too far away...

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- On-line or on-ground instructional delivery
- High theory content to copy traditional higher ed
- Offer student services (placement) at very end of program

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- High hands-on content and instruction, intense practicum
- Intimate/immersive workplace encounters early in program



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- Made widely available test-out options for intro courses
- Recruited/admitted on-ground students from 44 states, 10 foreign countries
- Established internship/externship/placement relationships with more than 185 different companies

## **... and the audacious, innovative and market-focused enterprise produced:**

- Graduates with average starting salaries of \$75k
- Doubled enrollment in 10 years
- Retention, graduation and placement rates far in excess of standards
- Private equity investment for strong, more sustainable operations

## **... and the school's students said:**

- “I turned down full scholarships from UU and BYU to attend NXU: the accelerated pace was the big selling point.”
- “I skipped three grades and picked NXU after being rejected by Duke and Yale.”



**... and employers hiring the school's students said:**

“NXU students can jump right into projects . . . It would be the first place I'd go to hire more developers.”

... in essence, the post-secondary education enterprise was **transformed.**

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- Intimate encounter with market conditions and student needs, idiosyncrasies
- Sustained fidelity to founding principles and intuitions
- A persistent process to customize and transform every aspect of the enterprise
- Maturity in leadership sufficient to embrace change and foment a culture that values transformation

Is your education enterprise ready to confront transformative change?

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Does your leadership team and investors have the capacity to initiate innovations that will achieve a sustainable competitive advantage?

Are you ready for a recurring cycle of planning+action+evaluation+adjustment that will drive success and growth for the foreseeable future?

# Contact Information

TransformationCollaborative.net



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Thought Leaders Who Execute™

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