# Dossier: TUTORWORKS, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,499,921.62

**Award Date:** 2024-06-11

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

TUTORWORKS, INC. operates as a high-impact personalized learning company specializing in math instruction. Its primary business focuses on providing 1:1 and small-group virtual tutoring, typically delivered by college students and recent graduates, to K-12 schools and districts. Tutorworks aims to solve the problem of math illiteracy and achievement gaps, especially exacerbated by pandemic-related learning loss and persistent disparities in educational resources. The company's unique value proposition lies in its blended learning approach, combining individualized instruction with technology to deliver measurable improvements in student math proficiency while maintaining cost-effectiveness through the employment of highly motivated, skilled tutors who aren't necessarily certified teachers, but are rigorously trained and supervised.

**Technology Focus:**

* Proprietary online tutoring platform and curriculum: Tutorworks leverages a purpose-built digital platform to facilitate virtual tutoring sessions, including interactive whiteboards, screen sharing, and data tracking. They deliver a standards-aligned math curriculum focused on grades K-8, with adaptive learning paths tailored to individual student needs.
* Data-driven instruction and performance monitoring: The Tutorworks platform captures detailed student performance data (e.g., time spent on specific concepts, accuracy rates) enabling tutors to personalize instruction and track progress against learning objectives. This data is also available to educators and administrators through dashboards to monitor student outcomes and program effectiveness.

**Recent Developments & Traction:**

* Expansion into new school districts: Tutorworks has secured partnerships with several large school districts across the US, demonstrating increasing market adoption and scalability. For example, in January 2023, they announced a partnership with a major urban district to provide math tutoring to over 1,000 students.
* Publication of impact studies: Tutorworks has published research demonstrating the efficacy of its tutoring model in improving student math performance. These studies showcase measurable gains in standardized test scores and classroom grades for students participating in the program.
* Series A Funding: In October 2022, Tutorworks raised a Series A funding round of $14.2 Million. The lead investor was New Markets Venture Partners.

**Leadership & Team:**

* Suhas Patel, CEO: Patel has a background in educational technology and entrepreneurship, previously founding and leading another successful edtech startup focused on personalized learning solutions.
* Scott R. Wolfman, Chief Revenue Officer: Wolfman has extensive experience in sales, marketing, and business development within the education sector, having previously held leadership positions at prominent educational publishing companies.

**Competitive Landscape:**

* Varsity Tutors: Varsity Tutors offers a wide range of tutoring services, including math, but their focus is broader and they often rely on a freelance marketplace model. Tutorworks differentiates itself through its specialized focus on K-8 math, its curriculum, and its targeted approach to partnering with schools and districts.

**Sources:**

* [https://tutorworks.org/](https://tutorworks.org/)
* [https://www.prnewswire.com/news-releases/tutorworks-raises-14-2-million-to-accelerate-access-to-high-impact-tutoring-301642853.html](https://www.prnewswire.com/news-releases/tutorworks-raises-14-2-million-to-accelerate-access-to-high-impact-tutoring-301642853.html)
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