

- All forms of educators (tutors, teachers, professors)
- Team leads needing to get new members up to speed
- All forms of learners

130,000 K-12 schools,
40Million Coursera Users
20 Million College Students in US
35k Private schools with 5 million students

- Many Pivots - One Qonqur
 - SaaS
- Base cost w/ metered billing so revenue scales with usage