

**GALVANIZE, INC.**

**Agreed-Upon Procedures Report  
July 19, 2017**

**EKS&H**

## **AGREED-UPON PROCEDURES REPORT**

To Management  
Galvanize, Inc.  
Denver, Colorado

EKS&H LLLP (“EKS&H” or “we”) have performed the procedures enumerated below, which were agreed to by Galvanize, Inc. (“Galvanize”), solely to assist Galvanize with its analysis of their Placement Rate for the period from January 1, 2016 through December 31, 2016. Management is responsible for Galvanize’s Placement Rate. This agreed-upon procedures engagement was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. The sufficiency of these procedures is solely the responsibility of those parties specified in this report. Consequently, we make no representation regarding the sufficiency of the procedures described below, either for the purpose for which this report has been requested or for any other purpose.

**Agreed-upon procedures performed on Galvanize’s Placement Rate for students who graduated during the period January 1, 2016 through December 31, 2016 (“2016 Placement Rate”).**

### ***Definitions:***

**A. Placement Rate** – Calculated based on dividing (i) the number of graduates available for employment who accepted an offer of gainful employment within six months of graduation by (ii) the number of graduates available for employment. Placement Rate is calculated as an aggregate number (all immersive graduates), and by Product and Campus, detailed below.

**B. Graduates Available for Employment** – Calculated based on the number of students who have successfully completed the requirements for graduation, including attendance and competency requirements, and are eligible for employment. Students who successfully completed the requirements for graduation are eligible for employment unless they fall into one or more of the below categories after graduation:

- i. International students that leave the United States or do not have a visa allowing employment in the United States.
- ii. Continuing his/her education in an accredited or state-approved post-secondary education.
- iii. Death.
- iv. Incarceration.
- v. Called to active military duty.

**C. Gainfully Employed** – Calculated based on the number of students who accept an offer of employment within six months of graduation. The following students are considered gainfully employed:

- i. Students employed by Galvanize as an instructor or other technical position.
- ii. Students who return to their previous employer if the position is a role relevant to the Galvanize curriculum.
- iii. Students who accept a full-time, part-time, or contract position in a role relevant to the Galvanize curriculum.
- iv. Students who start their own business in a founder role (entrepreneurs).

**D. Student/Graduate** – Used interchangeably below; students denote individuals prior to graduation; graduates denote individuals post-graduation/successful completion of the Galvanize program.

**E. Course: Course Product** – Denoting the Galvanize immersive program from which the student graduated.

**F. Course: Campus** – Denoting the Galvanize campus from which the student completed his/her program and graduated.

***Procedures:***

Verify the placement data and recalculate Galvanize's 2016 Placement Rate:

1. Verify the number of placement-eligible students who graduated during the period from January 1, 2016 through December 31, 2016.
  - a. Obtain the list of 729 students who are designated as graduated and eligible for employment, per Galvanize records.
  - b. Compare the list obtained in 1.a above to a graduation certificate in Salesforce.
  - c. Verify that all 729 students designated as graduated are designated as available for employment.

***Results: EKS&H reviewed graduation certificates for 729 students that were designated as graduated per Galvanize records, noting no exceptions.***

2. Verify the number of graduates who were Gainfully Employed (as defined by Definition C above).
  - a. Obtain the list of 729 students who are designated as graduated and Available for Employment (as defined by Definition B above) and the employment record in Galvanize's Salesforce system for each Graduate.
    - i. Austin: 16 Data Science; 11 Full Stack (Web Development); 27 Total
    - ii. Boulder: 63 Full Stack (Web Development); 63 Total
    - iii. Denver - Golden Triangle: 49 Full Stack (Web Development); 49 Total
    - iv. Denver - Platte: 66 Data Science; 131 Full Stack (Web Development); 197 Total
    - v. Fort Collins: 31 Full Stack (Web Development); 31 Total
    - vi. San Francisco: 10 Data Engineering; 167 Data Science; 62 Full Stack (Web Development); 239 Total
    - vii. Seattle: 75 Data Science; 48 Full Stack (Web Development); 123 Total
      - a. Data Engineering: 10 Total
      - b. Data Science: 324 Total
      - c. Full Stack (Web Development): 395 Total

***Results: EKS&H reviewed the list of 729 graduated students who are designated as Available for Employment and who graduated from the Campus and Course Product listed, noting no exceptions.***

- b. For the 244 graduates who self-reported their placement data (method 2 and 3) (including employer name and accepted offer date) in Salesforce as gainfully employed, verify that the placement data is accurately documented in Salesforce.
- c. For the 485 graduates who did not self-report placement data in Galvanize's system, confirm that placement data for the 360 who are noted as Gainfully Employed has been verified by one or more of the external sources listed below, and that verification exists within Salesforce, attached to the student record:
  - i. Direct email correspondence with the graduate, confirming employment. (1.2)
  - ii. Direct email confirmation from the employer, direct recruiter, or hiring manager. (1.3)
  - iii. LinkedIn. (1.4)
  - iv. Offer letter/signed contract from the employer. (1.5)

- v. Verbal/word of mouth (this must be accompanied by a count of the attempts to have the graduate confirm/self-report this data, as per BPPE requirement) (4)
- d. Using the data from Salesforce, verify that 604 total graduates met the definition of Gainfully Employed as defined by Definition C above.

***Results: As stated in Procedure 1.c, EKS&H reviewed the list of 729 graduated students. EKS&H reviewed self-reported placement data for 244 students as stated above, noting no exceptions. EKS&H reviewed placement data for 360 students who did not self-report, noting no exceptions.***

- e. Using the data from Salesforce, verify that the 604 graduates meeting the definition of Gainfully Employed (Procedure 2.d) break out into the following Course Products and Campus:
  - i. Austin: 15 Data Science; 8 Full Stack (Web Development); 23 Total Gainfully Employed
  - ii. Boulder: 54 Full Stack (Web Development); 54 Total Gainfully Employed
  - iii. Denver - Golden Triangle: 44 Full Stack (Web Development); 44 Total Gainfully Employed
  - iv. Denver - Platte: 53 Data Science; 107 Full Stack (Web Development); 160 Total Gainfully Employed
  - v. Fort Collins: 29 Full Stack (Web Development); 29 Total Gainfully Employed
  - vi. San Francisco: 10 Data Engineering; 128 Data Science; 47 Full Stack (Web Development); 185 Total Gainfully Employed
  - vii. Seattle: 67 Data Science; 42 Full Stack (Web Development); 109 Total Gainfully Employed
    - a. Data Engineering: 10 Total Gainfully Employed
    - b. Data Science: 263 Total Gainfully Employed
    - c. Full Stack (Web Development): 331 Total Gainfully Employed

***Results: EKS&H reviewed the list of 604 graduated students who are designated as Gainfully Employed who graduated from the Campus and Course Product listed, noting no exceptions.***

- f. Using the verified number from Procedure 1.c above and Procedure 2.d above, recalculate the 2016 Placement Rate as defined by Definition A above.

***Results: Using the verified numbers from Procedure 1.c and Procedure 2.d, EKS&H included a numerator of 604 and a denominator of 729. The 2016 Placement Rate as defined by Definition A calculates to 83%.***

We were not engaged to, and did not, conduct an examination, the objective of which would be the expression of an opinion on compliance. Accordingly, we do not express such an opinion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you.

This report is intended solely for the information and use of Galvanize and related entities and is not intended to be and should not be used by anyone other than these specified parties.

***EKS&H LLLP***  
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