

PAPER

PAPER.CO

**EQUITY
IN ACTION**

Equity Gap

10%

Wealthy families invest in academic support



90%

Most families can't afford extra academic help



OUR SOLUTION

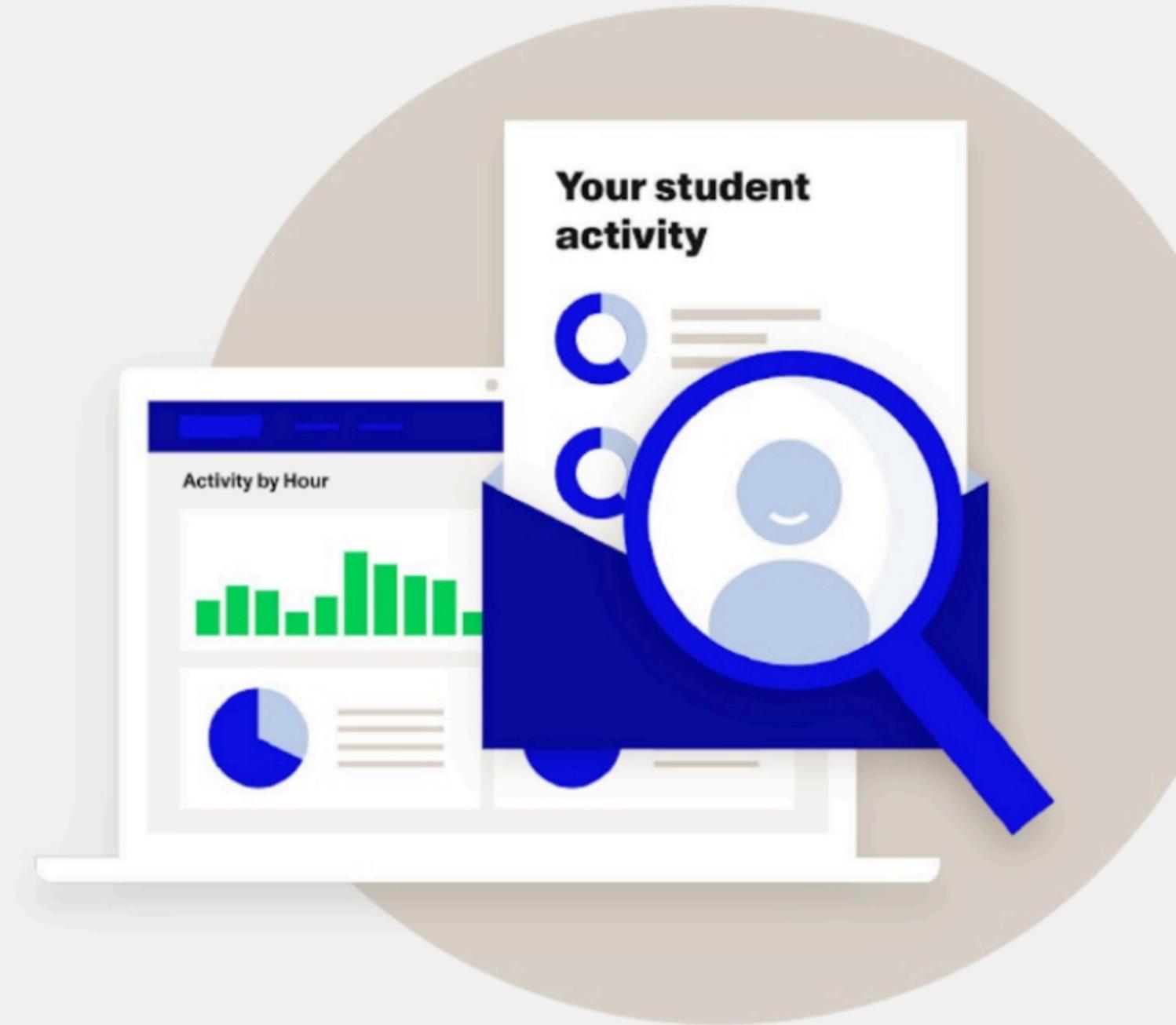
Paper's Platform as a Service

We bring an infinitely scalable *school in the cloud* to school districts to ensure no student gets left behind.

The academic insurance policy for schools

Once you implement Paper, you can't go back.

Unparalleled instructional time



New York Public Schools
984,000

PAPER
800,000

LA Unified
633,000

Chicago Public Schools
375,000

Miami Dade
357,000

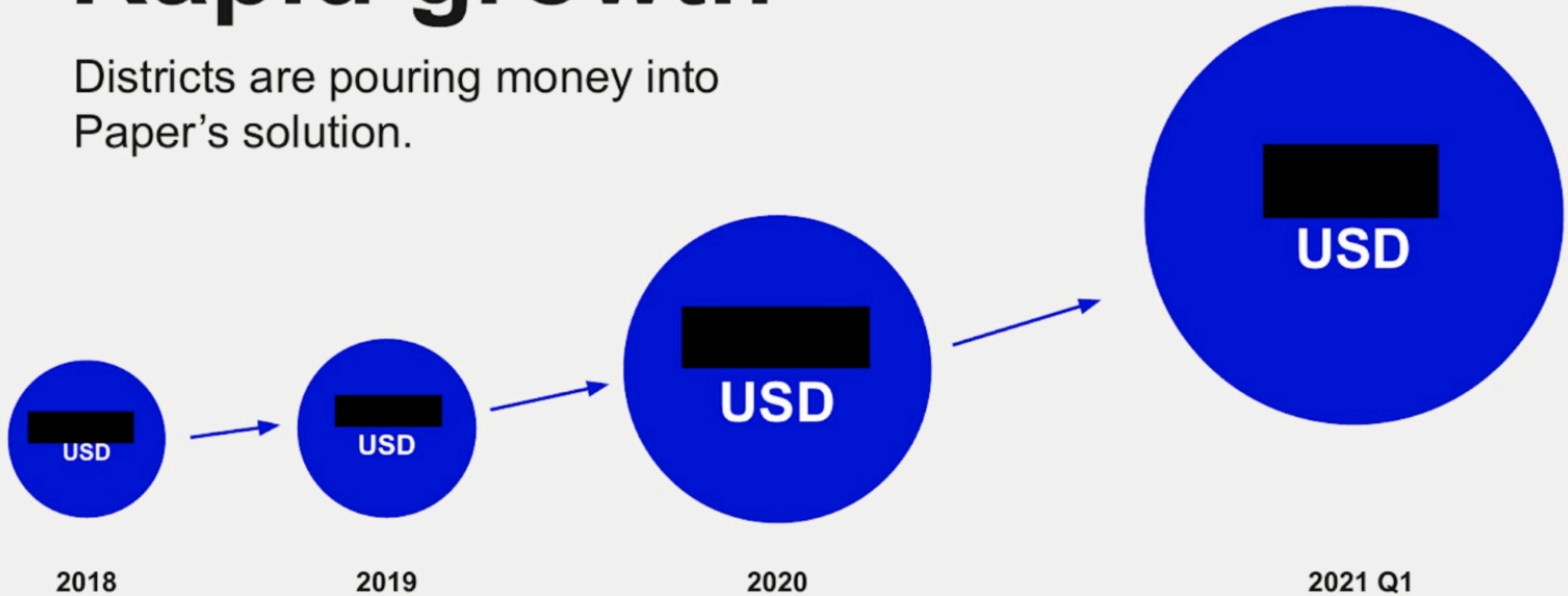
Paper supports

**800,000
students**

Making us effectively the
2nd largest school district in the
US

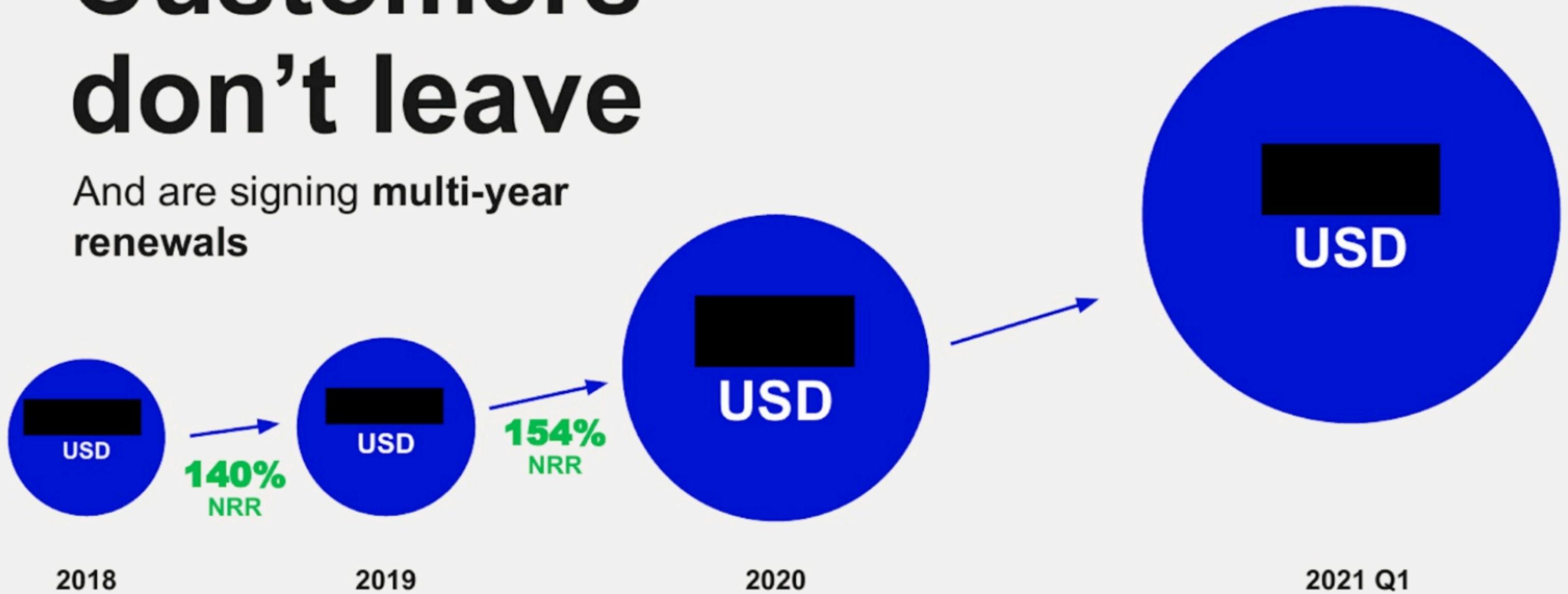
Rapid growth

Districts are pouring money into Paper's solution.



Customers don't leave

And are signing **multi-year renewals**



Social proof driven growth

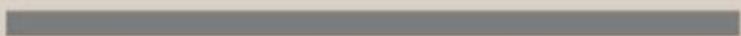
Customers are **our most vocal advocates.**

They brag about Paper's benefits.

We know our **13,500 buyers**, where to find them and what to tell them.

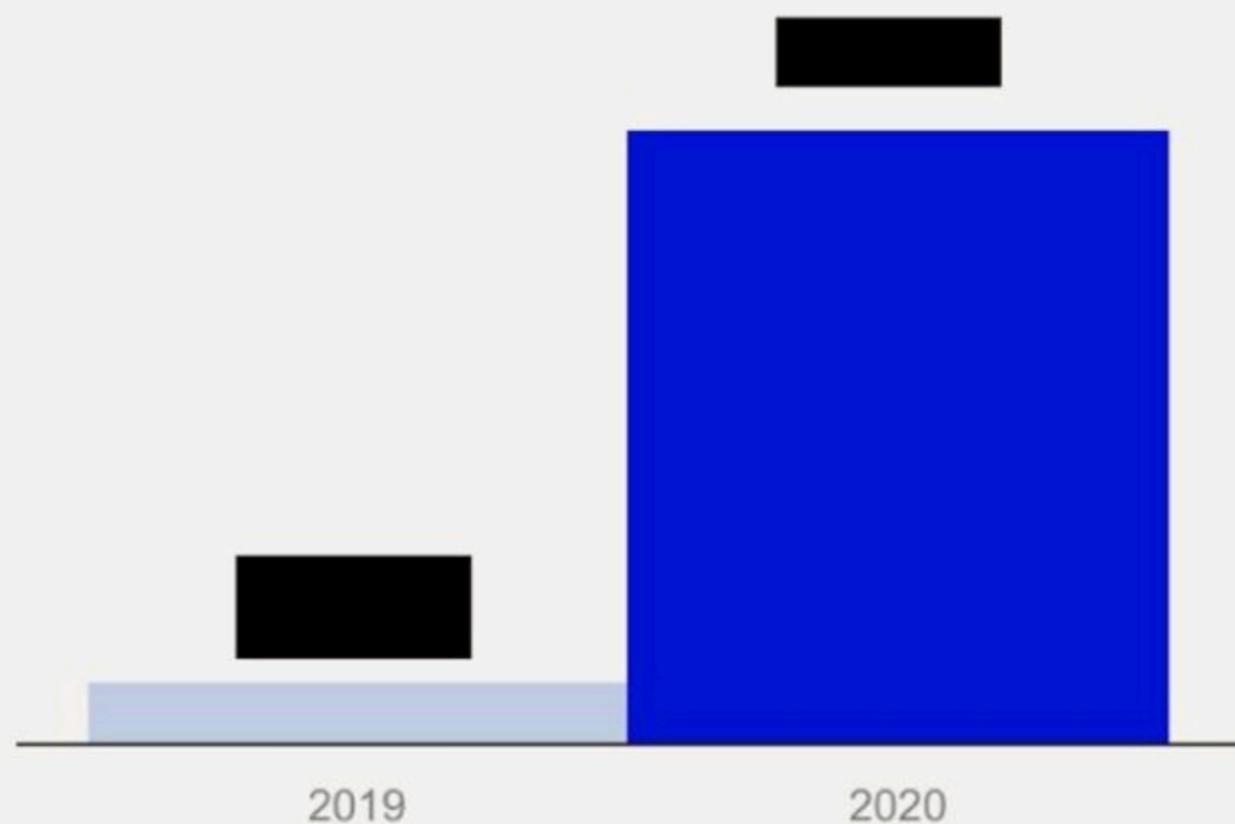
- Superintendent
- Assistant Superintendent
- Chief Academic Officer

Reduction of sales cycle from

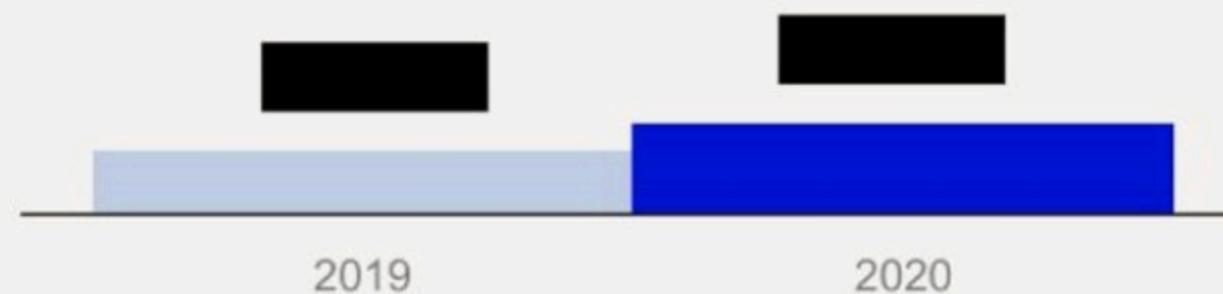
 300 days

 **to 96 days**

Elite Execution, Impactful Deals



**Average Contract Value
(in ARR)**



Acquisition Cost

Efficient Service

Quarterly Retention

96%

Time to hire

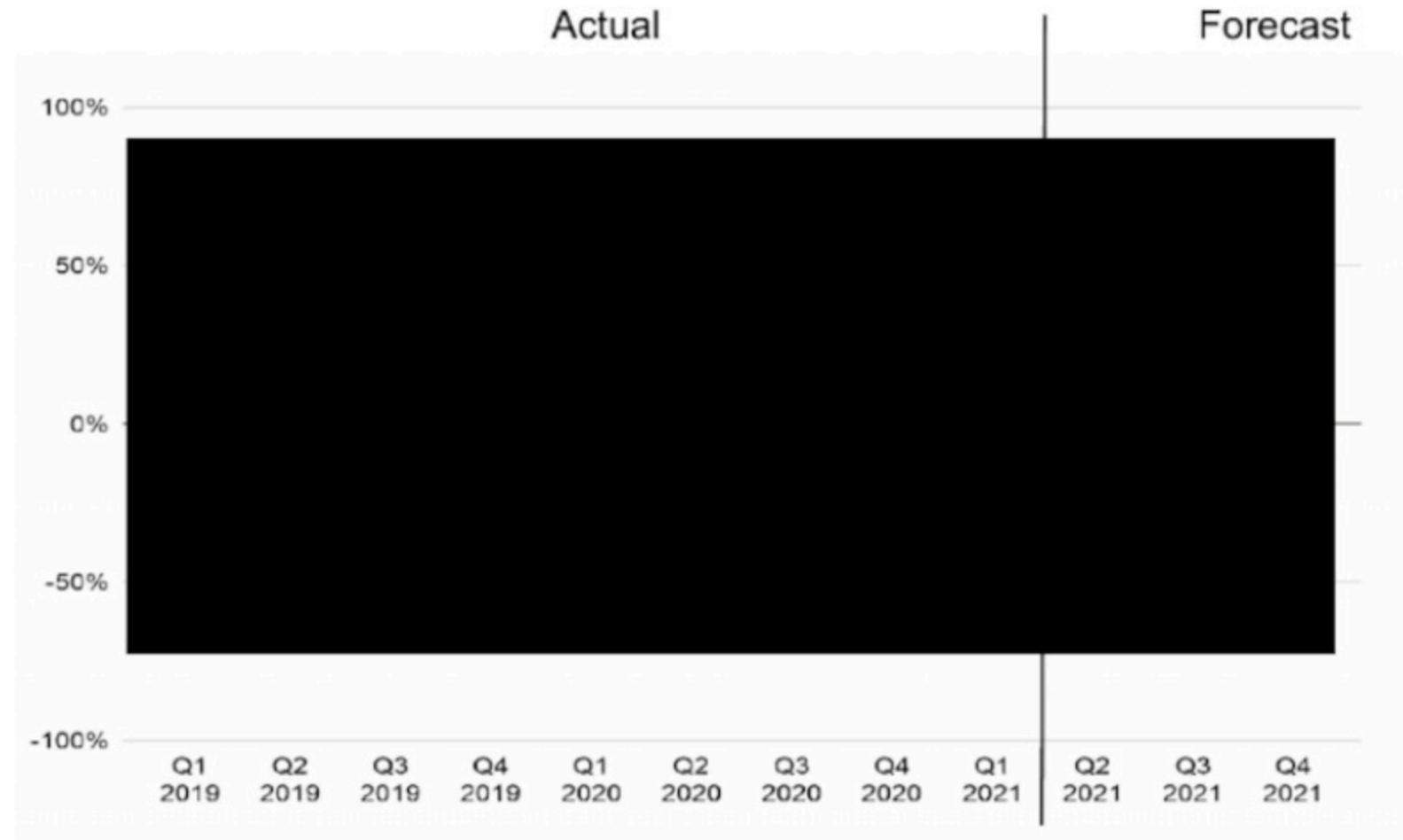
12 days

We've created an entirely new career for educators to pursue.

- All Employees (not contractors)
- 1 educator for every 1000+ students under contract
- Work with up to 5 students simultaneously.

Operational Excellence

Gross margins over time



Strong Leadership Team



Philip Cutler
CEO



Roberto Cipriani
COO/CTO



Priya Aggarwal
CMO



Joe Humphries
VP People



Joel Hames
VP Product



Jacob Geller
Director, Partnership



Daniel Trang
Director, Finance

Cash on hand



Runway

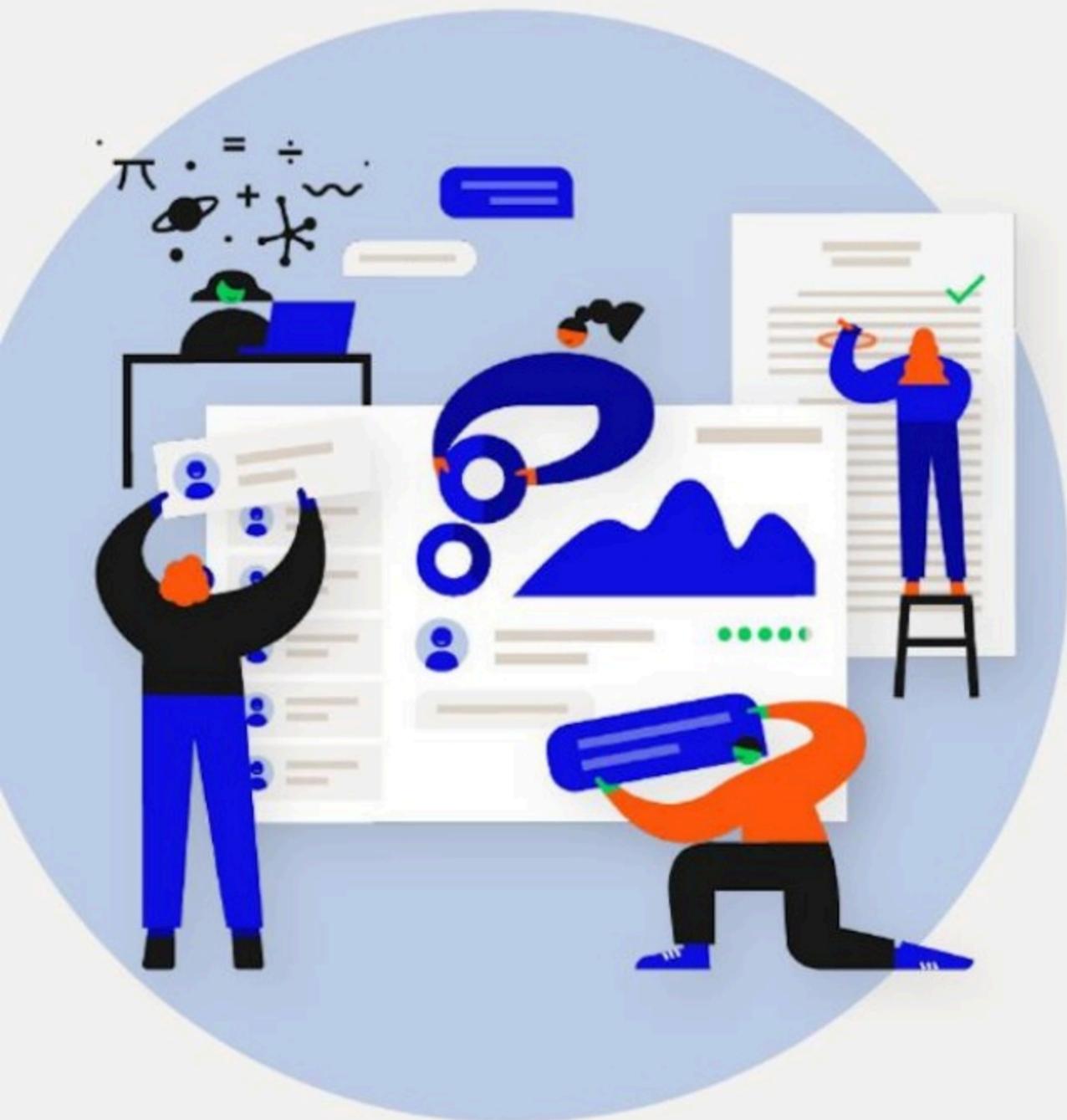
18+ Months

ARR



Track record of capital efficiency

\$19M raised (Seed, Series A, B)



OUR GOAL

To build the world's largest education company

We have the team and support to make Paper the largest education company.

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