

Pivot Education: Company Overview

Pivot Education offers participants in the start-up ecosystem (investors, operators, support staff, etc.) training in the finance concepts that will enable them to conduct financial analysis of a start-up company and better understand the company's underline business model

Company Overview

- Pivot Education provides training in the financial modeling and analysis skills critical to venture capital finance
 - Topics include; formatting, returns, capitalization tables, the income statement, free cash flow, and waterfall analysis
- Training is offered via Zoom classes and in-person lectures with single and multi-class class offerings
- Customers include venture capital funds, accelerators, start-up companies (all stages), associations, academic institutions, and individual students
- Students are primarily either directly involved in (investors, operators, support staff, etc.) or actively working to enter (e.g., students) the start-up ecosystem

Key Statistics

2020

Year
Founded

250+

Students
Taught

200+

Firms
Represented

16

Countries
Represented

Guest Lectured For (Not Comprehensive)



Mexican Association of PE & VC Funds
AMEXCAP
Asociación Mexicana de Capital Privado A.C.

BLCK VC

CHICAGO BOOTH
The University of Chicago Booth School of Business

 **Columbia Business School**
AT THE VERY CENTER OF BUSINESS™

 **VCFamilia**

Canadian
Women in VC

Founder



Zach Brauer

- Background in transactions with experience in venture capital, private equity and debt, limited partnerships, investment-grade debt, mergers and acquisitions, joint ventures, and divestitures
- Previously worked with Blue Cross and Blue Shield of Minnesota in the Corporate Development / Corporate Venture Group (Stella Ventures) and at Northwestern Mutual Capital, the private equity and debt arm of Northwestern Mutual