

Table A3
Financial Terms in the Selected Campuses' Contracts With OPMs

CAMPUS	OPM	PROGRAM	PAYMENT STRUCTURE TYPE	OPM SHARE*	UNIVERSITY SHARE*	ADDRESSES INCENTIVE COMPENSATION
UC Berkeley	2U, Inc.	Technology boot camps	Revenue Share	80%*	20%*	No
	Institute of Career Development, Inc.	Paralegal studies courses for Berkeley Extension certificate program	Revenue Share	45%	55%	No
	Dalton Education	Certified financial planning program	Revenue Share	80%	20%	No
	Taylor Engineering	HVAC courses for Berkeley Extension certificate program	Fee Per Student	\$250/course enrolment	N/A	No
	2U, Inc.	Master of information and data science program	Fee Per Student	\$39,000/ Fiscal Year	N/A	Yes
			OPM shall compensate applicable employees in accordance with federal regulation prohibiting incentive compensation.			
	2U, Inc.	Master of information and cybersecurity program	Fee Per Student	\$9,333/ Semester	N/A	Yes
			OPM shall compensate applicable employees in accordance with federal regulation prohibiting incentive compensation.			
2U, Inc. (EdX)	Massive open online courses	Revenue Share	40%	60%	No	
2U, Inc. (GetSmarter)	Continuing education courses	Revenue Share	70%	30%	No	
UC Davis	2U, Inc. (EdX)	Massive open online courses	Revenue Share	50%	50%	No
	2U, Inc. (GetSmarter)	Continuing education courses	Revenue Share	75%	25%	Yes
			OPM shall compensate applicable employees in accordance with federal regulation prohibiting incentive compensation.			
	2U, Inc.	Online MBA and MS in management (MSM)	Revenue Share	65%*	35%*	Yes
			OPM shall compensate applicable employees in accordance with federal regulation prohibiting incentive compensation.			
	2U, Inc.	Technology boot camps	Revenue Share	80%	20%	No
	Socratic Arts, Inc.	Certificate in cybersecurity and youth programs	Revenue Share	50%†	50%	No
	Institute of Career Development, Inc.	Paralegal studies certificate program	Revenue Share	30%	70%	No
All Campus	Lean Six Sigma Green Belt certificate program	Revenue Share	42.5%	57.5%	No	
Coursera	Massive open online courses and spatial data analysis and visualization MasterTrack certificate	Revenue Share	50%	50%	No	
Blackboard	Self-supporting graduate online degree programs	Fee Per Service or Student	Variable Fees‡	N/A	No	

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CAMPUS	OPM	PROGRAM	PAYMENT STRUCTURE TYPE	OPM SHARE*	UNIVERSITY SHARE*	ADDRESSES INCENTIVE COMPENSATION
UCLA	2U, Inc.	Technology boot camps	Revenue Share	78%	22%	Yes
			Both parties certify their own compliance with the federal regulation prohibiting incentive compensation.			
	All Campus	Master of science in engineering program with certificate of specialization in engineering management or certificate of specialization in data science engineering	Revenue Share	27.5%*	72.5%*	Yes
			Contracting parties assert compliance with incentive compensation ban, citing bundled services provision.			
All Campus	Master of healthcare administration program	Revenue Share	33%	67%	Yes	
		Contracting parties assert compliance with incentive compensation ban, citing bundled services provision.				
	iDesign	Master of healthcare administration program	Fee Per Service	Variable Fees [§]	N/A	N/A [#]
UC San Diego	2U, Inc. (EdX)	Massive open online courses	Revenue Share	50%	50%	No
	Coursera	Massive open online courses	Revenue Share	50%	50%	No
	2U, Inc.	Technology boot camps	Revenue Share	80%	20%	No
	Springboard	Machine learning engineering boot camp	Revenue Share	80%*	20%*	No
	NIT Institute	Automotive safety certificate program	Revenue Share	80%	20%	No
	Open X Education, Inc.	Additive manufacturing certificate program	Revenue Share	50%	50%	No
UC Santa Barbara	QuickStart Learning, Inc.	Technology boot camps	Revenue Share	90%	10%	No
	ZSchool, LLC	Customer experience and leadership programs	Revenue Share	80%	20%	No
	Blockchain Academy	Blockchain credential programs	Revenue Share	70%	30%	No

Source: Selected campuses' OPM contracts and auditor calculations of OPM revenue.

■ These contracts either expired as of May 2024, or campuses have terminated their agreements with the respective OPMs.

* Some contracts provide for varying revenue percentages to OPMs. This table presents the highest possible percentage that an OPM may receive. In the University Share column, where we indicate N/A, there is no university share because the campuses pay a fee per service or student to the OPMs and do not receive a share of the revenue.

† This contract includes an additional program that pays the OPM between \$115 to \$1,135 per student.

‡ Variable fees include, for example, \$6,250 for course design and development of a three-unit course; \$200 to \$250 additional surcharge per hour for collaborative development; and \$30,000 for marketing and media, plus a variable management fee based on media spending. The contract also includes a few services that charge by student or by student lead—for instance, \$100 per student for retention coaching using predictive data. The total value of the OPM compensation is not to exceed \$400,000.

§ Variable fees include \$75,000 for program planning and consulting services, \$65,000 per course for instructional design and development services, and \$2,500 per video for video post-production services.

The prohibition on incentive compensation is not applicable to contracts that pay fees per service because this compensation is not based upon success in securing enrollment or the award of financial aid and, thus, is not considered incentive compensation.