

Naviance, a Hobsons company

FAQ for Naviance Clients

We're pleased to announce that Naviance is now a Hobsons company. Our strengths in K-12, coupled with Hobsons' strengths in higher education, will create exciting opportunities for clients of both companies.

How will I and other Naviance clients benefit?

By combining the efforts of leading companies serving both K-12 and higher education, Naviance and Hobsons will be uniquely positioned to help counselors, teachers, and administrators to guide their students along an appropriate educational path. Naviance and Hobsons will work together to facilitate improved alignment between K-12 and higher education institutions.

Will my account be affected?

Not at all. You will receive the same outstanding products as you currently do and work with the customer service team that understands and is able to meet your needs.

Will prices rise?

There are no plans for an increase in product pricing for either Hobsons or Naviance offerings as a result of Naviance becoming a Hobsons company.

Will I notice a change in the products I use?

Not immediately. Over time Naviance and Hobsons will work together to develop unique capabilities that benefit both K-12 and higher education institutions.

Will technical support change?

No. You can be assured of the same friendly, knowledgeable support you've always enjoyed in the past. Naviance and Hobsons staff are committed to providing the same outstanding service you've always relied on.

Will the companies' products be integrated?

Naviance and Hobsons U.S. will consider ways in which the companies' products can benefit each other. Hobsons U.S. college search information is already integrated into Counselor's Office, part of WorkspaceK12 from Naviance, providing information about admission requirements at more than 4,000 institutions of higher education.

Why did Naviance agree to join Hobsons?

This transaction joins two trusted educational service companies committed solely to advancing and improving services to the education community. The combined company is the first to bring together an online, global community of tens of thousands of educators from K-12 through higher education. When the companies formed a partnership in 2006, it became apparent that they shared similar goals. This transaction furthers both companies' goals of providing superior educational products and services. Quite simply, Hobsons U.S. and Naviance are better able to reach their individual goals together than apart.

Will the focus of Naviance change?

Not at all. As a Hobsons company, Naviance will remain as committed as ever to providing the highest quality college planning and advising services available.

Will Hobsons clients have access to personal student data held by Naviance?

Absolutely not. Data held by Naviance about individual students will not be used for lead generation by Hobsons higher education clients. Naviance and Hobsons are committed to maintaining the integrity of personal information and student data.

What is the structure of this transaction?

Naviance will become a Hobsons U.S. company, and will operate as a distinct business division. Naviance will continue to offer all of its current products.

What is the value of the transaction?

Both Hobsons U.S. and Naviance are privately owned entities and do not disclose financial information.

How does Naviance fit into Hobsons' strategy?

The Hobsons U.S. growth strategy has long been to align with education market leaders. This transaction reinforces Hobsons' commitment to the industry, educators and the students they serve.

Where can I get more information?

There will be a series of conference calls on June 29, 2007 for Hobsons clients, Naviance clients and members of the media. At that time, management from Hobsons and Naviance will offer more details and answer questions. To participate in a call, please visit www.naviance.com for registration information.

