



Amerigo: Globalization | Learner Experience

“I didn't love the private equity model as I understood it. I had been approached many times over the years by different firms and I always turned them down as I never felt it would be a true partnership. But I had known the principals at Avathon for some time and after working with them for several years, I can honestly say this firm is different. They care about people, are all about teamwork and want to build businesses for the long term.”
– Craig Pines, CEO of Amerigo

Background

Amerigo helps international students pursue their dreams of getting a great education and providing a path for students to get into top US colleges and universities. Amerigo provides diverse experiences and a structured program that allows students to discover their passions, build lifelong friendships, and most importantly, thrive in the classroom. Through their boarding programs operated in partnership with American preparatory schools, Amerigo ensures that students receive the support they need to prosper, grow and succeed.

“We've become a trusted party for all of our stakeholders. Students know we will help prepare them to succeed and provide them with a great experience. And universities see us as a consistent source of students who have the requisite skills and capabilities to be successful and additive to their campuses.”
– Jason Rosenberg, Avathon

“In a short period of time, we have built a rapidly growing and industry defining business.”
– Craig Pines, CEO of Amerigo

Complementary Team

We partnered with a CEO we had known for years and worked together to recruit an experienced leadership team to help build Amerigo's business.



“I think one of the things that's consistent in any sort of a successful organization is to have a team that clicks and works well together. You want a high functioning team with complementary strengths that is focused on the core mission of the business.”
– Chris Hoehn-Saric, Avathon

“When you're building businesses – not just extracting value from it – you really want to be in business with the people you know and trust. Craig's a very thoughtful, strategic leader who knows how to attract talent and build a winning team.”
– Jason Rosenberg, Avathon

Compounding Knowledge

Avathon's portfolio companies work together and become another source of expertise and knowledge sharing for each other.



“Our interactions with Avathon's other portfolio companies have really become a source of strength for us. Their experience and resources add an extra dimension that gives us a leg up when we're ready to take on the next challenge.”
– Craig Pines, CEO of Amerigo

“Every stakeholder can look at Amerigo and say, this serves my core mission, my business objectives, and the students I serve. You shouldn't have to choose between mission and margin – they can both be served when all of your audiences are aligned.”
– Chris Hoehn-Saric, Avathon