Greetings from Boston Educational Services (BES), and Welcome to *iTEP Quarterly*, our first newsletter! We are very pleased to have you as partners, and in our efforts to make sure you have all the latest information about iTEP and BES, we will be sending you these quarterly newsletters. Each issue of *iTEP Quarterly* will contain all the new developments regarding the iTEP exam, as well as updates about our partner colleges and universities, test centers, and other news relevant to you. We hope you enjoy *iTEP Quarterly*, and we look forward to your feedback.

Thank you very much for your continued support of iTEP and BES!

Now, on to the news….

- This year has started off with a bang! iTEP sales this quarter increased by 77% over last quarter.

- The Ministry of Commerce of Colombia once again selected iTEP over other numerous bidders as its English proficiency exam of choice.

- UC Berkeley's Visiting Scholar and Postdoctoral Department now uses iTEP for placement and tracking in its Intensive English Program, operated in cooperation with The Language Company.

- iTEP has penetrated more markets as BES has formed partnerships with Bridge-Linguatec in Argentina, Brazil, and Chile.

- In spite of the recent events that have taken place in Egypt, iTEP sales to both Egyptian students and companies have stayed strong.

- Effective June 1, 2011, the retail price of the iTEP Academic-Plus exam will increase from $75 to $89. Despite this increase, iTEP will remain the lowest priced internationally recognized English proficiency exam on the market.

- BES joined The Association of Boarding Schools (TABS) this quarter as a corporate member.

- This quarter, 17 Argosy Universities agreed to accept iTEP scores for determining the English language proficiency of their international student applicants.

- Anaheim University has agreed to accept iTEP for admissions for its international students applying to the MA in TESOL program.

## By the Numbers:

**90** Partner Colleges and Universities

**73** Certified iTEP Test Centers worldwide

**15** Official iTEP Distributors worldwide

**23** Countries administering iTEP

## SLATE Exam

Launched in November 2010, SLATE is our "iTEP high school" exam containing content focused toward that demographic. Fourteen partner US high schools are already using and accepting SLATE for admissions, and SLATE has seen strong growth, both domestically and abroad, so far in 2011.

## iTEP Business Exam

During this first quarter, several additional companies have chosen the iTEP Business exam for evaluation of their employees' English proficiency levels. FM Global, BASF, and 3M are some examples of these new iTEP Business clients.

**Quote of the Quarter:**

**Daniel Lesho** - Director of Cal Poly English Language Institute

*"We are very pleased with what iTEP has added to our program. The ability to deliver the test easily on the computer adds much credibility in the eyes of our students. In other words, just the experience of entering the computer lab as part of a formal test scenario and then receiving a very detailed score report adds a level of legitimacy to their overall scholastic experience. Not to mention that some will actually be able to use the score                                for                                college                                admissions.*

*From an admin perspective, I cannot tell you how much I value the fact that I have ready access to past test results including actual student responses. Anything that helps us stay organized is of high value to us. To me, this was a feature that I was not fully aware of going in. But, I was pleasantly surprised when I discovered all that I could to do with the archived tests. For instance, when a student was in my office for advising, I was able to call up a past spoken or written iTEP response on demand and review it with the student. This certainly increased the quality of my advising because I was able to direct the student's attention to how he or she could improve the score for the next administration. "Next administration" is key here because it means the student regards iTEP as another clear reason to stay in the program."*