

# Case Study: Greenville Tech

Greenville Technical College is a multi-campus community college serving Greenville County, South Carolina. **With an average enrollment exceeding 20,000 continuing education and academic students**, Greenville Tech offers more than 100 different programs to prepare students—from recent high school graduates to adult learners—to enter the workforce equipped with the skills sought by today's employers.

Greenville Tech had some success with offering a credit course for CDL training, with 40-50 students per year attaining their CDL. However, **the administrative burden that typically accompanies a for-credit CDL course is significant**, and, after hearing about Ancora from another community college, Greenville Tech reached out to Ancora for help. Ancora deployed a turnkey CDL program without issue, even accommodating a rapid staff transition.

The interest in the new program, which kicked off in May 2021, was nearly immediate. Nine students enrolled in the first cohorts, and **within seven months Ancora doubled the number of CDL class completers**. As of April 2022, less than a year after the first class began, **more than 200 students have completed Ancora's CDL Class A program with a 97% license rate**. From its inception, Ancora has managed Greenville Tech's new CDL program with the professionalism and flexibility needed to ensure the success of a college-based training course.

The 160-hour program, which can be completed in as little as four weeks, has scaled to meet increasing demand; **classes are now offered on the weekdays and weekends**. Word of Ancora's success spread among the other technical colleges in South Carolina, and five other colleges contracted with Ancora to bring the same successful program to their students.

