

Sam Burgio is President, Chief Operating Officer and a Student-First Leader

Page: General Information

Provide information about the company to be considered for the award. If you will be nominating an individual, specify the nominee's employer.

Name of Organization/Company

Jenzabar

[REDACTED]
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Additional Contacts

I do not wish to list additional contacts

Page: Entry Information

Entry Title

Sam Burgio is President, Chief Operating Officer and a Student-First Leader

Category

J10. Executive of the Year - Educational Technology

Executive Nominee Submission Format

Written Answers

a. Briefly describe the nominated executive's employer: the organization's history and past performance (up to 200 words). Required

Jenzabar is a leading provider of technology solutions for higher education, delivering integrated ERP, SIS, and point solutions to over 1,400 campuses worldwide. Jenzabar empowers institutions to improve operational efficiency, drive student success, and meet the unique demands of today's learners. Jenzabar was founded on the belief that everyone deserves the opportunity to learn. Leveraging four decades of industry leadership, Jenzabar's ever-evolving ecosystem serves hundreds of thousands of faculty, staff, and the students they support.

Sam Burgio is President & Chief Operating Officer at Jenzabar and is responsible for advancing Jenzabar's corporate strategy, driving operational efficiency, and establishing/strengthening relationships with customers, partners, and industry leaders. Jenzabar was performing strongly prior to Burgio's appointment, but under his leadership, the company has entered a dynamic new chapter of growth and innovation.

Burgio has 30+ years of experience in the IT consulting industry as well as a rich background in higher education. Before becoming COO & President of Jenzabar, Burgio spent more than two decades with the company as Executive Vice President and General Manager. Previously, he was the Dean of Student Enrollment at Wentworth Institute of Technology in Boston and held executive leadership roles in educational technology product and consulting firms.

b. Outline the nominated executive's achievements since the beginning of 2023 that you wish to bring to the judges' attention (up to 250 words). Required

Since 2023, Burgio has propelled the company into a new era of growth and innovation. Under his leadership, Jenzabar has made significant strides in AI, cloud partnerships, and client-focused initiatives, driving tangible benefits for higher education institutions worldwide.

Key Accomplishments:

- AI Innovation & Data-Driven Solutions: Jenzabar was an early adopter of AI in higher education, but Burgio solidified its leadership by championing Jenzabar Intelligence and expanding AI across many of Jenzabar's solutions.
- Client-Centric Transformation: Burgio believes that meaningful client relationships are just as important as company metrics. Deeply committed to client success, he reimagined Jenzabar's client-support structure, introducing dedicated team pods that ensure personalized, proactive service. He set a goal for the company to visit every client campus in the year 2025. Despite his busy schedule, Burgio is doing many of these visits himself.
- Employee Education Initiatives: Burgio has also been an active proponent of employee growth and has overseen leadership and management training as well as several employee education initiatives geared towards upskilling Jenzabar's leadership and client-facing teams.
- Strategic Google Cloud Partnership: Burgio led the company in securing a multi-year partnership with Google Cloud, enhancing Jenzabar's offerings with cutting-edge infrastructure, AI capabilities, and advanced security features.
- Growth and Recognition: Under Burgio's leadership, Jenzabar saw unprecedented growth, with 134 institutions selecting Jenzabar solutions in 2024. Jenzabar earned its fourth consecutive distinction as the most-selected technology in private higher education, according to the 2024 Tambellini Group Annual Report. The company was also named a Leader by IDC.

c. Explain why the achievements you have highlighted are unique or significant. If possible compare the achievements to the performance of other executives in your industry and/or to the nominee's past performance (up to 250 words). Required

In a time of historic strain for small and mid-sized institutions, Sam Burgio's leadership has been especially impactful. These schools—many of Jenzabar's core partners—have been hit hardest by enrollment declines, shifting demographics, and rising operational costs. Burgio has responded by doubling down on Jenzabar's role as higher education's most trusted partner. His transformation of client success teams wasn't cosmetic—it was a structural, cultural shift that made support more personalized, responsive, and solution-driven.

Technology evolves at a rapid pace, it's easy to chase what's next, and most companies do. While Burgio understands the importance of innovation, he has also launched a company-wide initiative to refine existing offerings, ensuring that every product delivers tangible, immediate value. And institutions are seeing this value in real time. Southeastern University has seen 22.3% growth in new graduate enrollment and \$1.5M in net tuition revenue. Mid-Plains Community College has seen student engagement improve by 600%. Bethune-Cookman University saved staff 800 hours a month in efficiencies. Burgio's relentless focus on product quality, stability, and relevance has re-cemented Jenzabar One's place as the leading platform for private not-for-profit institutions.

Burgio's leadership is also personal. He collaborates directly with campus leaders and reinforces a culture of ownership—if a school has a problem, Jenzabar will solve it. His hands-on approach has fueled a culture of accountability and innovation across the organization. For example, when a software update crashed systems worldwide, Jenzabar had its 300 impacted campuses back online and operational in a matter of hours.

d. Reference any attachments of supporting materials throughout this nomination and how they provide evidence of the claims you have made in this nomination (up to 250 words). Optional

[REDACTED FOR PUBLICATION]

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