

COHORT 2 BOOTCAMP: Cohort 2: Monday 28 March & Tuesday 29 March

WEEK 1 (Monday 28, Tuesday 29 March)

WEEK 2 (Monday 4 April & Tuesday 5 April)

DAY 1

MORNING

09.30 - 09.45: Welcome and programme overview

09.45 - 10.30: Cohort 2 Bootcamp company intros

10.30 - 12.00: Intro to Bootcamp coaches and groups and group 'bonding'

NETWORKING LUNCH

12.00-13.00

AFTERNOON

13.00-17.00: SCALING A HIGH GROWTH TECH COMPANY:

13.00-15.00: Work in coach groups, facilitated by coaches:

- What's a high-growth company? What constitutes high growth?
- Key tech examples
- What are the (characteristics of) a hi-growth company?
- What does it take to scale a hi-growth tech company?
- How will YOU deliver that?

15.00-15.15: Break

15.15-16.00: 'Thinking bigger /moving faster', Sahra-Josephine Hjort, Founder & CEO, Canopy Lab

16.00-17.00: What do you wish you had known if you had your time again: Interactive experience sharing panel with successful tech entrepreneurs ? Sahra-Josephine Hjort, Founder & CEO, Canopy Lab

17.00 -20.00: NETWORKING DRINKS /DINNER

MORNING

09.30 - 10.00: Welcome / this week and today's Programme

10.00 - 11.00: Valuation, Morten Høgh-Petersen, Partner, KPMG

11.00 - 12.00: What does it take to raise VC money? Is that what you want? Nicole Le Blanc , Partner 2150 VC

NETWORKING LUNCH

12.00-13.00

AFTERNOON

13.00-14.00: 'Gotta sell to grow'. Interactive session on powerful selling by Anya Zhuravkina, Founder, and Kevin Smith, Director, Winning Language

14.00-15.00: Pitching Q&A with Frank Erschen, Pitch Coach, Toronto, Canada

15.00-15.15: Break

15.15-17.00: Free time to amend decks post MASTERCLASS/Q&A/pre-pitching practice

NETWORKING DRINKS

DAY 2

MORNING

09.30 - 10.00: Welcome / Today's Programme

10.00 - 12.00: ARE YOU SOLVING THE RIGHT PROBLEM? Seven practices for effective reframing:

Work in Coach Groups

NETWORKING LUNCH

12.00-13.00

AFTERNOON

13.00-14.30: Pitch Practice MASTERCLASS, Frank Erschen, Pitch Coach, Toronto, Canada

14.30 -15.00: CASE STUDY

15.00-15.15: Break

15.15-16.30: Do you have a clear value proposition?

16.30 + CLOSE/NETWORKING

MORNING

09.30 - 10.00: Welcome / Today's Programme , Jeanette Carlsson, TNA

10.00 - 12.30: Bootcamp participants pitch to judges:

Nikolaj Juhl Hansen, Partner, Magnusson; Irfan Goandal, Partner, Promentum Equity Partners (VC);

Maria Sundlöf, CEO, Proceiva, Angel Investor and DanBan Board Member; and Lone Vilstrup, Director, Business Development, KPMG

NETWORKING LUNCH:

12.30-13.30 (Judges discuss pitches during working lunch)

AFTERNOON

13.00-14.00: Judges interview, discuss and select companies for the Accelerator

14.00-15.00: How to track your success ? (SaaS metrics)

15.00-15.15: Break

15.15-17.00: Judges feed back on selection for Accelerator/networking

CLOSE