

North-West Innovation Fund

Presents the

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delta accelerator program

Overview

- Global programme designed for variety of Technology Startups with Global ambition
- Global cohort of participants - East Coast USA, Ireland
- International Best Practice
- Drawing Candidates from:
 - University of Delaware
 - Temple University
 - Villanova University
 - Drexel University
 - University College Dublin
 - Dublin City University
- More than just money
- Robust program to help new technologies get off to a great start
- Newly disclosed technology can build commercial plans and teams leading to investment by the program

Overview C'td

- Bring your High Growth Tech to the North West
 - Access to a highly educated workforce.
 - Experience a Higher Quality of life.
 - Grow from a lower cost base.
 - Avail of a Start-up Focussed Infrastructure (gaining access to the relevant agencies and support infrastructures available in the region)
 - An access gateway to the UK and wider Europe

Introduction

- Programme for high growth globally focussed Series A Startups
- Built on 25 years of successful investment mentoring and coaching with programs such as:
 - Temple University SmarTemple Innovation Fund
 - Spark Challenge - Delaware
 - Where participating startups experience a high degree of success in developing their skills and capabilities assisting them to scale internationally.
 - This very hands on and practical approach has been the subject of positive review by previous participants and one which has lead to success for those who have engaged in the process

The Uniqueness

- A specifically-built process
- Targeted at high growth startups
- In-depth knowledge of our qualified deal-flow
 - the founders
 - the customers
 - the exit partners
- International reach, powerful networks & hands-on, experienced involvement
- Active coaching, mentoring and understanding to help navigate the journey to success and growth in the fastest time



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Selection for the **Δέλτα** delta accelerator program

- Online Submission Forms
- Invitation to attend:
 - One of two “**Life’s a Pitch**” Events
 - Hosted by Ciright
- Complete Due Diligence proforma pre and post assessment
 - Pre work using Program Specific Templates
 - Review of 25 / 30 participants and Selection of 12 (Assumed)

3-step process of enhancement

- **Accelerator phase** involves a series of workshops over a one-month period and ends with a pitch event to angels, series A Venture Partners that elicits the best, clearest, and most attractive value propositions for each investment opportunity.
No one leaves the program without support, guidance and or investment opportunity
- **Mentorship and Angel Investment Phase** selects high potential emerging businesses and accelerates them through mentorship, executive development and angel investment. As opportunity arises this can but is not fixed to matched state aid.
- **Venture Phase** provides capital to highly attractive investment prospects, with strong teams, demonstrable market success and rapid growth potential, including those seeking global markets.

Phase One: “Life’s a Pitch”

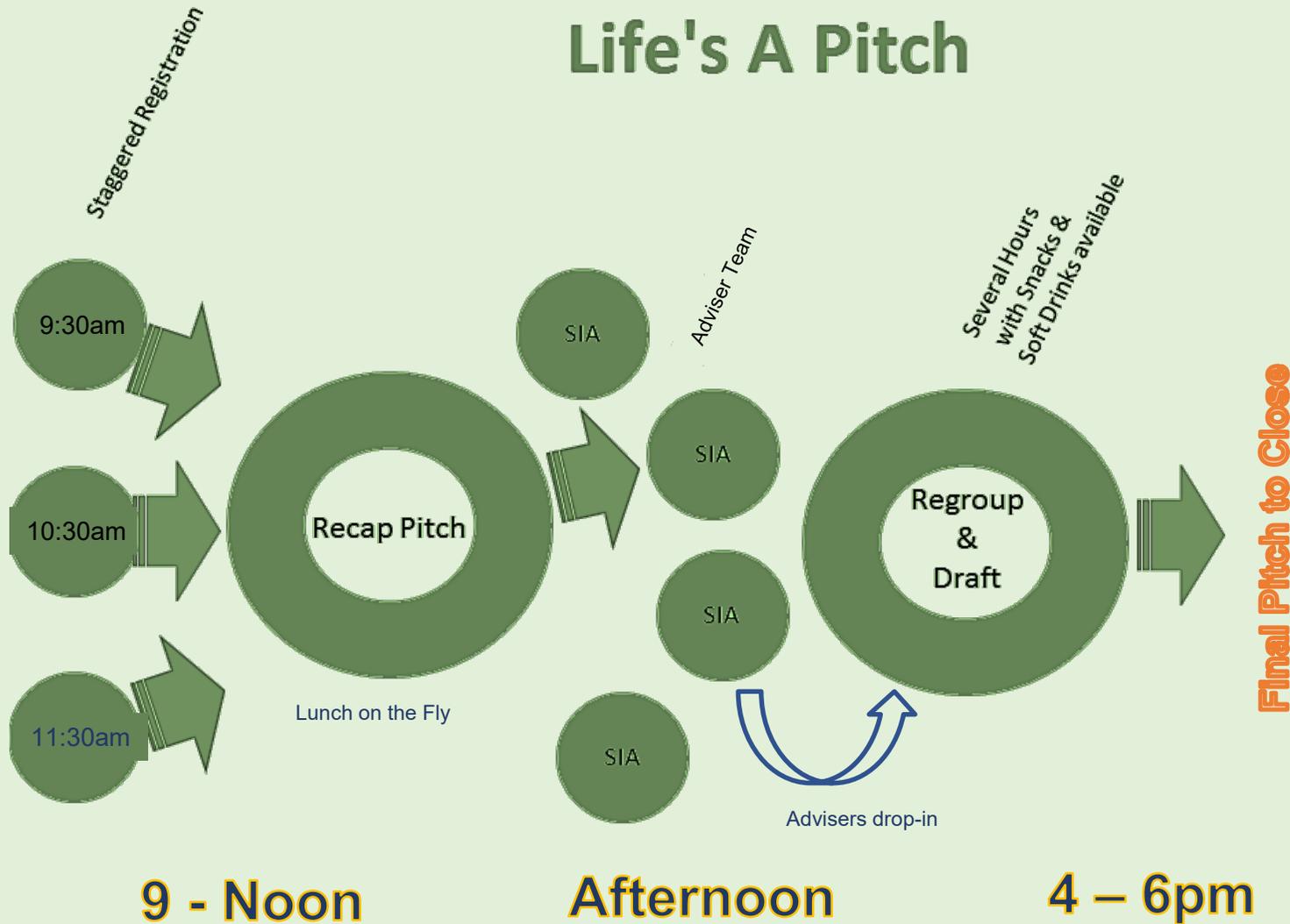
One day selection process – “Life’s a Pitch!” will look for people who have a passion and a positive attitude to developing a business idea.

- Multiple opportunities to state and restate the Idea
- Examine / Explore Obstacles the Group feel they face
- Present what they believe are the next steps to:
 - Develop the Business
 - Consolidate the offering
 - Protect any IP
 - Understand the costs
 - Grow a Team

The “round robin” delivery and assessment methods used in this day will provide the participant with feedback and input from a panel of startup experts in many fields and allow the team to rebuild / represent as required the opportunity to gain access to Spark Challenge

Life's A Pitch

Open call and One page
Overview with Selection
and Assessment

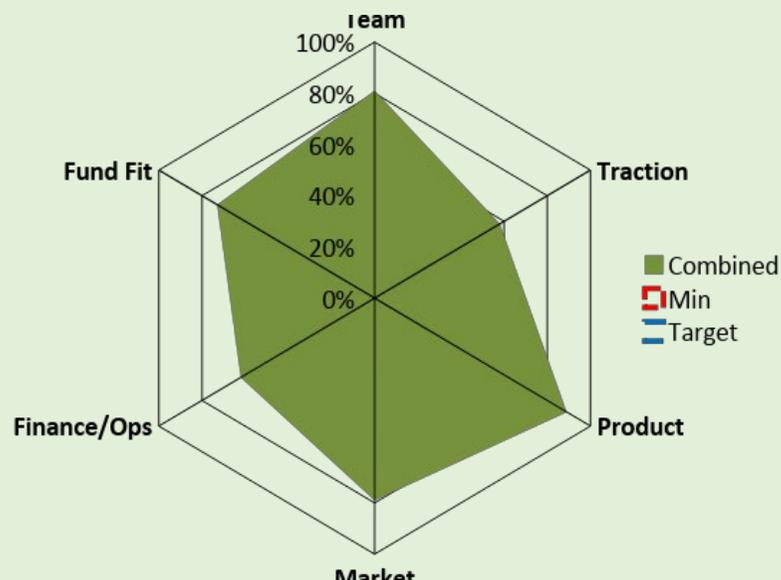


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Managing the Investment

- Basis for assessment pre Program and delivery during program
- Built on long term relations and understanding from the smart process, with 52 individual assessment points.
- Tracks ongoing performance
- Develops management information
- Provide guidance for mentoring and directors. These same tools are used to manage and guide each investment through to exit.



Normalized GP Weighted Scores			
	Gerry	Martin	Combined
Team	78%	84%	81%
Traction	72%	44%	58%
Product	92%	86%	89%
Market	80%	78%	79%
Finance/Ops	52%	72%	62%
Fund Fit	70%	76%	73%
Average	74%	73%	74%

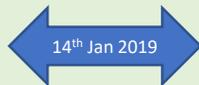
Workshops



Session One – Three Days

The Vision

Vision for Long and Short term
Team
Inside and outside camp
Staying power (USPs)



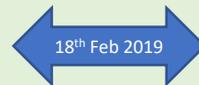
14th Jan 2019



Session Two – Three Days

The Business

The Proposition
Will it Work?
Market-readiness
Making Dough
Making Cakes
Plans



18th Feb 2019



Session Three – Three Days

The Deal

Scrutiny from Angels
Deal Making
Pitching Tents –Dry run
Whites of the Eyes
Pitching to Angels



10th mar 2019

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Program Inputs

- Clinics and Workshops- following the awareness, assessment and action learning model
- Ongoing daily Mentoring assignments and feedback for next steps
- Action plans- Linked to Active Learning / Assignments derived from mentoring and advice sessions
- Individual Work - Linked to Individualised Business Progression Plans
- Guest Speakers - Success Cases – “I did it, You can too & this is how”
- Case Studies - Peer Group Learning Exercise
- Expert Inputs - Experts in Core Fields
- Mentoring – Group and Individual Support provided each day.
- Angel Group access - end of workshop reviews with Angels

Deliverables

- 9 days of face-to-face training
 - days have average of two facilitator / trainers
- 10 hours of one-to-one mentoring per participant company
 - Allocated based on the need of the startup
 - Industry specific skill sets
- 10 hours of offline email and telephone support.
 - #slack Programme management
- Integration into the network of investment and venture capital

Location

- Life's a Pitch in Donegal (Ireland) and Philadelphia
- The Delta program
 - 9 days over three months on location in Donegal -Ireland
 - Session One – 14th Jan. 2019
 - Session Two – 18th Feb. 2019
 - Session Three – 10th March 2019
- The days around the workshops will be facilitated by trade missions, buyer meets, and FDI activity in Donegal.

Apply Today

Just click this [link](#) and complete the application form!



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Delta Accelerator program

An accomplished team with expertise in building sustainable competitive advantage



Gerry Moan is a venture partner & a highly accomplished investor, mentor, coach, and leader in the Irish start-up space for more than twenty years. Experienced as an investor and serial entrepreneur, Gerry has had investor relationships with many successful venture backed firms such as **Mcor Technologies, Barracuda FX**, and the like. Gerry is the author of “Who’s driving the Business?” and creator of numerous business coaching programs. He is an Ireland native and has a bachelor of Arts from the University of Ulster and business certificates in coaching and psychology from Durham University.



Martin Hunt is a general partner with **\$20 billion in transaction experience**. With investment banking, private equity and venture experience, Martin has been the founder of multiple start-ups and exits, including a private equity search fund. Martin is the former chairman and CEO of a leading cable installation and assembly company and founder and managing director of a lower middle market strategy consultancy. Prior to this Martin was an executive manager at a leading systems technology company, America’s largest public electric utility, and a leading innovator in branded credit cards. Martin is former vice chairman and president of the Harvard Business School Alumni Club in Philadelphia and has volunteered in numerous roles. Martin holds a Bachelor of Arts in Economics from Swarthmore College, an MBA for the Harvard Business School and FINRA Series 7, 63 and 79 licenses.



Chuck Kerrigan is a general partner and a former Regional Market Leader for a global financial institution; CFO for a large non-profit; Board member and Trustee for several prestigious non-profit organizations; Chief Lending Officer and Chief Wealth Officer for a community bank with a small business orientation; significant experience with business plans; investments; budgets; capital structuring and overall financial management. Chuck graduated from Temple University with a Bachelor of Business Administration and an MBA in finance. Chuck completed the Advanced Management Program at the Wharton School of Business, a certificate program at Columbia University’s Graduate School of Business and holds FINRA Series 7 and 66 securities licenses.

Some of the Delivery Team

Susan Stipa: Twenty years in the pharmaceutical, biotechnology, financial services and healthcare related businesses, in roles reporting to President/CEOs since 1990. Prior to her current leadership role at McDay, Susan was Commercial Director for Foster Wheeler Biokinetics, bringing full circle a life sciences career that started as a process engineer at Hoffmann La Roche - running the bulk powders step of the largest Vitamin C plant in the world at that time. Susan's chemical engineering background coupled with right brain creativity, fuels many a client strategy. Focused on Pharmaceutical, Energy, Biotechnology, Financial services, Media/Entertainment, Retail, and Hospitality and Healthcare industries.

Patrick Kelly: Patent attorney with over twenty years' experience in life science IP with extensive experience in conducting validity, due diligence, and freedom-to-operate studies; formulating and maintaining biotech IP estates; and preparing and prosecuting patent applications related to the life sciences.

Barry Russell: Barry founded neoSurgical in 2008; an internationally successful early stage medical devices company. neoSurgical's innovative devices are designed to give the laparoscopic surgeon greater control of the operative procedure, with his OVOMED Partners, he creates and articulates the value of a medical device idea or product to customers and stakeholders in the international market. Using his experience from several successful exits in the Med Device arena he provides business model development and go to market strategy for early to developing stage med tech companies, entrepreneurs, universities, spin outs. He also works with funders on due diligence for opportunities on their radar.

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