



ACCELERATING INNOVATION

Client Intake

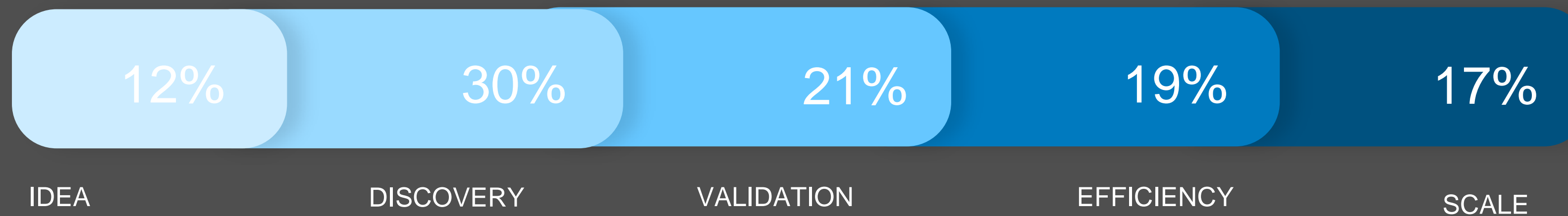
STARTUP SERVICE

Haltech Client Journey

Our Client Journey is a program of tailored business innovation services that support tech companies at every stage.

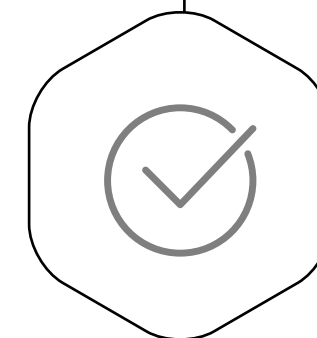


CLIENT JOURNEY

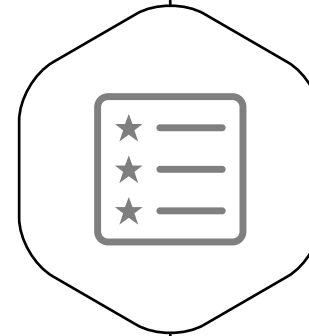
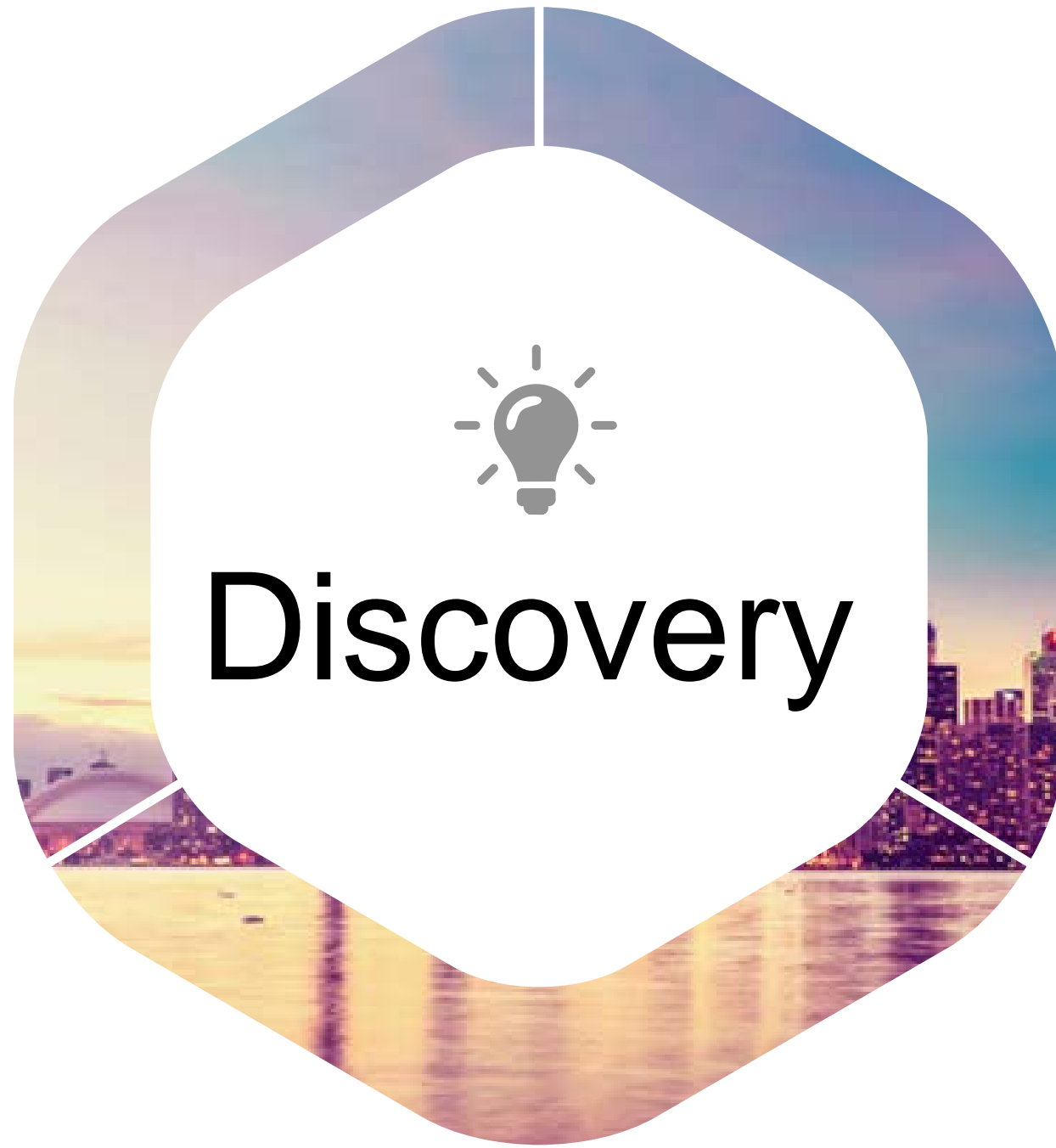




- SERVICES
- Start Me Up 1 (Value Prop)
 - MaRs Entrepreneurship 101
 - Financial Literacy
 - Office Hours with Mentors
 - General Events
 - Space for Hot Desking

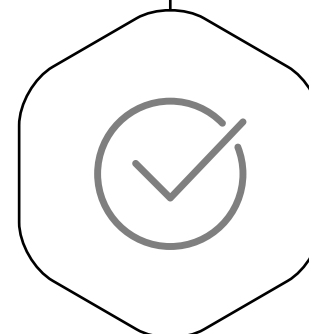


- CRITERIA
- Problem defined and potential solution using Technology



SERVICES

- Start Me Up 1 & 2
- Mentor 1:1
- Ecosystem Resources
- Business Development Support
- Financial Literacy Office Hours
- General Events: IP, Finance, M3
- Space Endorsement for Hot Desking



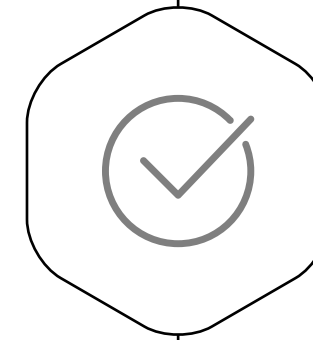
CRITERIA

- Initial Business Plan – BMC
- Initial funds identified
- Proof of concept



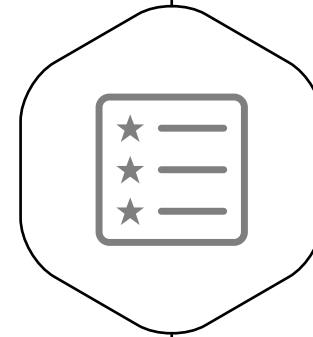
SERVICES

- EiR 1:1
- Start Me Up 3
- Events: M3, Financial Literacy, Pitch Ready, Sales, IP, Due Diligence
- Mentors and EiRs 1:1
- Grant Writing Support
- Hi5 Pitch Competition
- Space for Hot Desking & Meeting Rooms



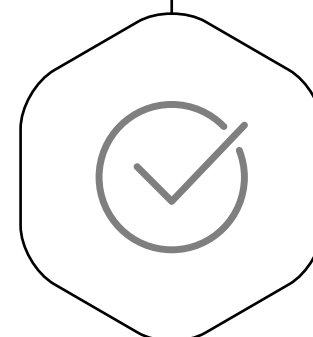
CRITERIA

- Defined Business Model
- MVP
- Beta testing and feedback
- Prep for future financing
- Pitch Deck
- Initial Sale
- GTM plan
- Technology Implementation
- Round 2 investment



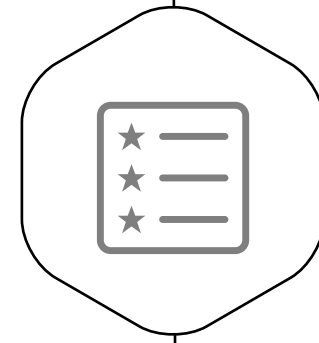
SERVICES

- EiR Lead Advisor
- Guidance with Messaging, Investor Readiness, Initial Hiring, Technology, Sales and Revenue Growth Mentorship
- Strategic Introductions
- PR and Profile
- Building Partner Channel
- Space for Hot Desking, Meeting Rooms & application for Launch Pad Service



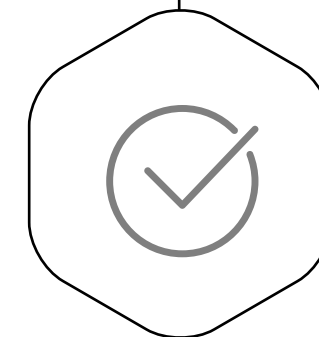
CRITERIA

- Large round of funding secured
- Refine product/user experience
- Customer Acquisition and Sales Plan in place
- Identification of Sales Channel
- Regular recurring revenue



SERVICES

- EIR intensive advising
- Mentorship in Going Global and Finance
- Strategic Partnerships and Introductions
- Events: M3, Sales, ScaleUp Espresso, Leadership, Mergers and Acquisitions, Valuation
- PR and Profile
- Building Partner Channel
- Tech Place Endorsement for Hot Desking, Meeting Rooms & application for Launch Pad Service



CRITERIA

- Full-time Executive Staff
- Sales Team
- Forming Strategic Partnerships
- Exponential Customer Growth
- Large A round investment
- Going Global
- Marketing Initiatives

How to Reach us

Haltech.ca



@Haltech_RIC



**Haltech Regional
Innovation Centre**

TechPlace
5500 N. Service Road
Burlington, Ontario

MEV Innovation Centre
555 Industrial Drive
Milton, Ontario