

How can START UP Founderships help you?

By advancing you and your business idea.

If you're a future-thinking individual with a realistic, scalable business idea that's new and different, Founderships will give you the space and support to pursue it. The programme is adapted to your needs, with core elements supporting you to:

- test your assumptions
- refine your business solution
- develop a Minimum Viable Product (MVP)
- experiment, trial, and measure
- define your value proposition
- convince others (customers, investors, accelerators)

By helping you solve big problems for big markets.

Founderships is open to businesses in all sectors. Though we're particularly well-positioned if your business falls into one of the sectors of Newcastle University's Research and Industrial Strength Strategy:

- Healthcare and Life Sciences, including Ageing
- Advanced Manufacturing
- Offshore and Energy Technologies
- Digital and Technology, including Data
- Culture and Creative Arts

By coaching you to become a resilient leader.

Founderships will help you to develop the necessary practical skills you'll need to thrive within the business world, coaching you to:

- pitch: develop and refine a successful business pitch
- lead: recognise your personal style and learn to guide others
- build connections: find and manage positive relationships
- have confidence: master how to make an 'ask' with courage and faith in yourself
- be resilient: view challenges positively and bounce back from rejection

By introducing you to our experienced and trusted connections.

Among our Founderships mentors and facilitators are entrepreneurs and founders of growth companies that have secured significant investment and traded on a global scale.

START UP Business Advisers provide you with specialist, confidential coaching, and guidance via regular meetings. They offer you continued support with insight, direction, and introductions to our national network of industry experts, influencers, and investors.

START UP Mentors are previous Newcastle University founders, friends, or patrons. They offer you their expert advice on a relatable level, sharing their experience to help you navigate the highs and lows of your journey.

The START UP Board includes our Start-up Manager and the friends and patrons of Newcastle University responsible for selection and funding decisions. You'll be accountable to the board at key points throughout the programme so you can demonstrate your progress and ask for help.

START UP Guest Speakers and Training Providers are experts in their field. They offer broad, multi-disciplinary experience and expertise to help you excel as an executive leader and progress your venture.

Some of the businesses supported by START UP Founderships, are:

- AccuEast
- Brainfeed
- Buildstream
- Castore
- Donzoko
- <u>Equiwatt</u>
- Flux Outdoor
- Great North Research and Innovation
- Hard Yards
- Nebula Labs
- One Utility Bill
- PolyBox Solutions
- Solidarity Farm CIC
- Spareable
- Wowza Box