



# Accelerating Your Business

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November 17, 2021



# The Business of Relationships

## Introduction

Entrepreneurs know that sustainably growing a business to its full potential can be a very difficult task. Business owners can easily feel stuck at times: sometimes sales are not as good as expected, or employees are not performing to the standard of the business, or sometimes there is just a lack of experience in running a business efficiently.

These small problems can quickly snowball into bigger issues, like being unable to secure a loan from a bank because of flawed or incomplete marketing strategies and financial projections.

Thankfully, **RevUP Caribbean** is here to assist and guide businesses through crucial developmental milestones. This memo gives an overview of the RevUp organization and the process to join their programme.

## RevUp Caribbean

RevUP Caribbean is a virtual business incubator that serves local startups, early and growth stage companies with a vision to scale and serve Caribbean entrepreneurs. One of their key partners is FirstAngelsJamaica, Jamaica's first and only operational Angel Investor group, founded to support and finance the development of innovative businesses that have high growth potential in Jamaica and the Caribbean.

## RevUp's Vision

RevUp envisions a future in which entrepreneurial Founders and their teams are well prepared, through business incubation, to successfully attract capital and enable them to reach their full and unique potential, building sustainable high growth, innovative Businesses.



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## RevUp's Mission

The mission of RevUP is to stimulate and support the establishment and growth of early stage companies, contributing to job creation, and enhanced economic growth of the Jamaican economy.

## RevUp's Approach

RevUP takes two parallel and overlapping approaches to supporting early and growth-stage companies. It will:

1. Deliver a virtual Incubation Programme aimed at StartUPs who are seeking equity to finance their growth and development; and
2. Deliver a suite of practical, modular management courses and tools that will help Founders ScaleUP their businesses so they can grow and scale sustainably.

## RevUp Programmes

1. *StartUP Business Incubation Programme for Equity-Seeking Companies* - Access one-on-one mentorship support from global industry leaders and turbo-charged practical training to propel your business through the early stages of enterprise development
2. *ScaleUP Training Programme for Growth-Stage Companies* - SME clients gain access to accelerated training to build the knowledge and tools to scale up and succeed. This Programme is exclusively for NCB's clients.



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## How to Apply

### Step 1: Complete Online Application

Complete an online application form at [www.revupcaribbean.com](http://www.revupcaribbean.com). A completed application provides RevUP with a brief description of the applicant's current business status, and a preliminary sense of the applicant's services, training and development needs.

### Step 2: Selection of Candidates

After reviewing your application and a possible interview, the Selection Committee will make a recommendation to the Board for your acceptance into the StartUP or ScaleUP Programme.

### Step 3: Payment of Fees

If accepted, you will receive communication from RevUP to pay the subsidised fees of \$350 for the StartUP Programme and US\$250 for the ScaleUP Programme. Once the payment is made, you are in the Programme and your exciting 5-month journey begins!

## RevUp Partners

NCB SME clients get exclusive access to accelerated training to build the knowledge and tools to succeed as they prepare for equity financing.

Partners (Local): First Angels Jamaica Limited, Development Bank of Jamaica, National Commercial Bank Jamaica Limited, NCB Insurance Agency & Fund Managers, Infoserv Learning Management Systems, Future Skills Consultants, Supreme Ventures Business Hub, Makeyla Solutions, Cube Corporate Support, Intcomex Limited, One on One Educational Services Limited, Starapple AI, and Ingenuity Technologies Limited.



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## RevUp Partners (cont'd)

Partners (International): World Business Angels Investment Forum, providing trained and certified international mentors specialising in verticals critical for SME success and access to financing

## Contact Info

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