



## Range of expertise and innovation supports to SMEs

Scale up Academy is a new cross-European Network supporting SMEs to move to the next stage of growth and internationalise their business. The Network involves cooperation of 14 partners from Ireland, Belgium, Italy, Finland, Hungary and Czech Republic. Partners consist of 6 Higher Education institutes, one from each country and 8 Industry partners drawn from all 6 countries.

### What Scale Up Academy Offers SMEs

Scale Up Academy offers participating SMEs a range of expertise and innovation supports over 18 months. Supports to SMEs include:

- Access to a range of expertise and experts from across six higher education institutions, eight industry organisations, as well as to the European Institute of Technology Knowledge and Innovation Community that is relevant to their own industry sector.
- A personal mentor will be assigned to help guide and support the development of a strategic plan for their company.
- Monthly participation in a Peer Mentoring Group of 10 companies that face similar challenges. Here companies through expert led facilitation of the group can share their experiences and provide each other with contacts, support and advice to help with their internationalization plans.
- The monthly Peer Mentoring network provides a safe and confidential forum for managers to discuss the issues currently facing their companies.
- Engage and participate in a range of expert training events relevant to their industry sector. Events will be delivered monthly, and participants can choose which events are most suitable.
- Receive an academic award for the Strategic Plan completed for their company.
- There will be the opportunity to travel and meet in person for up to two of your Peer Networking sessions and attend expert training events.

**There is no cost for SMEs to participate as all activities are fully funded.**

## What Participation will mean for your Company

The overall impact of participation in the project will be to help companies to broaden their horizons and develop better capability to expand into international markets, as well as grow their business. Networking with peers and similar companies, they will broaden their understanding of the international marketplace and make potential new contacts with which they can collaborate.

Participants will learn from international experts in their industry field, across a range of topics such as new technologies and innovations, market research, managing growth strategies, building capable teams and many more.

Companies will have in place at the end of the programme a robust strategic plan that maps out their growth strategy and actions. The academic award available will be designed to provide a kite mark of quality for the strategic plan developed, which can be recognised by potential investors

The project supports will help companies develop a wider and more current knowledge of the latest developments in technology and markets in their own sector at a time of rapid change. The network provides companies with resources of expertise that they can access on an as-needed basis.

## What Companies are Eligible?

To be eligible to participate Companies must:

1. Be actively trading for at least 3 years
2. Have a demonstrated ambition to grow their company and expand internationally
3. The person participating in the project must be the owner manager / CEO or a senior manager reporting directly to the owner manager or CEO
4. The company must operate within one of the four Knowledge and Innovation Communities (KICs) of the project

1. Manufacturing      2. Digital and ICT      3. Raw Materials      4. Energy

## How to Apply

The application form can be completed online at <https://www.research.net/r/SuAcademy>

The application form should be completed by the lead person applying to attend the Scale up Academy Programme. Please set aside approximately 20 minutes to complete this application in full.

You will be informed of the result of your application before the end of October.

*There is no fee for participating in the programme, participants will be chosen on the basis of the set criteria.*

## Further Information

For further information please contact your local partner:

Country	Partner	Contact Person
Ireland	Institute of Technology, Sligo	Enda Candon, Enda@firstwestern.ie
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