INCLUSIVE BOOTCAMP

The BootCamp is a tailor made training program for SMEs in West Sweden to develop their knowledge and skills for doing business in developing markets.

BootCamp Introduction

- **What:** The BootCamp standard package offers a one-to-two day tailor-made training, plus one-to-one coaching meetings. It can also be customized for shorter or longer formats based on preference.

- **Who:** The training is aimed at groups of employees or companies, at any development stage, and is ideal for companies that want to get more knowledge about how to explore opportunities in developing markets.

- **How:** We partner with other business support organisations in Västra Götalandsregionen to deliver tailor-made BootCamp trainings that satisify the needs of the SMEs in their network.
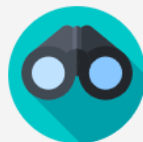
What do you get out of the BootCamp?

The one-day Inclusive BootCamp will cover some of the following areas based on a needs of the selected companies:

Crash Course into Inclusive Business

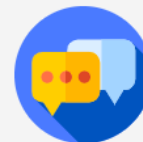An introduction to inclusive business and what this means to your company

Opportunity Scan

Explore opportunities for expanding into developing markets

Inclusive Innovation

Test if your innovative ideas would work in developing markets

Value Proposition

Refine your solution to tackle a specific development challenge

Customers and Marketing

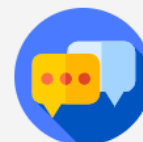Understand your market and explore strategies that have worked in developing markets

Partner Identification

Identify reliable partners who can develop and deliver the solution with you

Funding and Investment

Find the right type of capital to fit for you and learn the pathway of becoming investment-ready

Pitching

Pitch your ideas and business model to get some valuable feedback

Inclusive Business and Innovation Toolkits

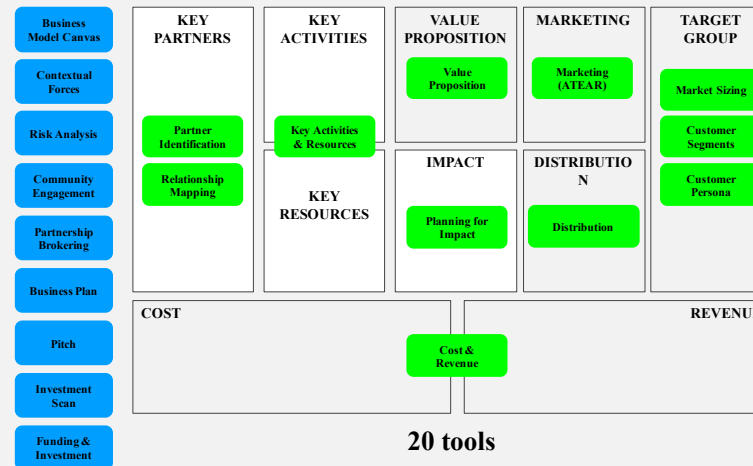**2 Toolkits**
31 Tools

INCLUSIVE BUSINESS TOOLKIT

INCLUSIVE BUSINESS TOOLKIT

INCLUSIVE INNOVATION TOOLKIT

1.Tool info

BUSINESS MODEL CANVAS
tool (including worksheet)

WHAT? WHY?

2.Guidelines

BUSINESS MODEL CANVAS
guidelines for the consultant

WHEN?

20 tools

	KEY PARTNERS	KEY ACTIVITIES	VALUE PROPOSITION	MARKETING	TARGET GROUP
Business Model Canvas			Value Proposition	Marketing (ATEAR)	Market Sizing
Contextual Forces					Customer Segments
Risk Analysis	Partner Identification	Key Activities & Resources			Customer Persona
Community Engagement	Relationship Mapping		IMPACT	DISTRIBUTION	
Partnership Brokering		KEY RESOURCES	Planning for Impact	Distribution	
Business Plan					
Pitch					
Investment Scan	COST		REVENUE		
Funding & Investment			Cost & Revenue		

20 tools

BUSINESS MODEL CANVAS
A template to develop or document business models

Key Partners: | Key Activities: | Value Proposition: | Marketing:
Key Resources: | | Distribution:
Cost: | | Revenue:

3.Worksheet

B^a inclusive business accelerator

BootCamp Parnership

- We partner with business support organisation in Västra Götalandsregionen with a network of SMEs.

- The SMEs should be registered companies in Västra Götalandsregionen, interested in doing business in developing markets and commited to create a positive social and environmental impact.

- The accelerator offers a tailor-made BootCamp that satisifies the needs of the SMEs

- This free for <u>members of Inclusive Business Partners.</u>

- If interested, reach out now for spring 2023 delivery.

About us

- The Inclusive Ventures Accelerator is part of the Inclusive Ventures programme. It represents our collective vision to make West Sweden a national hub for inclusive business.

- Inclusive Ventures is led by Inclusive Business Sweden, with Johanneberg Science Park and RISE and funding from EU Regional Development Fund (ERUF) and Västra Götalandsregionen.
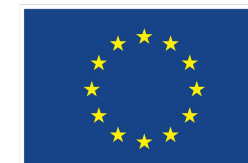

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