

Access to funding & investment opportunities

We help SMEs to fit their finance need with adequate source and manage the process of funds acquisition.

Objective

Support SMEs in acquisition of suitable source of funding.

Added value for the client

Support SMEs in the acquisition of suitable sources of funding. New business funding opportunities, support from mentors, legal, business, sales, and marketing specialists.

Procedure

The aim of this service is to help SMEs access an appropriate source of finance. Businesses can access new business finance opportunities, mentors, and legal, business, sales, and marketing specialists.

There are 5 stages:

Stage 1: Awareness (Ongoing).

Awareness is a must: we have to be fully aware and fully present to give the level of service that makes companies take notice and want more. So, the service is promoted through various external communication channels on an ongoing basis. Particular attention is paid to the presentation of the service during regular meetings between the facilitators and the companies when the need to find additional sources of funding is heard.

Stage 2: Situation analysis and assessment of 1 week.

Up to 2 meetings are arranged (2-4 hours) with a mentor.

1st meeting is dedicated to discussing the status and service scope. The aim is to get to know the company, and the solution being developed, to assess the technology and its potential to attract additional funds for development, company expansion, etc.

Stage 3: Services to get public funding/Services for investors attraction of 1-2 months.

During this stage, up to 4 meetings can be arranged online or onsite. Clients are advised at all stages of fundraising: from identifying opportunities to implementation:

- 2nd meeting is arranged to define funding needs.
- also, to identify the potential funding source: national or EU funding instrument or investor and the possibilities for raising funds.

Next meetings are dedicated to setting a plan.

In a case of need for public funding:

- The company gets support in project idea development and assistance in forming consortia, preparation of project budget, financial forecast, and investment plan; preparation of the project proposal, and assistance in the alignment.
- Also are advised on the implementation phase of the project and the preparation of financial and technical reports.

If needed additional services can be available: market research, competitive environment analysis, financial models, marketing strategies, business plans, etc.



In a case of the need to attract investment from any type of investor:

- The company gets support in the Preparation of investment memorandum and proposal; support in the preparation of business plan; financial model, forecast; Company valuation; The service includes the Search/selection/evaluation of potential investors; Negotiation advice; Due diligence support; Due diligence in the areas of corporate and financial management.

Stage 4: Implementation. Assistance in project application preparation / Preparation for presentation in front of investors of 2-4 weeks.

The company participates in meetings with mentors and experts (investment advisors) to get ready for the pitch and meetings with investors. In the case of project application preparation – get support from experts to finalise the application according to the call rules.

Stage 5: Meetings with investors & assistance in negotiations of 2 months.

At least 2 meetings are arranged. Further Negotiations with investors are supervised by an investment advisor (if needed).

Success fee: fee is quoted to the company as a percentage in the case of no EU-funded project available.

Contact

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Co-funded by the COSME programme
of the European Union



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Clusters for Excellence 2.0