

**Project:**

Program Growth!

**Country:**

Poland

**When:**

Annual meetings

**Description:**

The program is run by four people related with Innovation Nest.

Innovation Fund Nest in Krakow with the Google campus Warsaw Growth accelerator program run! for start-ups in the sector B2B (business to business).

Growth! is focused on helping startups grow revenue and learn the art of fundraising. It comprises three very interactive week-long sessions with experienced VCs and mentors. Between each session, the participating teams will return home for four weeks with specific tasks. After the last session the teams will travel with the program to Silicon Valley to seek feedback from potential clients and investors. The program will finish with two Demo Days, one at Campus Warsaw and the other at Campus London.

They want to help them increase revenues and facilitate contact with experts from around the world. Program conducted by Peter Wilam, a partner in the fund Innovation Nest, entrepreneur, business angel co-founder of Onet. Growth! It is designed for companies with Polish and Central Europe that sell products to business customers, and have a monthly income of a few thousand dollars.

Each week-long session will have a similar format. During the first few days we will focus on a specific topic, which will be customers, revenue and fundraising. Teams will be given a short intro for each session followed by meetings with mentors, peers and own work to make progress in a given area. The remaining part of the week will be spent talking to mentors and clients, with the focus on refining business model and the pitch for investors.

Sub objectives:

- Clear focus on growth for B2B startups.
- Lightweight but intensive format, which does not disrupt your work.
- In-depth conversations with mentors from Innovation Nest international mentoring network.
- Networking with investors prior to Demo Day.
- The opportunity to seek feedback and meet the right people in Silicon Valley.
- Help with fundraising.

**More:**

[www.growth.innovationnest.co](http://www.growth.innovationnest.co)