

## Scale | Impact Cleantech





### **Scaling transformative technologies for clean growth, sustaining our planet:**

CLT works with early stage companies, corporates, investors, and government organisations to support and grow businesses developing sustainable technology innovations in the UK and Internationally. Over the past 12 years, our multi-disciplinary consultancy team has worked with over 350 low carbon innovators in the transport, power, industry, waste and buildings sectors. Through provision of commercialisation support services including market engagement, access to finance, creating industrial partnerships and building strategic business plans we accelerate business growth and drive value into venture portfolios. CLT manages the incubation support for BEIS prestigious Energy Entrepreneurs Fund grant programme which to date has invested over £65 million into 133 ventures.



In this age of uncertainty, with the opportunities of emerging technology and an increasing sense of social responsibility, the order of business is being reimagined. PwC wants to help create an ecosystem of players of all sizes working together to reach the ambitious 2030 global agenda of the Sustainable Development Goals. Through PwC's Social Entrepreneurs' Club, we have been supporting socially motivated entrepreneurs for years, and we now aim to extend this support to impact-driven scaleups that are ready to accelerate their growth.

***With the combined network and business expertise of PwC and Carbon Limiting Technologies, we are well positioned to identify and nurture fast-growth impact ventures across all stages of the growth cycle.***

# Autumn 2018

***Demand more, get more***

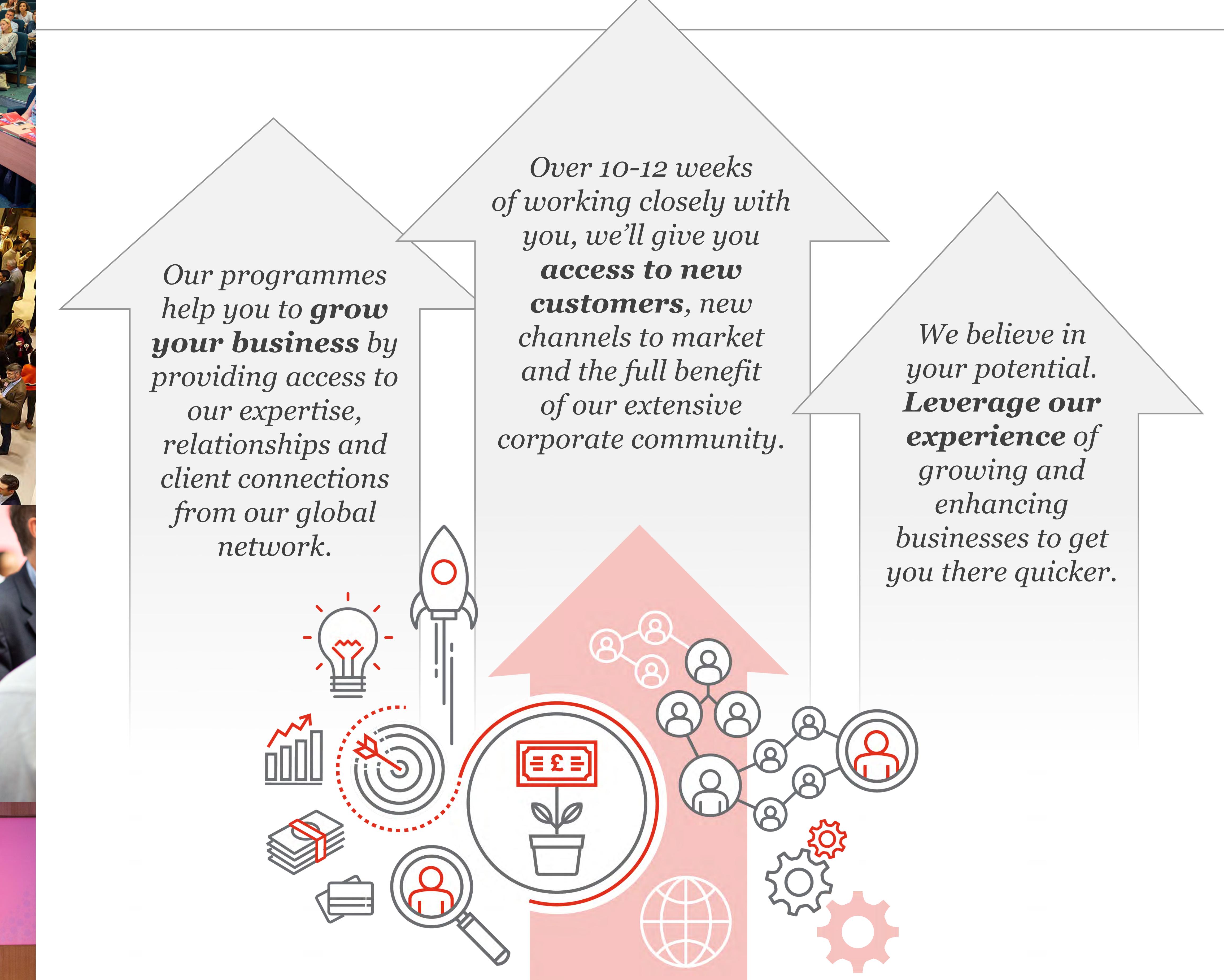


## Scale-up Programmes



**“** You are able to connect with really interesting and interested senior people and, above all, you have the whole PwC network to support you. I strongly recommend to whoever has the opportunity to enter the programme to do it. **”**

Neuroprofiler,  
Scale | FinTech



10 Scale-ups

Global PwC Network

Executive introductions

*We give you the platform to flourish. Our programme challenges you to bring the best out of your business.*



## Grow clients

Meet our extensive network of corporate decision makers, budget holders and influencers to identify commercial opportunities.



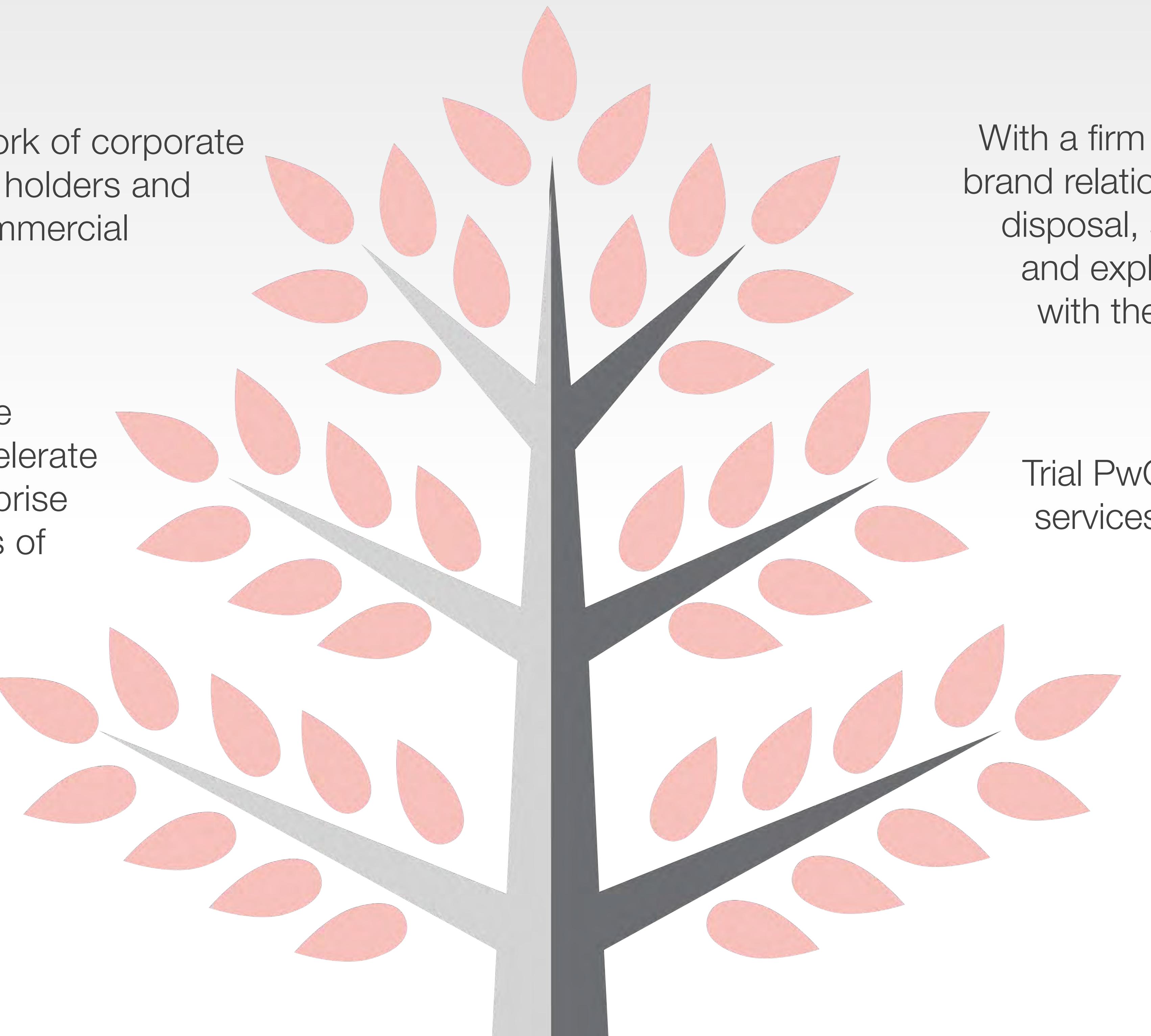
## Scale quicker

Join our masterclasses to gain valuable insight and expertise that will help accelerate your growth. Get your business “enterprise ready” and make sure that all elements of your business are ready to scale.



## Explore partnerships

Explore PwC and our key alliance partners to develop routes to market and partnership opportunities.



**If your business is...**

*Revenue generating*

*Funded or raising*

*Ambitious for growth*

*Scalable*

*...let's get scaling*



## Ask PwC

With a firm of specialists and big brand relationship holders at your disposal, solve your challenges and exploit your opportunities with the latest client insights.



## Use our products

Trial PwC's scale-up focused products and services, specifically tailored to you, to get the best out of your business.



## Own the spotlight

Celebrate success; showcase your business and its development at our curated events. Gain exposure through local, national and global media coverage from PwC's media channels.

 Duration: 10-12 weeks

 Starts: Autumn 2018

 Location: London

 Sector: Cleantech

## Programme launch

The programme events are an essential part of the curriculum. You'll have the chance to meet carefully selected executives and contacts who are willing to open their networks to drive sales opportunities for your business.

## Week 1

**Pitch Preparation**  
**Showcase your business to the cohort and our expert pitch coaches**  
• Pitch to our specialist pitch coaches.  
• Receive valuable feedback and support on your proposition and pitch to speak your clients' language.

## Week 2

**PwC Partner & Alliance event**  
**PwC business leaders and client relationship holders review your value proposition**  
• Pitch to PwC and our partners who assess the applications of your technology for our clients.  
• Engage with PwC executives and gain feedback from well versed corporate relationship owners.

## Week 5

**Executive event**  
**Connect with PwC's corporate executive network**  
• Pitch your business in front of our corporate executive audience.  
• Network with senior industry leaders.  
• Access thought leaders and PwC senior partners.

## Week 5 onwards

**Corporate engagement and business support**  
**We tailor our client network to your needs**  
• Leverage our network to connect with business leaders.  
• We dig deeper into your business to help you scale effectively through a combination of expert-led workshops, 1-to-1 connections and bespoke business support.

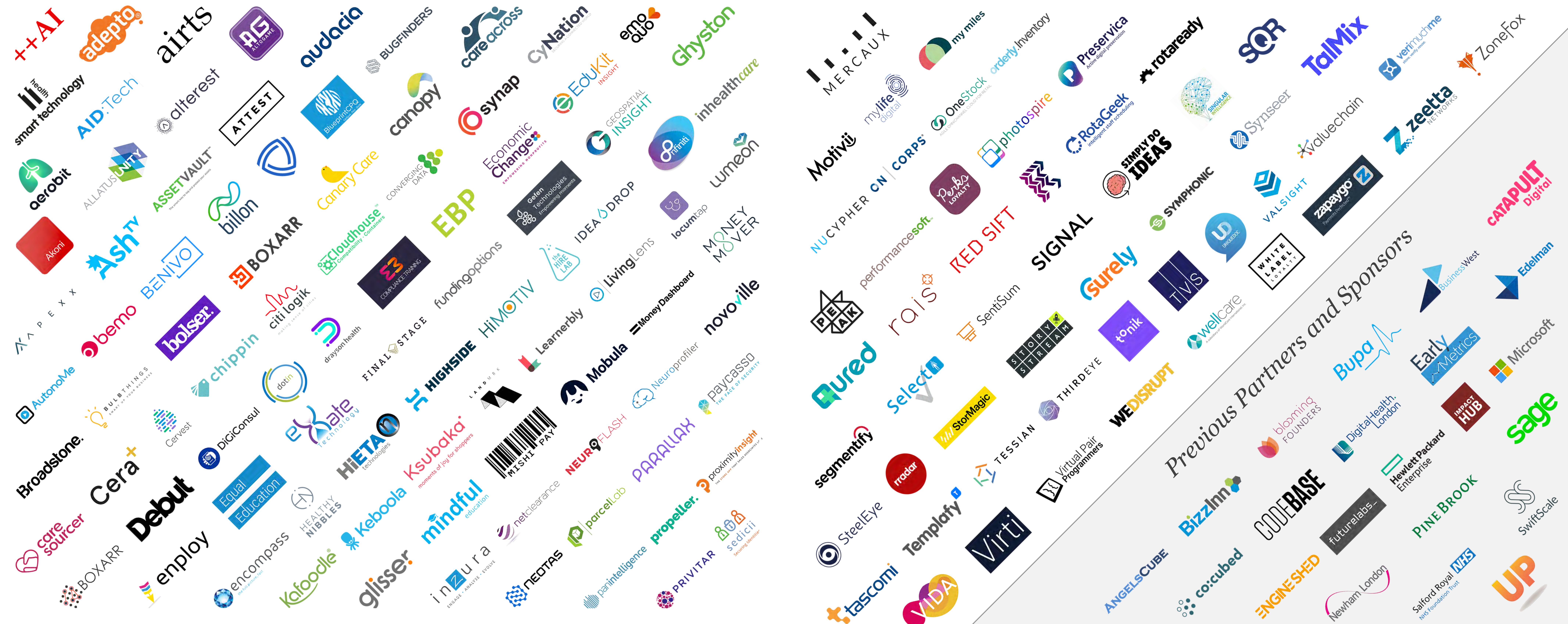
## Week 12

**Part of the family**  
After three months our relationship continues; introducing you to new commercial opportunities and supporting your ongoing business growth.

Your time is precious, so we maximise it. Our key events connect you with clients and our focused masterclasses covering corporate selling to international expansion make your business scale ready.

**The fee for the programme is usually fixed at £7.5k + VAT. For Scale Impact programmes we offer grant funding of £2.5k. We do not take any equity.**

Week 2 - Week 10  
Expert masterclasses



*Don't just take our word for it, see how we have supported over 150 businesses.*



*“From both a business and personal development perspective, this programme has been brilliant. We're pitching better to corporate clients, we've really appreciated the technical support and coaching sessions, and the cohort have been such an amazing group - the founders were humble, willing to help each other and past that green startup phase. You can see this cohort was created by design. The Scale Impact team were great at coaching us through the programme and on top of their game.”*

**Lee Sharma**  
CEO

**Nitzan Yudan**  
Founder and CEO



*“The programme provides outstanding value to the participating companies with high quality masterclasses, an impressive list of highly engaged mentors, and strong involvement with the executives. The PwC team were extremely helpful, the introductions to decision makers were powerful, and we had a very high ROI on the costs of the programme with new business we won. I can say for sure that we wouldn't have won these deals without the programme. I highly recommend it, and it's a better use of marketing budget than online advertising for us.”*



*“PwC Scale has been incredibly valuable. Partnering with PwC through this programme provides BOXARR, as a highly ambitious scale-up software company, with mounds of credibility, as well as fantastic introductions to blue-chip potential target customers in a trusting environment that would be hard to connect with at the same senior level without the Scale Programme.”*

**Alasdair Pettigrew**  
CEO



*“It's been a useful programme for us. One of the most notable things about this programme is access to a different calibre of executives at high quality blue chip companies. We've noticed the calibre of executives from each company is top notch. One of the things you'll be thinking, as a future participant, is that there is a fee attached to this when a lot of programmes are free. I was told that the fee ensures that the quality of start-ups is high, and that has absolutely been the case. My advice is don't be put off by the fee. You're going to get value out of it if you put in the effort.”*

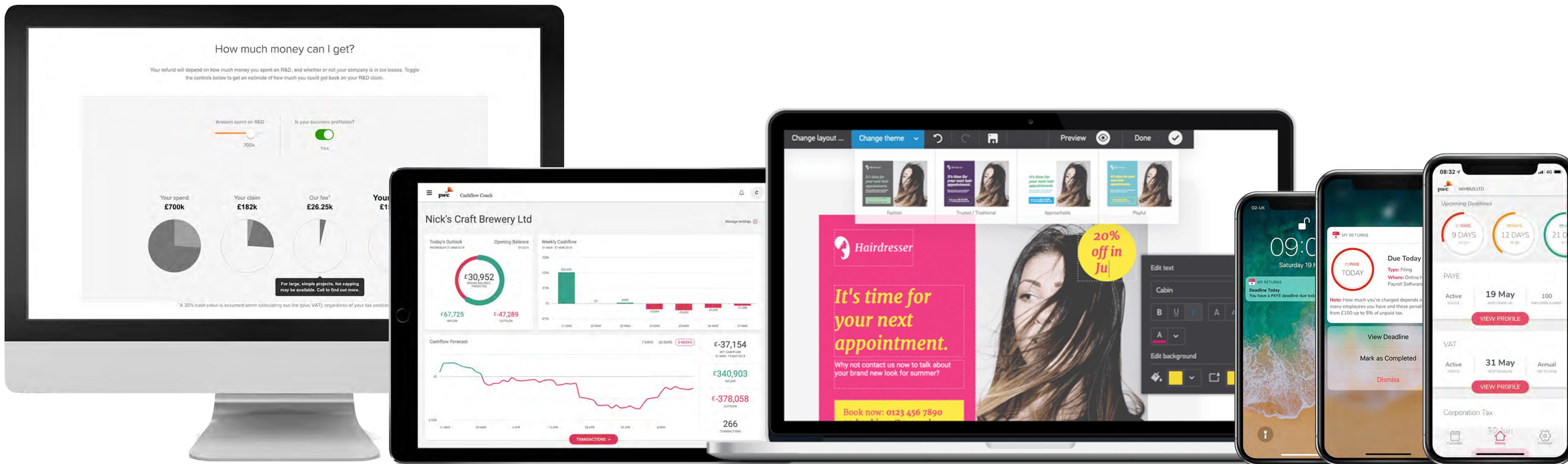
**Mike Piddock**  
Founder and CEO

*It takes a certain type of person to run and grow a business. Determined, entrepreneurial and at times demanding. If that's you, then you are the type of business that we love to work with.*

We can help you spot opportunities for growth, manage risk, save money and create value, and will work with you to put all of the pieces together.

Our services and apps are designed to help startup and scale-up businesses, and we are focused on building long term relationships, based on honesty, trust and commitment. We work with over 16,000 private companies across the country and help them to solve important problems and achieve their growth potential. We want to do the same for you.

We are your PwC. Demand more, get more.



Our services and apps are aligned to startup and scale-up business needs, so whatever challenges your business is facing, we have a solution suited to help you.

## Services

My Financepartner

Insight for your business  
Build a talented team  
Finance your growth  
Comply with the law  
Find profitable customers  
Manage your costs

Raise Investment

Interim Finance Solutions

HR Solutions

Sage Impact Centre

ramzac totalIT

Workspace from Regus

## Apps

Cashflow Coach

My Lawpartner

Nifty R&D

My Returns Reminder

MailshotMaker by Royal Mail

Find out more: [pwc.co.uk/demandmore](http://pwc.co.uk/demandmore)



***Demand more, get more***  
*pwc.co.uk/demandmore*

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