



GUAYACÁN
VENTURE ACCELERATOR



GUAYACÁN VENTURE ACCELERATOR - GVA

The Guayacán Venture Accelerator (GVA) is a Grupo Guayacán, Inc.* initiative designed to rapidly propel the business growth of existing companies by combining an advanced education curriculum with feedback and mentoring from top-level professionals, seasoned investors and world-class academicians. This high-intensity program provides participants the resources needed to critically analyze and enhance their business models with the goal of aggressively developing their venture and attracting potential investments needed to reach the next level in their company's growth.



* Grupo Guayacán, Inc. is a private-sector driven, non-profit corporation, whose mission is to foster, promote and develop a vibrant market for private equity in Puerto Rico together with a rapidly growing community of global entrepreneurs and global ventures



The Guayacán Venture Accelerator (GVA) program consists of a series of in-depth workshops that will prepare participating companies to critically evaluate their business model, incorporate strategies for rapid growth, determine the amount and type of resources needed to execute these new strategies and present their new plan to potential investors to secure these resources.

“Starting your business is the easy part. The GVA program gives participants the tools to kick-start the hard part, which is dealing with the unique but predictable challenges of managing fast growth.”

John Mullins,
Professor of Management Practice,
London Business School

WHAT DOES OUR ADVANCED CURRICULUM OFFER?

The GVA advanced curriculum is offered by experienced international and local executives and investors who have successfully grown their own ventures in addition to renowned international professors from some of the top business schools in the world.

Past speakers include:

John May,
Chairman Emeritus,
Angel Capital Association (ACA)
Washington DC, USA

Randy Thompson,
President
Venture Capital Alberta
Alberta, Canada

Joseph Rosenbaum Esq.,
Partner, Reed Smith LLC,
New York City, USA

John Mullins,
Professor of Management Practice,
London Business School
London, England

Tom Kosnik,
Professor of Global Marketing
& Sales,
Stanford University
Stanford, USA

Raomal Perera,
Professor of Entrepreneurship,
INSEAD
Fontainebleau, France

PAST WORKSHOPS INCLUDE:

- >> Identifying Growth Opportunities
- >> Global Marketing and Sales
- >> Business Valuation
- >> Growing your Business Internationally
- >> Corporate Governance
- >> Presenting to Angel Investors
& Venture Capitalists

DEMO DAY

The GVA program concludes with risk-investor presentations. During the Demo Day participating companies have an opportunity to exhibit their new business model to Angel Investors and Venture Capitalists from across the United States and Puerto Rico followed by an intense question and answer session and a networking lunch.

The companies receive valuable feedback and constructive criticism regarding both their business model and presentation, as well as an opportunity to connect with successful investors for a chance at a future investment.

Former participants experienced the direct positive impact the Guayacán Venture Accelerator program has had on their company's performance.

“The knowledge we gained through GVA prompted us to reevaluate our business model moving away from being a service based company and back towards providing specific products. These and other changes allowed us to survive and even grow during the recession and have led to the recent expansion of our operations with an infusion of \$8.9 million dollars in investments and the addition of 85 new positions in our company.”

Angel Pérez, Vice President,
Rock Solid Technologies, Puerto Rico

GVA'S IMPACT



Angel Pérez, Vice President,
Rock Solid Technologies, Puerto Rico

HOW CAN MY COMPANY PARTICIPATE?

This selective program has been designed for companies that are seeking ambitious and aggressive new growth opportunities. After a very rigorous selection process a limited number of companies will gain access to the program's high-end content, executive-level mentorship and opportunity to present their ventures to investors for a chance at future funding.

Selection of participants will be based on the scalability of their operations, capabilities and experience of their executive team, degree of innovation and potential attractiveness of their business model in the investor market.

To learn more about the Guayacan Venture Accelerator and to apply to the program please visit the Grupo Guayacan webpage at

www.guayacan.org/gva.

2012 GUAYACÁN VENTURE ACCELERATOR

Launch Event	June 27, 2012
Application Submission Period Opens	May 23, 2012
Application Submission Period Closes	July 23, 2012
Selected Companies Announced	August 10, 2012
Program Begins	August 30, 2012
Program Ends	November 17, 2012

Workshops will be held every other Saturday and Sunday for the duration of the program

Program Cost: \$3,500 per company



MODULE 1
Identifying Growth Opportunities & Entrepreneurship Key Success Factors

Robert Davila
President
DHD Services
New York, USA

MODULE 2
Corporate Governance (TO BE CONFIRMED)

MODULE 3
Growing your Business

John Mullins
Professor of Management Practice
London Business School
London, England

MODULE 4
Growing Your Business Internationally

Joe Rosenbaum, Esq.
Partner
Reed Smith LLP
New York City, USA

MODULE 5
Termsheets & Contracts

Fernando Rovira, Esq.
Capital Member
Ferraiuoli, LLC
San Juan, Puerto Rico

MODULE 6
Valuation
John May,
Chairman Emeritus
Angel Capital Association
Washington DC, USA

MODULE 7
Global Marketing & Global Sales
Tom Kosnik
Professor of Global Marketing & Sales
Stanford University
Stanford, USA

MODULE 8
Fundraising for Entrepreneurs
Raomal Perera
Professor of Entrepreneurship
INSEAD
Fontainebleu, France

MODULE 9
Presenting to Angel Investors
Randy Thompson
President
Venture Capital Alberta
Alberta, Canada

MODULE 10
Demo Day
Guest international and local investors

To learn more about the Guayacán Venture Accelerator and to apply to the program:

www.guayacan.org/gva | www.guayacan.org
t:: 787-641-6028 | f:: 787-641-6030

www.guayacan.org/gva

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