“One of Canada’s most significant business experiments…
A daring experiment in learning how to grow…”

Financial Post
Focused on a specific national challenge – the need for more globally competitive technology companies in Canada.
The Lazaridis Scale-Up Program

- Access experience
- Open market opportunities
- Prepare for next financing round
Building Blocks

100
Hours with a mentor, matched with company

1:1
1:1 time with global experts, chosen for cohort

National peer group

Work ON (not in) the company
Criteria

• Tech co. headquartered in Canada
• Clear product-market fit
• > $2M in revenue
• Significant revenue growth in 2017
• Targeting Series A or B round
• Potential to dominate their industry
SCALE-UP PROGRAM

THE LAZARIDIS 10

ARCADIA
Cyber Defense

THE Better SOFTWARE COMPANY

ZOZR

INTELLITIX

NoviFlow
SDN made smarter

Oculys
HEALTH INFORMATICS Patient Care in Real-Time

PostBeyond

StackAdapt

Tulip Retail

QRA critical thinking
Lazaridis Scale-Up Program

7SHIFTS  agendize  bus.com
DREAMPAYMENTS  flytographer  showpass  SPRINGLOADED TECHNOLOGY
Terramera  UNATA  VENDASTA
Program Structure

• 10 Companies
• 6 months foundation + 6 months support
• 1 weekend/month x 5 months
• Each month a different city
+ 1 week in Silicon Valley
| Locations/Focus          |  |
|-------------------------|  |
| Toronto                 | Leaders |
| Redwood City            | Product Strategy |
| Ottawa                  | Strategy through People |
| NYC                     | Sales and Marketing |
| Vancouver               | Metrics that Matter |
| Palo Alto               | Going Global |
Program Cost

The Lazaridis Institute covers all program fees, meals and accommodations during sessions.

Participants cover travel costs
“...since we started the program, we’ve grown our revenues by 300% – a good result, but one that presented its own set of challenges.

The program’s ...providing us both access to leading-edge business knowledge and guidance from people with deep experience in scaling successfully on the global stage.”

CEO Dominique Jodoin
Lessons from the Lazaridis Scale-Up program

How it may help you grow your startup by 400% as well
GMV

900% since April
“When we got a meeting with Kleiner …we were pretty confident, knowing we had the right content and the right delivery.

The Scale-Up Program gave us practical, actionable knowledge that we applied to the problems we were working on week to week – and to our pitch.”

Mark Steele, EVP Sales