



2023

ALBERTA IOT
FAST TRACK

Program Brochure



Introduction

Welcome to Alberta IoT's Fast-Track Program, tailored specifically for Alberta-based IoT and emerging tech companies looking to scale their business to the next level. Our comprehensive virtual accelerator program is designed to equip scale-up companies with the knowledge and resources needed to grow to new heights.



Why Choose Us!

Through a series of carefully curated sessions, our expert facilitators will guide participants through critical areas that are essential for company growth.

From sales strategy and funding to marketing strategy, business models, HR strategy, international markets, and legal considerations, our program covers all the key aspects that are crucial for scaling up your IoT or emerging tech venture.

Program Overview



10 WEEK VIRTUAL PROGRAM
Whether you're based in Northern Alberta or Lethbridge, our program enables participants to access resources, and networking opportunities from anywhere in the province.



INDUSTRY AGNOSTIC
Our industry-agnostic accelerator program creates an ecosystem that cultivates innovation, networking, collaboration, for scale-up businesses across multiple sectors.



MENTORSHIP
As a fast track participant, you receive 20 hours of 1:1 mentorship with our facilitators and program mentors.



SCALE-UP FOCUSED
To ensure the content is relevant to your business, our Fast Track program is designed for scale-up IoT and emerging tech organizations with 2 or more years in business with proven revenue.

Program Fees

Early Bird Rate

\$500 + GST

Register before August 1, 2023 to save \$250 with our Early Bird rate.

Our Fast Track accelerator program is designed to deliver maximum business value and return on investment.

- 10-week Live Business Program (virtual)
- 1 Year of Alberta IoT Membership
- 20 Hours of 1:1 Coaching Sessions
- First access and discounts to Alberta IoT workshops
- 10% off Attendance at IoT North Conference

Session Topics

Our comprehensive ten week business accelerator sessions cover essential topics crucial for success. From sales strategy and financial planning to investor readiness and digital marketing, participants gain insights into business models, leadership, international markets, and legal considerations. Equip yourself with the knowledge and skills to fuel sustainable growth and unleash your business potential.

*Session order and dates subject to change

Session Topics*		
0	Program Welcome & Introductions	Sept 12, 2023
1	Sales Strategy	
2	Grants, Funding & Financial Planning	
3	HR Considerations & Leadership for Growth	
4	Investor Readiness	
5	Business Models for Growth	
6	Marketing Strategy & Digital Marketing	
7	Legal Consideration & IP/Patents	
8	International Markets	
9	Pitch Practice	



Session Facilitators

Fast Track is facilitated by a team of seasoned experts with extensive experience in entrepreneurship, innovation, and discipline knowledge. They provide invaluable guidance, mentorship, and strategic insights, empowering participants to navigate challenges, seize opportunities, and accelerate their growth in the ever-evolving Alberta technology landscape.

Some of our facilitators and advisors include:



Hamish Knox

*President, Sandler Training
Calgary*



Pauline Murdoch

*Sr. HR Consultant, ACTivate
HR Corp*



Dan Polomenko

*Financial Services and Business
Development, MNP*



Patricia

*Senior VP, Digital and Product
Strategy, Convrq Innovations*



Luke Wang

*Principal and Registered Patent
Agent, Gowling WLG*



Lucie Hamel

Instructor, SAIT



Denise Baril

CEO, The Grant Sherpa



Monica Rovers

*Partnerships Director at Export
Development Canada*



Cam Bowal

*Financial Services and Business
Development, MNP*



William Van Horne

*Financial Services and Business
Development, MNP*



Tristan Ham

*Director of Intrapreneurship
and Entrepreneurship,
Unbounded Thinking*



Shannon Philips

*Director of Corporate Operations,
Unbounded Thinking*

Program Perks

Experience a wealth of exclusive perks as a participant in our Fast Track program. Gain invaluable mentorship, connect with industry experts, expand your network, access tailored resources, and immerse yourself in the supportive Alberta IoT and emerging tech community. Let these benefits propel your scale-up business forward and pave the way for growth.



VIRTUAL

Access Anywhere.

Our virtual program offers flexibility and accessibility to our participants, allowing businesses and team members to participate from anywhere around the province.



MENTORSHIP

Tailored Coaching.

Fast Track participants will receive **20 hours of 1:1 coaching** with industry experts that can be used over the course of 1 year following graduation.



MEMBERSHIP

Join the Ecosystem.

As part of your enrolment in Fast Track, you receive a one year **Emerging** membership to Alberta IoT allowing you to further integrate into the ecosystem.



NETWORK

Expand & Connect

We connect you with other tech companies, facilitators, and potential partners, to foster collaboration and support networks that can propel your business forward.



ARE YOU READY TO FAST TRACK YOUR BUSINESS?

Register Today for our Fall 2023 Program!
www.programs.albertaiot.com/fast-track/



With the support of:
Prairies Economic
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