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## **TOPICS**

What challenge are we focusing on?

What is our initiative?

How is it going?

What are our learnings so far?

Do we have a specific ask?



## VISION: DRIVING IMPACT AT SCALE

- Large societal challenges in the world are as much large entrepreneurial opportunities
- These opportunities are innovative by nature
- Only those enterprises that scale move the needle.
- **Scaling is a "dark code" that needs to be cracked.**

# FOCUS ON THOSE BORN TO SCALE

- Young enterprise
- More than 15 FTEs
- Rapid growth
- Innovative product or business model;
- Experienced, serial entrepreneurs;
- Potential for large social impact and economic value creation.



# CHALLENGES WE ADDRESS

- Leadership transition from founder to CEO
- Organizational development from team to company
- Operational excellence/learning culture
- Continued innovation and smart bets
- *...so skill building, based on insight in success drivers and combined with growth funding*



# Inspiring and directing

Inspiring and motivating, directing and organizing. At the same time, creating personal leverage by bringing on new team members.



# Attracting resources

Driving operational excellence and building functional specialization inside. Building a trust-based network of external partners.



# Strategizing & competing

Strategizing most advantageous moves while managing downside risk. Dealing effectively with inevitable set-backs.



# SCALEUPNATION ACTIVITIES



- Database
- Insights
- Tools

- Runway
- Flight
- Board

- Growth financing

# PROGRESS TO DATE

- 500k startups Deloitte/THNK database;
- 100 scale-ups “deep dive” database
- Multi-million EFRO funding for programs
- 3 programs designed
- 75 scale-ups in Runway
- 10 scale-ups in Flight
- 50 board members in Master Class
- Growth funding available
- 6000 m2 co-location

# A new standard

## ScaleUpDistrict

Culture of the Champions League: ambitious, professional, international, empowered, for real and fast evolving; distinctive brands, not a uniform crowd.; top notch connectivity, representative amenities, superb accessibility to an international airport and professional services.

# WHAT DID WE LEARN SO FAR?

- No easy access to required quality insights and practices
- Leadership coaching is highly valued and not broadly available
- Deal access more important than access to capital

# IT'S A FAMILY AFFAIR

Entrepreneurs leverage experience by working in teams, having boards, collaborating with other entrepreneurs.



*In packs, grey wolves bring down bison, moose, or musk oxen. On their own, they hunt rabbits or beavers.*

# OUR ASKS

- Knowledge partners to share specialist insights with, based on deep data and intensive collaboration with scale-ups
- Development partners of software-based tools, specific for scale-ups
- Founding partners to build ScaleUpLab

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