



BUSINESS ACCELERATION FOR INTERNATIONAL STARTUPS



Entrepreneurs are the drivers of economic growth, job creation, and revitalization of cities and communities. Guidewire Group is committed to helping these visionary innovators build substantial and sustainable businesses that meet critical market needs and create value for their communities.

Studio G Acceleration Program

A year-long, three-part program, delivered in partnership with economic development and startup incubation organizations, the Studio G Acceleration Program delivers critical business-building support to entrepreneurs. Leveraging our core measurement methodology, the G/SCORE™ assessment, we help companies understand where they are today and deliver the mentorship, business networks, and focus to build their company for the future.

Part I: Studio G Workshop

The program begins with an intensive 4-day workshop delivered to entrepreneurs in their home market. This intensive business strategy workshop gives participating companies:

- A clear and objective assessment of the current business,
- A tight focus on key customer sets that maximize opportunity and growth,
- A clear understanding global technology market, competitive environment, and venture investment scene,
- The leadership training to build and manage effective teams, and
- A sharp pitch that positions the business for successful selling and venture fund raising.

Participants work interactively with the Studio G mentors to immediately incorporate what they learn into their business strategy and operating plans.

Part II: Silicon Valley Immersion Week

This intensive 5-day program leverages leading business experts to provide participating teams with the information and best practices required to ensure a successful US market entry and a sustainable business. In addition to workshops and one-on-one mentoring, Silicon Valley Immersion Week creates opportunities for participants to experience the environment of Silicon Valley through organized dinners with local entrepreneurs and mentors at iconic venues, and attendance at concurrent conferences and entrepreneur meetups. These activities will help participants to quickly assess the competitive environment of the US market, while making valuable contacts that will become the foundation of their Silicon Valley business network.

“This week has given us a comprehensive overview of all the relevant aspects to consider when coming [to Silicon Valley]. We have been watching in real time how the Valley works!

- Alicia Asin Perez, CEO, Libelium (Spain)

Guidewire Group will host three Silicon Valley Immersion Week programs in 2012, in April (concurrent with DEMOSpring), July, and September (concurrent with DEMOfall)

Part III: Studio G Residence Program

The final component of the Studio G Accelerator Program is a 90-day residence program during which business teams work from Guidewire Group’s Studio G facilities in the heart of Silicon Valley. The turn-key office provides a supportive environment to ease teams into Silicon Valley business community, working among other entrepreneurs and business mentors, and participating in Guidewire Group’s educational programs. Participating teams may opt to use the 90-day invitation in multiple periods of 2 to 4 weeks each.

From an international entrepreneur point of view, this is a place full of useful resources that can help us really take our business to next level. Plus the people here are so nice!”

- TK Chen, CEO, HABU CO., LTD (Taiwan)

The Studio G Accelerator Program is offered to Economic Development and startup incubation organizations for an all-inclusive price of US\$80,000, plus travel and accommodation expenses. Entrepreneurs may join the Silicon Valley Immersion Week program independently for US\$3,500, plus travel and accommodation expenses.

“Guidewire Group delivers the essential tools entrepreneurs need to succeed, in a well thought-out, professional, yet casual setting. The team knows exactly what entrepreneurs from all corners of the world require and their invited speakers are knowledgeable, engaging and a delight to work with.”

- James Hill, Institute for Information Industry, Taiwan