

Scale-up Hub Cambridge (the “Program”) is designed to help Atlantic Canada-based ICT companies build an international presence and grow their export sales capacity in the New England market. The Program leverages strong historical and cultural ties to this key market and helps high-growth, high-innovation companies headquartered in Atlantic Canada scale through targeted access to strategic markets in the Boston region.

The inaugural Scale-Up Hub Cambridge Program is winding down after a beta year and the Program results are very positive with booked sales of over \$2M for a small cohort of Nova Scotia-based companies.

We now wish to continue building on the success of the pilot year and extend the Program to technology-enabled companies from across all of Atlantic Canada.

What does Scale-up Hub Cambridge offer?

The Program offers eligible New Brunswick ICT companies access to the following resources for a full year:

- Professional-guided entry into the New England marketplace.
- Collaborative working space at WeWork in Cambridge, Massachusetts, one of the world’s top innovation hubs.
- Dedicated services of an in-market business development professional to help drive sales generation and market development activities.

Up to eight companies will be accepted into the Scale-up Hub Cambridge Program. Successful applicants must be technology-focused, high-growth companies that are presently selling outside of Atlantic Canada and will be required to pay a non-refundable participation fee of \$10,000.00 CAD plus HST.

There is one application intake period for the **Scale-up Hub Cambridge** for 2019. The deadline for application submission is **January 11, 2019, by 5:00 p.m.** (Atlantic Daylight Time).

How to apply:

The application process has two stages.

1. Interested companies must complete the online **Application Form**.
2. Following submission of an application, short-listed businesses will be required to participate in an interview process for final selection, and third-party reviewed financial statements will be required.

For program details or assistance completing the Application Form, please refer to the **FAQ** and **Guidelines** or contact Opportunities NB's Brian Deveau:

Contact:

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