

Beyond Borders Accelerator Program

We Are Proud To Be Part Of [Business Finland Accelerator Programs](#) 

FAST-TRACK INTERNATIONAL SALES ACROSS THE MIDDLE EAST, AFRICA, AND SOUTH ASIA WITH

Beyond Borders Accelerator Program

Beyond Borders Accelerator Program is a Fast-Track for Startups, SMEs, Mid-Cap Organizations and Companies seeking Pilot Markets to establish their brand and accelerate international sales across the Middle East, Africa, and South Asia

The program generates scalable and sustainable revenue for the growth and diversification of profits for years to come

Middle East, Africa, and South Asia Market Size

(GDP in Purchasing Power Parity - MEA & South Asia)

Middle East	Africa	South Asia
\$8,118 Billion	\$10,482 Billion	\$18,979 Billion
11 Countries	47 Countries	7 Countries

What Does Beyond Borders Accelerator Program Offer

Beyond Borders Accelerator Program is a Process-Oriented, Structured, Commercial Excellence and Technical Expertise Service (GEOS) designed to fast-track scalable and sustainable revenue for growth in international markets within 6 months or less.

A Collaboration and Learning Program for Business Internationalization

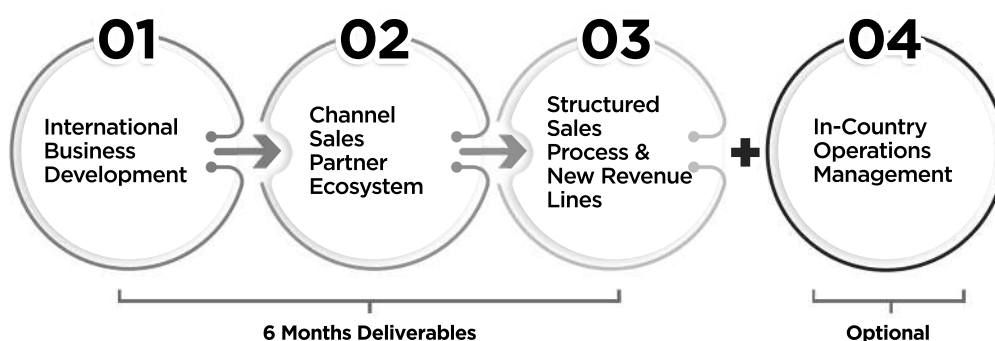
Beyond Borders Accelerator (BBA) is a structured collaboration and learning Program between the company and the BBA team to fast-track business internationalization.

At the end of this 6-month program, the company executives will be well-qualified with established in-country business partnerships and channel sales ecosystem and structured business processes to scale and sustain the in-country business for growth.

How Does the Beyond Borders Accelerator (BBA) Program Work

Beyond Borders Accelerator Program focuses in 3 areas to fast-track business internationalization in six months or less.

Global Growth Ecosystem & Operating System™ (GEOS)



Participate in the Beyond Borders Accelerator Program

Who Can Apply

Start-ups and small & medium-sized companies entering global markets. A company that is,

- Aiming to scale up international business rapidly
- Has a product ready for launch & commercialization
- Seeking markets for product pilots and clinical trials
- Has a dedicated team
- Looking for investment to establish and grow sustainable new revenue streams from international markets

Start-Ups ready for Commercialization

SMEs planning for International Growth

Pilot Markets for Products & Services

Beyond Borders Accelerator Program Funding

Beyond Borders Accelerator Program does not take equity in the company, but the program is not for free.

However, companies may apply for funding grants to cover most of the participation costs for the 6-month GEOS services. The funding grant is not guaranteed and is subject to eligibility criteria and terms & conditions.

How to Apply

To qualify for the Beyond Borders Accelerator (BBA) program funding,

- Please write to bba@vendorjunctiongroup.com for an in-person meeting
- The BBA team will direct the qualified companies to the funding grants application process
- For the company to apply, the BBA team shall prepare and provide the required documents for the 6-month GEOS services


































































Beyond Borders Accelerator (BBA) Program Delivery Structure

The BBA program-qualified companies collaborate and work closely with the BBA team in a 3 Step Process over six months program and includes,

- Weekly company executives and BBA team online meetings for 6-month phased deliverables
- Minimum 3 in-person meetings during BBA team scheduled visits to Finland over six months
- Company executives planned in-country travel over six months with the BBA team for meetings and relationship building with customers and channel partners, partnership agreements, product/pilot launch, local media marketing activities and business operations management.

Every company and its product portfolio are unique. **BBA team develops a tailored plan for the GEOS deliverables. The table below illustrates a typical workflow over 6 months.**

-  **In-person meetings in Finland**
-  **Remote meetings**
-  **In-country visits & tasks**

BBA Program - GEOS Services (A typical workflow for illustration purposes only)		Company	BBA Team
International Business Development			
Goals and objective			
Company assessment for growth			
Operating Principals			
Company executives' orientation including (but not limited to), Business Culture and expectations Product and market(s) alignment Customer segmentation Local market dynamics Decision-making cycle Legal and Compliance Import regulations and approvals Duties & taxes And other related training modules			
Market verticals selection			
BBA team resource enablement			
Market research. In consultation with the company			
Product positioning. In consultation with the company			
Go-to-market strategy. In consultation with the company			
Go-to-market strategy execution. In consultation with the company			
Channel Sales Ecosystem			
12-month business plan. Presented in person by the BBA team for approval		 	 
Channel training program. Presented in person by the BBA team for approval		 	 
Channel marketing program. Presented in person by the BBA team for approval		 	 
Supply chain partnerships	<div>Company's 1st In-country visit</div>		
Channel collaboration			
Channel on-boarding			
Stock Investment sales			
Sales & technical training. In-country travel is optional for company executives		 	
Channel marketing. In-country travel is optional for company executives		 	
Structured Sales Process			
Lead generation			
Needs – Assessment Approach			
Pitch presentations and demos			
Qualified sales pipeline			
Sales closures			
Support & service			
In-country business hand-over to the company executives	<div>Company's 2nd In-country visit</div>		
At The End of 6 Months, The In-Country Business Ownership is Transferred to the Company for Continued Growth			