



Participant

Description

The ideal participant is an established SME, with at least 2 years of successful operation, looking to expand and sell to the industry. It must have a scalable business model, interest in integrating into the industrial market, commitment to innovation, and resources to actively participate. In addition, you must have clear goals for growth and be willing to collaborate with mentors and other participants to make the most of the program's opportunities.

This profile should include

- **Experience and Stability**

The company must have at least 2 years of operation in its sector, demonstrating stability and experience in its market.

- **Resources to Participate**

The company must have the necessary resources to actively participate in the program, including time and committed personnel to implement the strategies and knowledge acquired.

- **Scalability**

The SME must have a scalable business model and be prepared to grow, with the infrastructure and resources necessary to support an expansion.

- **Clear Goals**

The participant should have specific and realistic goals for their growth and expansion, and be motivated to achieve these goals with the support of the program.

- **Interest in the Industry**

The participant must have a clear interest in integrating and selling to the industry, with a value proposition that aligns with the needs of the target market.

- **Ability to Collaborate**

Must be willing to collaborate and share information with mentors, other participants, and program partners to maximize the benefits of acceleration.

- **Commitment to Innovation**

They must show a willingness to adopt new technologies and innovative practices that improve their competitiveness and allow them to stand out in the market.

This profile ensures that participants are well-positioned to make the most of the program's opportunities and achieve significant growth in the industrial market.