

Case-study: Entrepreneurial Spark powered by NatWest – UK

1) Description of initiative(s)

National roll-out of free business acceleration programme in partnership with Entrepreneurial Spark
 Builds on success of programme in Scotland (Glasgow, Edinburgh, Ayrshire)
 Thousands of entrepreneurs and high growth businesses will benefit from eight new business accelerator hubs in Birmingham, Manchester, Cardiff, Bristol, Belfast, Leeds that will offer free workplace, hands on mentoring, a start-up ‘bootcamp’ and a free programme of up to 18 months of advice, support and funding clinics

2) What need does this solve for scale-ups?

(1) Coordination, connectivity and promotion	(2) Access to Skills	(3) Leadership Capacity Building	(4) Customers (Domestic & Export)	(5) Financing	(6) Infrastructure
Builds a unique national community of entrepreneurs	Entrepreneurs will follow an 18 month programme getting business advice and support, networking opportunities and pitch practice	Entrepreneurs have access to a pool of up to 50 specialised mentors	Up to 80 entrepreneurs will ‘graduate’ from the programme from each hub year with a viable, business	All participating businesses eligible for ‘growth awards’ of up to £50K.	Physical office spaces will be provided for up to 80 start-up businesses per hub at any one time

3) Which stakeholders in the ecosystem are involved with running this?

Entrepreneurs	Ecosystem umbrella organisations	Government (national/ local)	Private sector	Investors/financers	Education providers
Individual business owners			Entrepreneurial Spark NatWest RBS Ulster bank		

4) What does success look like? What impact/outcomes are expected?

100% take up of Entrepreneurial Spark powered by NatWest
 We would like all available places at each of the business accelerator hubs to be filled with competition for places leading to great businesses being supported to grow, create jobs and feed revenue into the economy

Corporate reputation
 The more support we can give entrepreneurs starting their business, the better our corporate reputation and the great possibility of attracting these entrepreneurs as future customers

Create an entrepreneurial revival across the UK
 This is a step-change in how NatWest supports entrepreneurial talent in the UK. By opening up our premises and providing them with support and a far reaching network of contacts, we are backing the businesses of tomorrow and helping ambitious entrepreneurs take their businesses to the next level.

Upsurge in new business incorporations and reduced business failure rates