

The Tees Valley Pitch Perfect Investment Readiness Programme is uniquely delivered by a team of experienced investment professionals, helping businesses and the people behind them grow faster and further than they imagined possible.

The Pitch Perfect Investment Readiness programme delivered by The Tees Valley Business Hub will help you prepare to access finance and give you the opportunity to attend an extensive and engaging programme of workshops, along with one on one coaching to help you prepare you and your business for investment.

To round the programme off you will be invited to pitch to a panel of investors where they will give you valuable advice and support, before having an opportunity to pitch at the Pitching for Investment event where you will have the opportunity to pitch your business to an audience of investors including angel investors, venture capital and corporate investors.

Join the Access To Finance Program to get:

- Hands on informative and engaging support from experienced investment professionals.
- Improved access to finance.
- To know what makes a successful investment pitch deck
- An understanding of the overall finance and investment landscape.
- Opportunity to develop your own personal skills, to enable you to build and deliver a compelling pitch.
- Investor introductions



Workshops.

Workshop 1	Workshop 2	Workshop 3	Investment Pitch Day
Introduction -Motivation and 10-point business skills assessment using Digital Toolkit - Mural	Presenting and Communication Skills – delivered in partnership with an international actor/trainer	Expert Panel Q&A Event – Bank, VC and Angel Investor	Angel Investors, VCs, Banks, and all key stakeholders invited to pitch day
Investment lifecycle – sources of finance and risks/benefits associated with each	Pitch Deck Preparation – clearly defining the ask	Pitch Preparation and Rehearsal	All SMEs supported throughout pitching sessions.
Story Boarding – illustrating the value of your business – Developing your pitch	Pitching Practice – journey mapping	Review & Validation of Key Business Information	Subsequent support provided to ensure each SME secures finance
Value proposition validation	Regulation and Legislation – Due Diligence	Video Recording of individual Pitches for review	Promotional activities undertaken
Key enablers to Growth – Innovation, Digital Transformation and Internationalisation	Term Sheets – Investor Toolkit	Pitch Preparation and Rehearsal	Continuous improvement and assessment of all delivery to inform future deliver.
1-2-1 /Mentoring/ Peer Support	1-2-1 /Mentoring/ Peer Support	1-2-1 /Mentoring/ Peer Support	Programme Closure and ERDF Reporting

“This Investment readiness programme, is key for any business who is based in the Tees Valley and looking to raise finance in the next 12 to 18 months.

You will receive expert advice and support from a team of investment professionals, along with specialist support and investment advice and introductions at the end of the programme”

- Jordan Dargue, co chair of TVBH

A programme uniquely delivered for Tees Valley based businesses.



This programme will give each applicant full support on how to present their business to investors along with gaining confidence and pitch training.

Get yourself ahead of the curve by being ready for investors. A team of experts will work with you to validate your business model as well as work with you to clearly define your market, finances and overall management teams within the business.



Receive expert support and advice from legal and accounting professionals, who will work with you to ensure your business is prepared for investment.

A team of experts will work with you to become ready to meet investors with a robust and well structured investment deck, clearly highlighting your investment opportunity.



Meet a network of investors and professionals who will give you valuable advice, guidance and who knows you may also land some investment for your business

The Journey.

CLEAR VALIDATION OF YOUR BUSINESS MODEL AND OPPORTUNITY

Work with a team of experts who will work to validate and prepare your overall business model of investment.

Gain knowledge of what investors will look for when reviewing your business.

PREPARING FOR INVESTMENT

Gain expertise from investment professionals on the investment process and top tips for a successful pitch.

Strengthen your confidence in presenting with tailored coaching.

PERFECTING YOUR PITCH

Master the knowledge of a well-structured deck.

Feedback to fine-tune your deck and support you in securing investment.

INTRODUCTION TO INVESTMENT GROUPS AND PROFESSIONALS

Access to a large network of investors and professionals to gain valuable advice and guidance.

Opens opportunities to gain investment.

Who is this program for?

To be eligible for the Pitch Perfect Investment Readiness programme delivered by the Tees Valley Business Hub your business must be within the Tees Valley area and under one of the following local authorities:

- Middlesbrough
- Stockton on Tees
- Hartlepool
- Redcar and Cleveland
- Darlington

Companies should be located within the following sectors:

- Innovative Manufacturing
- Digital and Creative
- Health and Life Sciences
- Financial and Professional
- Food and Drink
- Low Carbon and Environmental
- Other

