

The Venture Acceleration Program major stomp on the gas pedal of your business, designed to launch and grow your technology idea, start-up or business venture – faster and more successfully.

Participants receive dedicated attention from an experienced Entrepreneur-in-Residence (EIR), a “been there, done it” technology and business professional.

KAST delivers the [Venture Acceleration Program](#) (VAP) under contract with the BC Innovation Council, a provincial Crown Corporation. KAST is a member of the BC Acceleration Network (BCAN) of 12 technology accelerators: some regional in focus (like KAST or Accelerate Okanagan) and others sectoral in focus (like Wavefront in wireless or Foresight in clean technology).

- KAST’s BCAN contract covers the West Kootenay and Boundary regions, including Revelstoke.

Entrepreneurs in Residence

EIRs are experienced professionals who are on contract with Venture Acceleration Program delivery partners. Every entrepreneur in the program is assigned an EIR who becomes their primary advisor and coach. EIRs guide entrepreneurs through the [Venture Growth Model](#), working closely with them to set the right objectives and focus on the right priorities. They coach entrepreneurs through day-to-day issues and help them overcome the typical challenges of successfully growing a start-up.

KAST EIRs: <http://kast.com/staffmembers/>

- Don Freschi (Lead)
- Jodie Brady (Financial)
- Amber Hayes (MIDAS)
- Jean Marc LaFlamme (Marketing)

EIRs are KAST consultants paid \$75/hour + GST for coaching and \$37.50/hour + GST for travel time.

Client Eligibility

Prospective clients apply to the program and are evaluated based on their eligibility and their fit with the program. For KAST, prospective clients should be evaluated by partners (such as Revelstoke Tech Coordinator and/or CFDC Revelstoke) based on the below, then referred to Erin Handy* at coaching@kast.com for an eligibility interview. Clients can be in revenue or pre-revenue.

*until further notice

The following criteria serve as general eligibility guidelines:

- Technology** or innovation-based ventures or individuals based in British Columbia or contemplating moving to British Columbia and,
- Client candidates are bringing new technology products or tech-based innovations to market or,
- Client candidates are working to improve the success of existing technology products or tech-based innovations.

**Definition of “Technology”: products and productized services with engineering attributes in advanced communications technologies, digital media and web, electronics design and manufacturing, software development, mechanical and industrial technologies and/or other advanced engineering disciplines.

For the purposes of the VAP program, Technology has been further broken down into the following categories: Clean Tech, Digital Media/Web/Mobile, Hardware, Industrial Technology/Heavy Industry, Life Sciences/Medical Devices, Services, Software (Enterprise Software/SaaS) and Telecom/Wireless.

Applicants are also evaluated based on whether the entrepreneur,

- Is a founder, cofounder, or CEO of the company,
- Is ambitious with plans to expand their business beyond BC and,
- Is committed to the program.

KAST VAP Services

KAST VAP Clients receive:

- 9 hours per month of dedicated time from their Entrepreneur-in-Residence, either working with the client directly, or working on their business;
- Up to 15 hours of free professional services from KAST’s [HERE partners](#) in accounting, legal, online marketing, sales/marketing and human resources;
- Access to network/contacts via the BC Acceleration network, EIRs;
- Assistance with fundraising, e.g. referral to CFDCs, IRAP etc.

Cost to Clients

- \$200/month + GST
- Quarterly reporting on jobs, investment and revenue as well as key milestones, e.g. strategic partnerships.