



PRE-ACCELERATION PROGRAM STRUCTURE

This is your moment. Over the course of this program, we'll help you transform your startup into something extraordinary with the potential to change the world. Through hands-on workshops, laser-focused 1-on-1 mentoring, and connections to the people who matter—investors, mentors, and ecosystem leaders—you'll learn to craft not just a business, but a story that inspires. Imagine walking into a room full of investors, owning the stage, and delivering a pitch so powerful it can't be ignored. That's the future waiting for you at Demo Day. Don't let this chance pass you by. The future is built by those who dare.

WEEK 1. FEBRUARY 24-28

#1 | Launchpad: Program Kickoff & Goal-Setting

The first meeting of the pre-acceleration program will introduce participants to the program structure, expectations, and key milestones. It will include team introductions, idea sharing, networking, and a hands-on goal-setting workshop to define clear objectives for the journey ahead.

#2 | Market Research: Advanced Strategies for Validation and Investor Readiness

An advanced workshop focused on practical market research strategies, tailored to help startups refine their market understanding and become investor-ready. Participants will learn from a successful startup founder, see real-life examples, and understand what investors expect from solid market research.

WEEK 2. MARCH 3-7

#3 | Winning Sales Strategies: Closing Deals and Driving Growth

This workshop equips startups with actionable sales strategies to identify and target the right customers, craft compelling value propositions, and close deals effectively. Participants will learn how to build a scalable sales process, overcome objections, and create strong customer relationships that drive long-term growth. The session includes real-world examples, role-playing exercises, and expert tips for mastering the art of selling.

#4 | Fundraising for Startups: Understanding Angels, VCs, and Alternative Funding Sources

This session dives deep into the various fundraising options available to startups, including business angels, venture capitalists (VCs), and alternative funds. Participants will learn the key differences between these funding sources, what each type of investor expects, and how to approach them effectively. Real-life examples from successful startups will illustrate how to navigate these funding options to secure the right investment for growth.

WEEK 3. MARCH 10-14

#5 | Business Models and Financials

In this workshop, startups will be guided through advanced business model frameworks and financial strategies to help scale their ventures. The session will cover complex financial planning, profitability analysis, funding options, and how to align business models with growth goals to attract investors and ensure long-term success.

#6 | The Pitch Show Mock Run

In this workshop, startups will practice pitching their ideas to a panel of investors in a simulated setting. They'll receive immediate feedback on clarity, storytelling, and addressing questions, helping refine their pitches to secure funding and impress investors.

WEEK 4. MARCH 17-21

#7 | Connect & Collaborate: Networking for Success

This seminar equips participants with essential networking skills to build meaningful connections and unlock opportunities. Through interactive activities and expert guidance, attendees will learn how to pitch themselves, foster relationships, and leverage networks for personal and professional growth.

#8 | Securing Pilots and Partnerships: Practical Strategies for Real-World Testing

This hands-on workshop is designed to help startups secure pilot projects and establish valuable partnerships with key stakeholders, such as hospitals, farms, retail shops, or other relevant testing environments. Participants will learn practical strategies for approaching potential partners, negotiating terms, and ensuring successful testing of their products in real-world scenarios.

WEEK 5. MARCH 24-28

#9 | Legal Foundations

This workshop demystifies the due diligence process, helping startups understand the essential documents, expectations, and common pitfalls. Participants will gain practical insights into preparing for investor scrutiny, avoiding legal missteps, and ensuring a smooth journey toward securing partnerships or investments.

#10 | Grant Funding: Navigating Opportunities and Meeting Criteria

This workshop will explore available grant funding opportunities for startups and provide guidance on how to meet eligibility criteria. Participants will learn practical strategies to effectively apply for grants, including understanding the application process, tailoring proposals, and maximizing chances of success in securing funding.

WEEK 6. MARCH 31-APRIL 4

#11 | Crafting a Pitch Deck That Captivates and Converts

This workshop will guide participants through the essential elements of crafting a compelling pitch deck. Startups will learn how to clearly communicate their vision, product, market opportunity, and financials to attract investors, with actionable tips on design, storytelling, and tailoring presentations to different investor types.

#12 | Mastering the Art of the Pitch

In this hands-on session, startups will refine their pitch delivery through practice and feedback. Participants will learn how to present confidently, answer tough questions, and effectively communicate their value proposition, ensuring they leave ready to impress investors and stakeholders.

WEEK 7. APRIL 7-11

Preparation week(s).

Week 8. APRIL

#13 | Demo Day: The Ultimate Pitch Showcase

Demo Day is the grand finale where startups present their refined pitches to a panel of investors, industry experts, and potential partners. This event provides participants with the opportunity to showcase their progress, gain exposure, and attract investment, marking a significant milestone in their entrepreneurial journey.

APPLY NOW

KAUNAS

KLAIPĖDA

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WHO ARE WE LOOKING FOR?

1. Startups (founded outside Vilnius)

Companies seeking resources, mentorship, and a supportive community to help them grow.

2. Inspiring Innovators

Individuals looking to join a startup or learn more about the startup world.

FREQUENTLY ASKED QUESTIONS

1. Are the programs free for participants?

Yes, the programs are free! They use a portion of each participant's de minimis aid, which allows us to cover costs without any direct charges.

2. Are the programs designed for specific types or verticals of startups?

No, the programs are generalist and open to startups from all sectors.

3. Are the sessions online or offline?

The programs are a mix of both, with roughly 50% online and 50% in-person sessions, so you can benefit from flexible learning and hands-on networking.

4. What is expected of participants?

Be proactive, attend sessions, and engage with mentors and peers. We're here to help you grow, but your progress depends on your commitment.

5. Is there any post-program support?

Yes, you'll continue to have access to our network, alumni events, and resources after completing the program.

6. What language are the sessions in?

Sessions are primarily in English to support diverse participation and better prepare for scaling abroad.

7. At what time the sessions are usually held?

Most of the sessions will start around 4pm and finish around 6pm.