Deloitte. Digital

Digital Venturing

Why Deloitte

Global world-leader in professional services

Experience in launching new offerings and scaling products globally

Access to best practice strategies and processes through Monitor Deloitte

Our people are subject matter experts in their respective industries

The Digital Venturing Programme

Digital Venturing is aligned to our **3 main ambitions**; the development of start-ups, connecting scale-ups to Deloitte's workforce ecosystem and creating a lasting impact on the start-up ecosystem in Africa.

Grindstone Programme

We partner with leading organisations to create value and provide learning and mentoring resources to the start-up ecosystem in South Africa.

Booster Programme

We develop and mentor selected start-ups that leverage technologies to solve challenges in communities within which the operate.

Digital Venturing

We create a platform that selected scale-up businesses can leverage to access clients and markets for accelerated growth.

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Digital Venturing

Digital Venturing is a partnership initiative that focuses on building a workforce ecosystem with innovative and disruptive start-ups. This allows us, in collaboration with the entrepreneurs, to co-create unprecedented value propositions for our clients and economy.

SOLVING FOR CLIENT ORGANISATIONS' CHALLENGES

- Operational Efficiencies
- Revenue Growth Through the Innovation of New Products and Services
- Improved Customer Experience

BREACHING THE DIGIPHYSICAL GAP

- Artificial Intelligence
- Robotics/ RPA
- Cyber
- Sensor Tech
- Digital Reality
- Cloud
- Blockchain

VALUE ADD FOR START-UPS

- Access to Organisations
- Included in Broader Programmatic Solutions
- Accelerated Revenue Growth

Grindstone Accelerator Programme

Grindstone Accelerator is a partnership with leading organisations to establish a business-building programme targeting high-growth, innovation-driven, scale-ups for accelerated growth. Growth is reached through the sharing of our knowledge, networks and funding.

Deloitte. + GRINDSTONE

KEY STATISTICS

- >400 Start-up Applications
- 10 Start-ups Selected
- 9 Months
- 55 Coaches

GRINDSTONE PARTICIPANTS

WizzPass, LeadRobot, Msat Global, MARC1 POS, Farosian, crayon, ASHANTI, LiquidGold, Excel@Uni, liula

7 PROGRAMME PILLARS

1. Market Positioning & Messaging
2. Sales & Marketing
3. Culture & Strategy
4. IP, Product & Technical
5. Finance, Valuation and Exit
6. Legal, Compliance & HR
7. Final Demo Day

TECHNOLOGIES USED BY START-UPS

- Sensor Tech
- AI/Cognitive
- Crowd/Social
- Blockchain
- Robotics/RPA
- Network Platforms
- Big Data
- Mobile

SUPPORT

- One on one sessions
- Thought leadership and research reports
- Tools and templates

Booster Programme

Booster Programme is a development programme that provides business and entrepreneurship skills, resources and mentorship to selected start-ups that are leveraging technologies to make a positive impact on society.

9 PROGRAMME PILLARS

1. Objectives & Key Results
2. Business Chemistry
3. Business Model Canvas
4. Value Proposition Design
5. Operating Models
6. Go-to-Market Strategy and Funding Principles
7. Funding Models
8. Financial Management for Start-ups
9. Pitching Preparation/ How to Pitch

PROGRAMME PROCESS

Identify

Identify promising South African start-ups that are leveraging exponential technologies to solve a problem and are making a positive impact in their communities.

Develop

Support businesses whose aim is to make a positive social impact by providing them with the skills and tools to help them succeed and reach their potential.

Grow

Develop, nurture and grow entrepreneurs by providing them access to Deloitte's network, assets and capabilities to fulfil the purpose of making a difference whilst solving for unemployment and creating jobs.