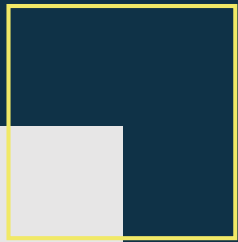


HPSU FOUNDERS FORUM

FOUNDERS HELPING FOUNDERS
SCALE INTERNATIONALLY



HPSU FOUNDERS FORUM

The HPSU Founders Forum is a peer network of startup founders who challenge and support each other to scale globally. Enterprise Ireland has partnered with Select Strategies to give founders an environment in which they address issues, share challenges, seek support, reflect and learn from each other and from founders who are further along the scaling journey.

Founders meet regularly over a 12-15 month period. They share and tackle their toughest problems using startup best practices and action learning. The Forum also provides opportunities to learn from key experts on international sales, leadership & team, funding & finance and product-market fit through a series of topic-based clinics and guest speakers.

Founders can also enter the annual Founder of the Year competition where nominations are made by peer members.

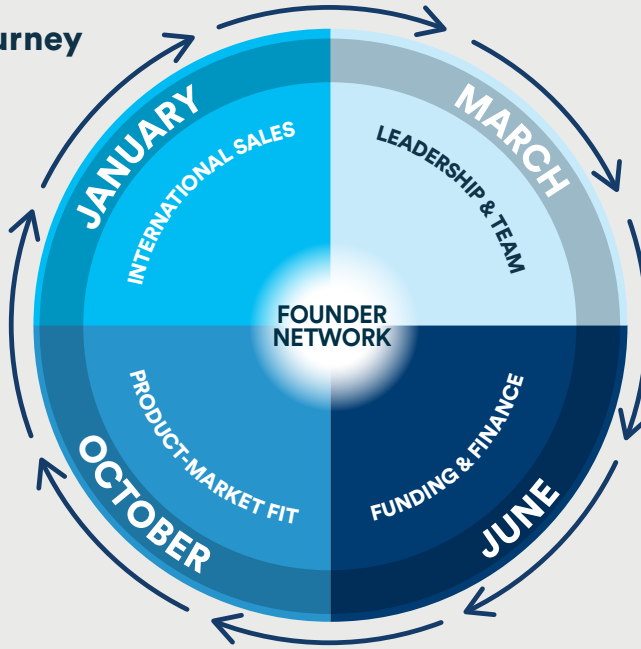
Who should Join?



The Founders Forum is for:

- New and serial CEO founders who are seeking to accelerate the growth of their startup business.
- HPSU clients who have received Enterprise Ireland investment support.

Your Forum Journey



***The Forum is a 12-15 month journey.**
New founders can join in either January, March, June or October following investment approval.

Forum Approach

FACILITATED FOUNDER GROUPS

During the 12-15 month journey, founders join a founder group where they share challenges and insights in a trusted and safe environment. A total of nine facilitated founder group sessions are held of which four are self-hosted. These founder groups provide a valuable network beyond the forum journey.

TOPIC-BASED CLINICS

Clinics take place during each forum day and address topics of particular importance to startups. They are a unique opportunity to learn from experts with the conversation in the room led by founder members.

ONE-TO-ONE IMPLEMENTATION SUPPORT

Each founder will receive three one-to-one sessions with their assigned group facilitators who are experienced CEOs of startups themselves. The facilitator will support the founder in leading the business and implementing best practice.

Forum days also include expert speakers on identified topics of interest and interviews with CEO founders who have scaled their business successfully.

eiLearn.ie

Key Forum Dates

Founders are invited to join the Forum following their investment approval in January, March, June or October as appropriate.

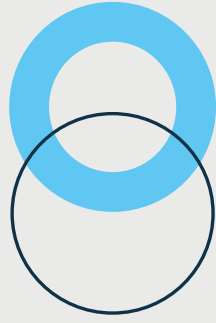
6 th October 2021	New founders onboarding day
20 th October 2021	Product Market Fit
19 th January 2022	International Sales
23 th March 2022	Leadership & Team
June 2022 (TBC)	Funding and Finance

Our Partners



Select Strategies

Select Strategies have partnered with Enterprise Ireland on the HPSU Founders Forum since 2015. As founders and experienced business advisors they have a breadth and depth of experience of the challenges faced by early stage businesses. This expertise, combined with world-class programme management, enables them to deliver truly exceptional value for the companies on Founders Forum.



Our Forum Team



Paul O'Dea - Facilitator and Programme Director

Paul is a Founder of a number of startups that have scaled internationally. As part of his role in Select Strategies, he advises companies on strategies to scale. He is a published author on growth strategies.



Emer O'Donnell - Facilitator and Programme Manager

Emer is a Director of Select Strategies and has held a range of leadership positions in the technology sector. Over the past decade she has led multiple international growth transformation projects for clients seeking to scale.



Samantha Cantwell - Programme Co-Ordinator

Samantha is a member of the Select Strategies team and brings a broad range of experience in client and stakeholder management including 10 years as Operations Lead for the technical department in the Royal College of Surgeons.



Sean Baker - Facilitator

Sean is an ICT entrepreneur and previous Co-Founder of IONA Technologies plc. He is the Chairperson of NDRC and has been a board member of a number of Irish software companies.



Elaine Connolly - Facilitator

Elaine is a high performance executive and leadership coach, entrepreneur and mentor with 30 years' experience across a wide range of industries. She has negotiated at the highest level with retailers and multinationals.



Alan Kelly - Facilitator

Alan is a Chartered Accountant with over 20 years' experience working with multiple early stage and growing companies. His expertise is in M&A, funding and finance.



Caelen King - Facilitator

Caelen built WhatClinic to €6m in revenue and gained extensive onshore and offshore team-building experience with NewBay and Baltimore. He currently works with a range of scaling companies at board level and had made a number of angel investments.



Harry Largey - Facilitator

MBA-qualified entrepreneur, Harry is a board member and coach with thirty years' experience in a range of high growth Irish and global software and services companies.



Fiona Slevin - Facilitator

Fiona has over 20 years' experience as a Founder, CEO, COO and Director growing life sciences and technology start-ups, as well as careers in consulting and international corporates.



Barry Walsh - Facilitator

Barry has 16 years' experience facilitating business owner peer groups helping them to help each other grow and make their businesses more profitable. Barry has held leadership roles in a number of successful businesses including his own.

Testimonials

Gillian Doyle, Cerebreon Technologies

“The Founders Forum is the best programme from a personal growth perspective that I’ve been on since we started the business. Our group gelled instantly, we have an exceptional dynamic and to be honest, it’s that appreciation that you’re not on your own, that everybody else has these problems at different times and different scales. Peer-to-peer learning and support is absolutely critical, particularly in the early phases of a business. I would absolutely recommend the Founders Forum to any founder. It puts things in context for you, it helps you problem solve, it makes you realise that you’re not alone and it helps you grow and you learn from the mistakes that others are making.”

Brian Shields, Neurent Medical

“The Founders Forum has been a great source of comfort. While other founders may work in different industries, the challenges are the same and a different perspective can be key to unlocking a solution. The benefits reaped from the Founders Forum will depend entirely on what each group put into it. We have had a very strong group and are still in regular contact two years later.”

Tony Judge, ClubstoHire.com

“The Forum is an excellent project that gets you to focus on your business and gives some excellent outputs. Meeting the other founders and facilitators gives you a great insight into where you are as a company and as an individual. The HPSU Founders Forum is a great opportunity to pit your business against the best class in Ireland.”

Brendan Sheppard, SmartFactory

“The problems you are having as a startup are shared by all of the other people in the room. Whether it’s funding, whether it’s leadership, whether it’s trying to make sure you have enough runway to survive. Having a team to meet up on a regular basis in a really non-judgemental forum was really helpful, and I think it really gave us an awful lot of encouragement to persist and to keep going. I’ve learned so much in the last 18 months that I didn’t even know that I didn’t know. I’d highly recommend any founder to get involved and to take part in it.”

Forum Outputs

The Forum provides a unique opportunity for CEO founders to learn from each other in a trusted and safe environment.

Participating in the HPSU Founders Forum will help you to:

- Ensure your product is fit for market, identify your ideal customer, test your assumptions, pivot and get it right.
- Understand cash flow, funding options, investor relations and the importance of the finance function and matching your resources to your growth plan.
- Develop your leadership style as you build out your team, manage conflict and lead your company’s culture.
- Acquire new customers as you build out your international sales process and when and how to hire the right sales team to support your ambitions.

Fees

Membership of the Forum is subsidised by Enterprise Ireland. After applying De Minimis funding of €3,500, the direct cost to company is €875.

Fees include participation at all events and meals. For companies with co-founders who would like to join, an additional fee will apply.

How to join

Membership of the Forum is made as part of your application for HPSU funding investment. Founders will automatically be invited to join following investment approval in January, March, June or October as appropriate.

More information



For more information about the HPSU Founders Forum, please contact:
Ciara Gorman - Founders Forum Programme Manager

E: ciara.gorman@enterprise-ireland.com
T: 353 (01) 7272883