ACI Avantor Commercial Incubators

Championing Caribbean Exceptionalism

Building From Vision And Initiative
WHO IS ACI?

ACI is a commercial deal-making incubator that provides accelerator/incubator and entrepreneurial-building systems for entrepreneurs and SMEs in the Caribbean region and Caribbean Diaspora.

Creating game-changing deals to take businesses to the next level
We believe...

“Entrepreneurship is a mindset to change the world ... passion a mentality to change things”.

Jakob B. Kistorp
The Caribbean Brand is

- Sun
- Sand
- Reggae
- Soca
- Carnival
- Athletics
- Cricket

Paradise

Takeaway: We are not a haven for innovation, entrepreneurship or deal-making.
Current Caribbean Startup/Innovation Environment

- Viewed as a graveyard for venture capital, risk-taking, sophisticated structuring, or businesses succeeding in international markets.

- Definition of a successful business in the Caribbean is usually limited to a big fish in a small pond with most businesses lacking access to the know how, structures and systems for successful growth.
Barriers to Growth

- Access to financing is exacerbated by limited capital markets and exits.
- Overwhelming majority of incubators and capacity-building programs are run by institutions and governments with non-commercial objectives not aligned to markets.
- Lack of technical talent and access to networks/channels.
The New Innovative Environment

ACI will generate sustained high quality deal flow of Caribbean SMEs who can innovate, scale quickly, meet investors’ criteria and penetrate international new markets with high returns through the following services:

- Investor Networks
- A-List Mentors
- Online Ecosystem
- Best-in-class Technical Team
- International Partners
- Extensive Worldwide Networks

Tapping into the Caribbean Diaspora in North America & Europe increases scale, diversity and sophistication.
Target Segments

- Early Stage companies – businesses with less than US$3M in revenues
- SMEs – under 250 employees
- Startups
- Information Technology Enabled Services (ITeS)
- Information & Communications Technology (ICT)

- Clean Energy
- Agri-Business
- Entertainment
- Fashion
- Hospitality

Goal: Establish a reputation for deal-making excellence that connects the best with the best
Our Delivery Systems

- Website and Online Platforms including Social Media
- Software as a Service (SaaS) applications – establishing an open source platform for productivity applications and tools for startups and SMEs
- Virtual Portfolio Clients - access to all ACI's services and resources from anywhere in the world
- Secure and Reliable Communications Infrastructure
- Secure Payments
- Online Investing Ecosystem... crowdfunding, matchmaking
ACI's Flagship Accelerator Program

- 6-month program cycles
- Online Platforms
- Curated portfolio of 10 clients each cycle per location/site
- Networking
- Mentoring
- Deal-making
- Innovation & Creativity – *Whiteboard Fridays... Engine Room Sessions*
Our Partners

Inter-American Development Bank’s (IDB) ConnectAmericas – Social media platform for SMEs created to connect SMEs in Latin America and the Caribbean to each other and globally.

University of Illinois – Champaign MBA Program – Joint program for MBA students to provide technical consultancy services to ACI’s portfolio clients.

UVI Research and Technology Park – ACI is the preferred provider of accelerator/incubator services for the RTPark.
ConnectAmericas

- ConnectAmericas – The only social media platform for SMEs [www.connectamericas.com](http://www.connectamericas.com)
- Anchor Partners – Google, DHL, Visa, Alibaba.com
- Established by IDB to connect SMEs in Latin America and the Caribbean to global markets, partners, suppliers and financiers

ACI is a Knowledge Partner of ConnectAmericas
Why ACI?

- We fill the gap between accessing capital and structure.
- Our business model stands apart from other incubators and capacity building programs of similar types.
- Focused approach on deal making and exits.
- Superior ability to pick winners and recognize market growth opportunities.
- In-depth knowledge of the Caribbean-centric culture, business environment and navigating the way to link with the global ecosystem.
- Best-in-class human resources and networks.
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Thank You!

For more information, please contact below

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