

TAKEOFF

@ the Enterprise CAMPUS



TAKEOFF is part of **CEBI** (the Centre for Entrepreneurship and Business Incubation) and is located on the **Enterprise CAMPUS** at the University of Malta. It provides a working environment for anyone with a new business and enables the Founders to achieve their full potential. TAKEOFF does not have a focus simply on 'Start-up' but rather on Sustainability and Success. It provides services (facilities and support) for up to 60 individuals and 30 businesses over a three-year period of membership. And it does that via three forms of *proven* growth programmes:

1. **The Incubator programme.** A proven 25-component programme for anyone new to business irrespective of the business sector.
2. **The Accelerator programme.** A proven 125-component programme for businesses looking to develop and grow an enterprise rapidly.
3. **The Catapult programme.** A proven 625-component programme for businesses seeking significant finance and international growth.

All of these programmes are drawn from substantial research over 20 years and have been proven to work both in terms of business funding raised (>100 million euros) and business sustainability (>70% after five years). The training material has been effective internationally with business founders from India, Thailand, Vietnam, South Africa, Brazil, Mexico, Chile, United Kingdom and here in Malta across a broad range of business sectors.

TAKEOFF works closely with the **UoM Knowledge Transfer Office (KTO)** to support academics wishing to commercialise opportunities arising from academic research. And at the other end of the academic spectrum, it also supports students with fledgling business ideas and initiatives. Most of the Members of TAKEOFF come from the wider community of Malta and Gozo and TAKEOFF also supports community projects and charities.

To enquire about how TAKEOFF can help you with your enterprise, please call the TAKEOFF Manager, Ing Joseph Bartolo, on **+356 23403781** or email at joseph.a.bartolo@um.edu.mt. TAKEOFF looks forward to helping you.

Incubator programme:

"The Incubator programme mentoring has been invaluable in helping us to move from a project focus and build a rapidly-growing business."
Shaun Grech & Kevin Farrugia, Incredible Web Ltd

Accelerator programme:

"The team has mentored me weekly which has been extremely helpful in growing my business rapidly. I would recommend it to anyone."
Klaus Conrad, Headstart Ltd

Catapult programme:

"The equity finance process of raising money from investors was facilitated very professionally by our mentor who provided guidance at all stages."
Dr Daniel Fenech, Timely Ltd

"Our mentor facilitated rapid agreement over Heads of Terms between ourselves and a major Scandinavian company involving royalty payments and equity participation."
Nick Borg, Ton 80 Metric

Student initiatives:

"The mentoring I have received has been amazing. Our mentor actually came with us to pitch for funding from The President which we won!"
Natalie Muschamp, Step Up For Parkinson's

Community projects:

"The mentoring support has helped us to adjust strategic decisions for our organisation."
Karl Wijmark, Contribute Water

Network Support:

TAKEOFF has excellent links with Government Ministries and key bodies such as Malta Enterprise and Trade Malta. It also has links with professional advisers and trade bodies capable of helping Members. TAKEOFF also administers the Government-funded TOSFA and MARSFA Proof of Concept and Seed Fund Awards (managed by KTO) that each distributes 100,000 euros annually. As part of the Enterprise CAMPUS it has strong links with the CEBI alumni group of Master in Entrepreneurship (MEnt) graduates who also act as mentors for Members when specialist sector advice is required.