

Gateway2Enterprise Winter Brochure 2020 / 2021

Gateway2Enterprise is a global management support service for Entrepreneurs, Family Offices / UHNWs / Investors



With a renowned global management team across a range of sectors, G2E provides a range of services to accelerate and scale your business including:

- Fundraising Support with a network of over 45,000 investors, increasing by 1,000 every month
- Global Premier Investor Events
- Accelerator Programmes and Workshops with units including 'Blitzscaling' based on the best-selling authors Reid Hoffman and Chris Yeh and 'Raising using Zoom during Covid' focused on utilising technology for successful fundraising.

See the latest interviews with CEO, Karen Melonie Gould on Family Offices, UHNWI & Investing - [The DNA of Success](#) & [UHNWI & Investing](#)

Global Reach & Multi-Sector

With a global reach, we offer a number of packages to cater to companies from Pre-Seed to Series A+ as well as a renowned Accelerator Programme.



Our Fundraising Packages

Bronze

£1,495 pcm plus 6% commission on success of raise

3 months minimum

Includes:

- Weekly Social Media Campaign & Email Marketing - over 45,000 investors in database
- Database increasing by 1,000 investors per month

ADDED BONUS: Our Gift to You

- Inclusion in our dealflow portfolio, which we market to our Investors and on our Website

Silver

£1,495 pcm plus 6% commission on success of raise

3 months minimum

Includes:

- Weekly Social Media Campaign & Email Marketing - over 45,000 investors in database
- Database increasing by 1,000 investors per month

- MONTH BY MONTH CAMPAIGN

- We GUARANTEE a min of Investor Leads qualified within one week

ADDED BONUS: Our Gift to You

- An ADDITIONAL 6 Investor Leads qualified within the first month

Gold

£4,995 per month plus 6% commission on success of raise

3 months minimum

Includes:

- Weekly Social Media Campaign & Email Marketing Over 45,000 investors in database
- Database increasing by 1,000 investors per month
- Bespoke strategy to target to network of 30,000 LinkedIn contacts
- Feature in our Q4 Portfolio which is sent to our Investor Network & displayed on our website
- Weekly Meetings Online
- Allocation of a Team Member lead to manage your account

ADDED BONUSES: Our Gift to You

- Daily Prospecting 5 days per week to create your own CAP Sheet with Weekly Reports to discuss in Weekly Meeting.

(We create for you, your own database of Investor Details and monitor and follow up with these Investors 3 times per month on your behalf)

Platinum

£9,995 per month plus 6% commission on success of raise

3 months minimum

Includes:

- Weekly Social Media Campaign & Email Marketing Over 45,000 investors in database
- Database increasing by 1,000 investors per month
- Bespoke strategy to target to network of 30,000 LinkedIn contacts
- Feature in our Q4 Portfolio which is sent to our Investor Network & displayed on our website
- Weekly Meetings Online
- Allocation of a Team Member lead to manage your account

ADDED BONUSES: Our Gift to You

- EVERYTHING in the GOLD package PLUS
- Fully Managed Fundraising Campaign not just one of our Team Members, but Joint Team managed. Including a Monthly Roundtable Investor Dial In from Investors - offline Investor Event
- Quarterly Evening Investor Cocktail Party in London - in person depending on Covid Regulations

Executive Management Team - Asuite Ventures

We recently launched our new Executive Management Team, Asuite Ventures, which supports the growth and acceleration of companies globally. The team have experience across a range of sectors including entrepreneurship, fundraising and hypergrowth, as well as a key partner network globally. Encouraging companies and accelerating their success is at the heart of our business and we provide a range of services including management and fundraising support.

In addition, we also provide support with fundraising for Funds with our team led by Geoff Miller. Members of our team have a raised for funds and we have a strong global network of investors, spanning from the UK to Europe, the Gulf, Asia and the USA.

We would also like to introduce our new Impact Membership Club 'Footprints' for Family Offices / UHNWIs / Investors and we will be looking to have an Impact Fund in 2021

Our Exclusive Family Office Membership Impact Club - Footprints

Launching 2020 / 2021

We are passionate about Impact Investing & ESG and will be launching 'Footprints', an exclusive Family Office Membership Impact Club for those passionate about Impact Investing & ESG and social change.

We believe in investing by doing good to make a difference

We will be releasing further details at our Family Office Impact Investing & Technology Investor Event in October 2020 and are offering COMPLIMENTARY MEMBERSHIP FOR LIFE to all those who sign up in 2020.

Investing in doing good
to make a difference

Key Features

- London Membership Club in Mayfair in partnership with a renowned members club, announcement to be made soon. This will be for the use of our members for meetings, to dine with us and to host events. We will have a full concierge service including airport limousine support with a chauffeur.
- Inclusive VIP Invite to all of our Family Office events online and offline in London, to expand to Zurich, Monaco, Dubai, NYC and Miami.
- Online educational webinars for Family Offices, topics will be tailored to requests and requirements, for example Leadership and Management of Family Offices for new generations led by Family Offices. These will take place monthly.
- Online webinars and events covering a range of sectors and news across Impact Investing & ESG, for example, Prop Tech, Renewable Energy, Healthcare, Sustainable Fashion and Transport & Mobility.
- Once travel resumes, educational trips and workshops to global destinations will be included, for example, to leading and cutting-edge locations to explore the latest innovations.

Keystage Ventures - Grow & Scale Your Company

From February 2020, we introduced a new team headed up by Matt Black, our Board Director and CEO of Keystage Ventures, to support Startups with growth and scaling. We will hold monthly pitching events where we will select companies to work with, supporting them with accelerating their growth.

Keystage Ventures is led by entrepreneurial experts focused on helping clients set and hit aggressive growth goals. With a leading track record of supporting companies towards success, Keystage Ventures is an exceptional partner to have during your growth and scaling journey.

New Services

We are in the process of launching new, additional services and expect to announce these in Q4 2020 / Q1 2021

Accelerator Programme - Our Leading Partners

We have a range of leading partners for the Accelerator Programme 2020 / 2021



50% of the 10 that attended our Accelerator Programme have raised or are at Term Sheet and have scaled up their business

We have successfully raised for three companies during Covid covering sectors including Deep Tech/IOT, Martech and Impact

Combining our investor networks and partners, we are here to support with your fundraise, we cover equity and debt, including alternative finance from bridging finance to convertible notes.

If you are in the UK and are looking at Government Support for Businesses, please see [Financial Support for Businesses during Covid-19](#). Within our Team Joe Itua, our Accountant, supports this along with the following services:

- R&D Tax Credits
- Entrepreneur Visa – we are looking at becoming an approved Government Body
- Accounts, Cash Flow and Balance Sheet – documents to raise investment and finance

The UK's Premier Investor Events: Family Office / UHNWI / Investors

We have built a successful reputation for hosting some of the UK's premier investor events and provide our clients with the opportunity to pitch to our investor network, with events hosting over 200 investors. Our events follow a format which includes breakfast, formal lunch, afternoon tea and a cocktail party to provide multiple networking opportunities.

Due to Covid-19, we have amended the format of our [Autumn Family Office Event](#) and will be hosting a small cocktail party on 7th October 2020. We will be circulating a video stream of the speakers and presentations.

This will be followed by a Dial In Roundtable on 8th October from 8am - 10am, which will be a breakfast meeting Q/A with our Founders. You can find more information [here](#).

Centred around providing educational resources for our Family Offices / UHNWIs / Investors, we will launch our new Impact Investors Private Members Club. The event will be held in London and promises to be exciting and informative with some exceptional founders.

We have moved the 8th October 2020 [Impact Investing & Technology Family Office / UHNWI / Investor Conference](#) to [25th March 2021](#), it will take place in London or Zurich. You can find more information [here](#).

For more information, please contact Karen - karen@gateway2enterprise.co.uk
WhatsApp +44 (0) 7939 164 100



Impact Investing & ESG

We are committed to doing good to make a difference and are in support of companies that are working towards solving global challenges and that are in line with the UN Sustainable Development Goals. Our team is committed to supporting social and positive impact globally and in April 2020, we launched our Impact Investing & ESG team led by our Team Members, Roshni Durve and Cedric Torossian.

The Impact Investing market is growing and provides capital to address some of the world's most significant challenges in sectors including healthcare, education, renewable energy, sustainable agriculture, ethical goods and sustainable and affordable housing, both in emerging and developed markets.

We saw an increase in Impact Investing amongst Family Offices prior to the coronavirus and we don't see this wavering, due to this we have created an Impact Investment section in our Dealflow Portfolio and will be focusing on Impact and Technology at our [Family Office Spring Impact Investor Conference 2021](#) in London or Zurich on 25th March 2021. For this event, we are looking for 10 companies who are raising, 6 Technology and 6 in Impact globally to pitch to our investor network. You can find more information [here](#).

New Service - Streaming Your Video To Our Investor Network

We now video stream pitches with a summary to our Investor Network

INVESTOR EVENTS – FAMILY OFFICES / UHNWIs / INVESTORS

Our Family Office Investor Events in London are well attended with over 200 investors joining us. Due to Covid-19, we have pivoted our model and are now streaming presentations to our Investor Network.

Our Investor Network includes:

- 45,000 Investors within our database
- 30,000 LinkedIn Investor contacts
- 1,000 New Investors per month

Wider Investor Network: We also have a network of investors that we share via a platform from our team and we work with additional brokers and intermediaries.

Roundtable Investor Webinar

Introducing our new Roundtable Investor Webinars, join us to pitch with a Q&A session to a select group of 8-12 investors that are seeking opportunities in your sector. The fee for this is £4,995 and if you are on the *Management Bespoke Raise* package, this feature is COMPLIMENTARY. This replaces the Board Presentation during Covid-19.



Bespoke Investor Events

Would you like the opportunity to pitch to investors directly?

Gateway2Enterprise hosts Investor Events throughout the UK and Europe. All events are fully inclusive of all venue fees, food, drink, speakers, equipment, photographer/video and any other technical support. The fee for this is £10,000 and a 3-month notice period is required.

We can arrange a presentation to 10 Investors in London, this will be a board presentation to investors which have been qualified by you, the fee for this is £4,995. This will be now executed online until further notice.

Additional Services

Documentation for Fundraising

We support on the preparation and research of all documents including IM/Summary - Pitch Decks - Cash Flow - Balance Sheets. These can be supported by our team for additional fees and is led by Roshni Durve and Cedric Torossian. We will ensure you are ready to raise and can offer a COMPLIMENTARY introductory consultation to review your pitch deck.

Leadership & Management

Team / Board Structure - We are now offering a Member(s) to join your Board to strengthen your skills in areas which we find are often incomplete, this is a key area which Investors look for. If we don't have the skills in our team, we will source them through our extensive partner network. This is headed up by Matt Black from our Team.

M&A and Turnaround

We are here to support you in pivoting your business during this difficult period and will also be supporting M&A companies in distress. As an example, we recently quickly secured a bridging loan of \$5m for a company to stay on track with their \$20m raise and acquisition.

Success fees do not equal results - many companies try and raise capital utilising multiple advisors or groups, who are operating on success fees only. This does not work. Advisors will focus on clients with a paid monthly mandate, as that is a guaranteed revenue source. **We find this model works and in 2019, we raised successfully for 6 clients from \$250k to \$15m.**

Our clients are from sectors including Fintech, Medical Cannabis, Mobile Apps, Deep Tech and regions include the UK, Europe, and the USA as part of a collaboration for our New Executive Management Team.

Executive Management Team

We have a new G2E Investment Management Team that will support your fundraise for 2020/2021. They are based in the UK, Spain, Austria, USA, Dubai and Asia. Our new team have a range of skills including experience and expertise in raising both Equity and Debt and Business Development for scaling your company in terms of partnerships and expanding client base.

Karen Melonie Gould | Senior Partner



Karen Melonie Gould – CEO G2E – Angel Investor – Deal Flow Activist Family Office Investor Events Management - [LinkedIn](#), [Karen - Interview at Expanse Summit 2019](#), [The DNA of Success & UHNWI & Investing](#)

Key Skills: Entrepreneurship; Finance/Investment; Business Development/Sales/Traction; Networking; Events Management; Speaker/Author; Digital Marketing; Disruptive Thinking; Operations; Leadership; Innovation; Strategic Development and Implementation; Business Development; Business Performance

Matt Black | Partner



Matt Black Director – G2E Board Director Corporate Training Strategy and Structure Supporting Start Ups [LinkedIn](#). Matt leads on Start Ups with Keystone Ventures.

Matt draws from over 30 years as a serial entrepreneur — CEO, CMO, COO, Investor, Adviser, Visioneer, Mentor, Strategist, Fixer. As a result, he has been able to manage multi-disciplinary projects and navigate complex challenges.

Key Skills: Scaling companies around Structure using Strategy to exit. Building up Start Ups is my passion. Matt leads on the Start Ups with Key Stage Ventures.

Executive Management Team

Roshni Durve | Partner



Roshni Durve – Impacting Investing, Advisor & Private Equity [LinkedIn](#). Roshni leads Impact Investing & ESG with Auxilium Ventures.

Roshni has a range of experience within the private equity, renewable energy and brownfield regeneration sectors as a partner, director and advisor, with a focus on origination, investor relations, deal structuring, fundraising, management and corporate strategy and development. Roshni holds advisory roles at companies within the Impact sector and is a Director of SME Funds Capital, an Impact Investment firm focused on investing and facilitating investments in the climate impact ecosystem across Africa; our partners include the UN Environmental Programme, UK Department for International Development, African Guarantee Fund and USAID.

Cedric Torossian | Partner



Cedric Torossian- Serial entrepreneur, fund and start up advisor specialised in the digital economy, innovation, data analysis and strategy [LinkedIn](#). Cedric leads on Impact Investing & ESG with Pollenise.

Broad range of experience in growing start-ups from founder, non-exec board member, advisor and mentor building on 15+ years' experience as an analyst for Wall Street investors working on investment strategies and performance projections of top listed retail, consumer and media companies such as Carrefour, Ralph Lauren, Apple, Google, Facebook, Twitter and Snapchat. Proven track record of delivering strategic recommendations in fast moving and disrupted digital sectors both for small businesses and listed corporations.

Blanca Morales Padilla | Family Office / UHNWI / Investor Events



Blanca Morales Padilla - Heading up our Family Office Events and Marketing / PR and Social Media [LinkedIn](#)

As a self-sufficient stakeholder manager with outstanding personal and networking skills, Blanca has excellent knowledge of multinational companies, press and global markets with major expertise into niche B2B/B2C markets. Strong organizational and managerial talent through extensive professional experience and prior to that at her family business, Blanca is skilled in strategy, development and operations among others areas. Most recently, Blanca has been focused on Event Marketing – specialized in Family Offices, UHNWI, top & C-levels, who understand the efficiencies of the entire marketing mix and the wonderful power of mastering social skills in the Events industry.

Associate Partners

Dusica Lukac | Advisor



Dusica Lukac - [LinkedIn](#) - Leading on Digital Assets - ex VC USA and Europe

Dusica H. Lukac is a Partner at [DL Capital Partners](#), as well as co-founder and Chief Strategy Officer of [DAN](#). After decades in the investment banking and hundreds of millions under management and just so many M&A deals, she has crossed from the Wall Street to the Tech Street. In 2018 she was awarded as best Fintech consultant in CEE, while in 2019 she took part in a blockchain panel at Cannes Film Festival ([link here](#)). She chooses to stay close to the innovative and exotic financing structures as the best place to add value. Dusica currently splits her time between London and Vienna. She also loves to travel and visited 78 countries until now. This piece reflects her personal opinions and does not represent the views of [DL Capital Partners](#) or [DAN](#).

Geoff Miller | Associate Partner



Geoff Miller - [LinkedIn](#) Investor - Tech and Medical Cannabis Own Funds

Shiva Venkatraman | Associate Partner – Asia / India



Shiva Venkatraman – CEO Venture Investor – Family Office Connector Asia

Multi-faceted Venture Growth Leader with strong operating and investment experience via various roles (COO, Sr VP, CTO, Board Member and Advisory Board Member) in providing strategic direction for the application of leading-edge technologies to solve complex business challenges and achieving creditable results

Chris Davino | Associate Partner



Chris Davino Associate Partner – Investment Banker NYC USA – Osprey Point LLP – Technology and Media [LinkedIn](#) Chris will head up with his NYC Team using his Investor Portal that has 2500 Investors in USA which we will white label for 2020 for our clients.

Joshua Itua | Associate Partner

Joe Itua - An experienced Accounting and Finance Professional with over fifteen years of experience in providing financial management support at Board and Director level.

Expert knowledge of accounting principles, payroll legislation, personal taxation, investment and banking systems, [LinkedIn](#)

Jonathan Wright | Associate Partner



Jonathan Wright - Founder of WrightWay Digital and chief architect of the Blend Suite integration platform [LinkedIn](#)

Jonathan has experience operating businesses in Sri Lanka, the Caribbean and Europe and is an experienced technology consultant with over 15 years experience leading SME's and over a decades experience in web development, software architecture retail and digital marketing.

Thank you and we look forward to working with you

I hope this clarifies the in-depth support we give through my Marketing and Social Media Team, as well as our Researcher and other Partners. There are no other fees to use other sources, we take care of additional fees. This includes our Team Management Fee which is all inclusive.

Please book your COMPLIMENTARY Consultation now at karen@gateway2enterprise.co.uk

Offering a brief overview of your pitch deck and to discuss your raising strategy 2020/2021

With the support of our Executive Management Team, we take care of all of your fundraising needs from start to finish and beyond, enabling you to focus on building and scaling your business.

Book a call now - WhatsApp +44 (0) 7939 164 110 or Zoom

STAY SAFE from all of us here

Karen Melonie Gould - CEO/Founder

www.gateway2enterprise.co.uk

[LinkedIn](#)