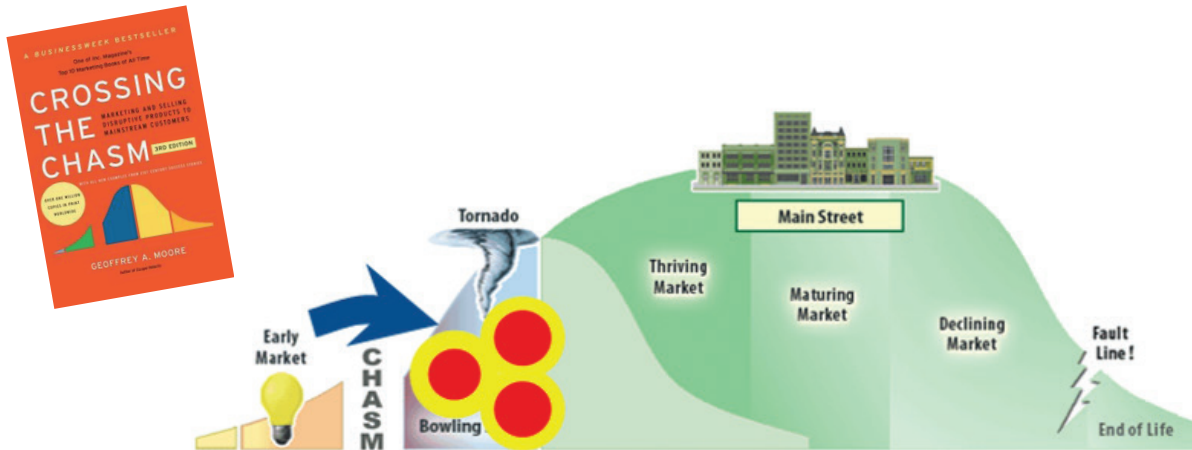


# Scale-up and accelerate your international growth!

June  
9, 11 & 16  
between  
15.00-18.30  
o'clock



**Enterprise Europe Network (EEN) invites Swedish high-tech scale-up companies to strengthen their product / market strategy, tactics and tools.**

**» Apply for a position in an intensive and highly interactive 3-part digital workshop series of half-day sessions on June 9, 11 and 16!**

Many scale-up companies have already established important pilot customers in Sweden and sometimes also abroad. However, many face a **major challenge in building a larger customer base** of more mature long-term customers who can be the foundation for future growth and profitability.

In order to increase the awareness and to strengthen your company's future success, EEN presents one of the world's most renowned scale-up trainers, Chasm Institute - based in Silicon Valley, to carry out an action workshop program of three half-day digital sessions.

Michael Eckhardt, Managing Director of Chasm Institute, will be leading the workshops. Michael has a deep track record of training well-known B2B and B2C companies around the world to master the art of transforming your customer base, from innovators and early adopters, to a dominant and profitable position in the thriving mainstream market.

*More information on next page!*

## About Michael Eckhardt

Michael is the Managing Director of Chasm Institute. He has a Harvard MBA, is a Wall Street Journal award winner and has worked with over 225 tech-based companies in the past 15+ years – in Silicon Valley, across the US, and in Europe and Asia-Pacific.



” *The workshops contain of 15 % theory an 85 % practical application. Afterwards you will have practical tools that you can apply directly and that actually is relevant to the future.*

*After the course you will be able to predict failure or success in going to a market. You can start to score and rate and rank in a practical way, with analytics, what your best target segments are.*

*Michael Eckhardt, Chasm Institute, April 2020*

» [Click here](#) to see the full introduction interview with Michael about the workshop series.

## Setup

Digital action training workshops for Swedish high-tech scale-ups with international ambitions. Special priority is given to companies within the smart industry sector with a high focus on international growth.

1-2 persons per company, maximum 20 participants.

The schedule for this 3-part digital action training workshop series is:

June 9: 15.00-18.30 o'clock

June 11: 15.00-18.30 o'clock

June 16: 15.00-18.30 o'clock

Price: 4.000 SEK per company excl. VAT. Maximum 2 persons per company.

Apply  
for a position  
latest by  
May 15!

**There is limited availability for this June-9-11-16-program.**

» **Please contact me as soon as possibly to register!**

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