

Welcome back!



Enterprising
Futures at LSBU

Agenda

- 1 Build Schedule + Deliverables + BMC
- 2 Milestones
- 3 Demo Day
- 4 MSc Managing Change & Risk
- 5 Product of South Bank (POSB)

Build Schedule + Deliverables + BMC

Build Schedule

- Any questions about BUILD Schedule?
- South Bank Works Incubator Cohort Resource Page <https://bit.ly/works-cohort>

Deliverables

- Not compulsory, but highly recommended to prepare pitch deck for Demo Day.
- Deliverables related to these sessions:

- Building your Product Roadmap
- Creating a go-to-market strategies
- Marketing strategies to Reach your Market
- Scale Up Strategies and Measuring Success
- Funding your Product

BMC (Business Model Canvas)

- Work on this document. Helpful for collaboration MSc Managing Change & Risk

Milestones

Dates

- **16th February 2026:** Milestones and catch-up (coworking space). Share your milestones with the cohort.
- **27th April 2026:** Milestones review (coworking space). Share your achievements, progress or challenges with your milestones. Even if milestones are not achieved, it's ok, learnings are important!

The purpose of these sessions is to share in a group how you work on your business and get take aways.

Demo Day



Demo Day, April 2025



South Bank Works Programme Overview

Demo Day 23rd March 2026 (10am to 12pm), HUB - Location TBC)

£500 for the winner, 2 prizes of £250 for highly recommended businesses (1 pot £1000)

- Only for SB Works
- 15 businesses to pitch (4 minutes)
- Prepare a pitch deck (6 slides). We will provide the structure & content of the pitch deck
- No “Questions and Answers” after each pitch
- A panel of judges will evaluate your businesses and pitches
- The winners will be announced on the same day of the competition, around 12pm

Other information

- We will provide the guide for building the pitch deck for the competition
- We will provide information about how the judges will score and evaluate your pitches
- Pitch deck session with Kadeza Begum (9th March, 10-12pm)

MSc Managing Change & Risk

Financial Value of Working with consultants

The average hourly rate of a business consultant is between £80-250.

If we work with the hourly average rate the total financial value of getting the support from consultants is £1,600 calculated as shown below:

£80 (hourly rate) x 5 (number of consultants in a team) x 4 (number of meetings) = £1,600

If we work with the top end of the hourly average rate the total financial value of getting support from consultants is £5,000 calculated as shown below:

£250 (hourly rate) x 5 (number of consultants in a team) x 4 (number of meetings) = £5,000

Source: <https://www.bark.com/en/gb/business-consulting/business-consultant-cost/>

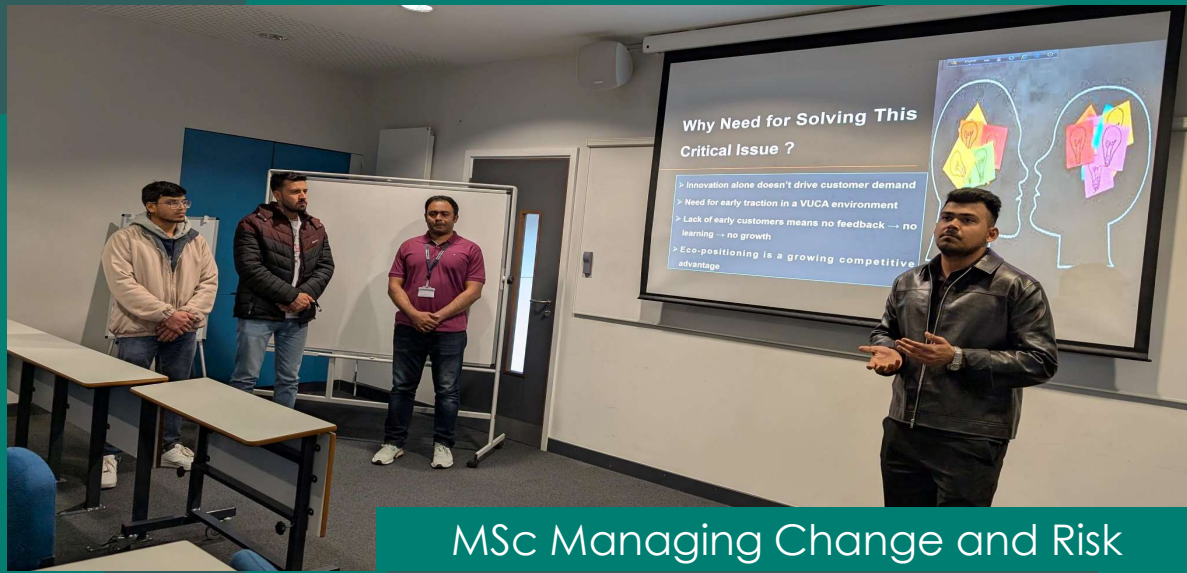
- You need to have been working on your **Business Model Canvas**
- Prepare one **challenge/outcome**. The client will prepare in advance information for the consultants about the main outcome they are expecting to get through this collaboration

Commitment

- **Attending meetings with consultants** - Consultants will schedule around 4 meetings (Feb 25 – March 25, 2026) with their client assigned.
- **Attending Consultants' presentation on the 1st of April 2026**. Consultants will present their findings and recommendations for your business in a 10-minute presentation to a panel
- **Complete the Client Feedback Form**

Compulsory dates

- **25 February 2026: KICK-OFF + AGILE SESSION FOR STARTUPS**. Consultants will be introduced to their assigned startups.
- **Feb 25–March 25, 2026**: Students will work independently, gathering data, analysing the context, and preparing their recommendations.
- **23 March 2026**: Consultants will have the opportunity to attend the SB Works Demo Day and see their clients pitch their business
- **1 April 2026**: Consultants will present their findings/recommendations to the start-up clients



MSc Managing Change and Risk



Product of South Bank (POSB)

Market Research / Sell your products

The new Marketplace Expression of Interest Form has been launched and is live:
<https://bit.ly/posb-market-interest>.

Dates

- When SB Starters are in the Hub during the Drop-In Support sessions (max 5/6 stalls)
- Special events (such as Winter Marketplace, Open Days...)

Let me know if you are interested and we will help you organise your dates and stall.



PRODUCT OF SOUTH BANK MARKETPLACE

Do Market Research or Trade at the
Product of South Bank
Marketplace

Express interest in hosting your own stall:
bit.ly/posb-market-interest

