



## MaRS Global Programme

January 2025

FAQs

We encourage you to read these FAQs along with the programme [Guidance Notes](#).

### What is the MaRS Global Programme?

Invest Northern Ireland has partnered with [MaRS](#) to deliver a programme aimed at businesses seeking to explore and exploit opportunities in North America.

Through the six-month programme, you will gain access to leading-edge workshops, and one-on-one support to help sharpen your value proposition and perfect your pitch. You will also connect with key stakeholders on an immersive, in-market visit to Toronto.

The programme will help prepare you and your business to better explore, enter, and succeed in the North American market.

### When does the application call open?

The MaRS Global Programme is open from **Monday 20 January 2025, 9:00** until **Wednesday 5 February 2025, 12 noon**.

### What sort of business is the MaRS Global Cohort Programme aimed at?

While the programme is not limited to any sector, it will be of most interest and benefit to businesses with innovative solutions to global problems in the fields of:

- Health care
- Med-tech
- Cleantech
- Clean energy
- Biotech
- FinTech
- AI
- Advanced Manufacturing

The key is having an innovative solution (to a global problem) with rapid and/or scalable potential.

The MaRS Global Programme is most suitable for science and technology-related businesses that have successfully tested their product and/or service offering, generated over £100k in income, and can demonstrate the ability to grow globally.



### **I sell a product that I have designed but it is manufactured elsewhere. Can I apply?**

This will depend on the nature of the product as well as the level of your input to its design and ownership of any intellectual property. It would be a good idea to discuss your proposal with our Business Support Team before starting an application. They can be contacted via our [Contact Us](#) webpage or by phone at 0800 181 4422.

### **Who can I talk to about an application?**

If you would like to discuss a potential application to the MaRS Global Programme, you can contact our Business Support Team via our [Contact Us](#) webpage or by phone at 0800 181 4422.

Our Business Support Team can discuss the application process with you and help determine if the MaRS Global Programme is the most appropriate support for your business.

### **What alternative supports are available?**

We have a wide range of support available for businesses including those that meet the criteria to become an Invest NI client and those that do not.

[Find out more about becoming an Invest Northern Ireland client company.](#)

### **My business does not have any sales yet, can I apply?**

In short, yes. However, we would expect your business to have generated over £100k in income which can include grants, equity investment, etc.

### **Does my business need to be selling outside Northern Ireland to apply?**

Your business does not currently need to be selling outside Northern Ireland but does need to have a plan to generate sales revenue from external markets.

Market research activities are key to identifying appropriate target markets and our [Business Information Centre](#) can provide access to market and sector reports to help with this research.

### **Does my business need to have access to funding?**

Yes. It is important that you have access to a level of funding that will ensure your business does not run out of cash as it invests in new growth activities. This could be existing cash in the business, investment or loan funding that has been received, cash that is projected to come from new sales, or a combination of all or some of these funding sources.



When assessing your application, we will consider the availability of funding and how this impacts the risk level of the proposal.

### **My business is already an Invest NI client, can I apply?**

Yes. Speak to your client executive who will advise if an application should be submitted.

## **CREATING NEW EMPLOYMENT**

### **Do I need to commit to creating new employment?**

No.

### **When does the call open?**

The MaRS Global Programme application call is open from **Monday 20 January 2025, 9:00** until **Wednesday 5 February 2025, 12 noon**.

### **How do I apply?**

Via an online application form on the [Invest NI portal](#).

### **How long will it take to complete the application?**

The length of time it takes to complete the application will vary and will depend on how much of the required information you have readily available.

### **What happens when I complete the application?**

It is important that you submit your application before the closing date of **Wednesday 5 February 2025, 12 noon**.

When submitted, it will be assessed against first-stage criteria. Second-stage validation meetings will take place as soon as possible, with notifications issued to successful applicants shortly thereafter.

### **Can I save my application and return to it later?**

Yes. You can save your application throughout the process and return to it later any time prior to submitting it before the call window closes.

### **What do you mean by a two-stage process?**

The application process is split into two stages.

When submitted, the application is assessed against first-stage criteria. The second stage is an in-person meeting to validate the information provided and discuss the application in greater detail, including your plans for the North American market.



## **GRANT SUPPORT**

### **What level of grant can I expect to receive?**

There is no grant support offered by the MaRS Global Programme.

Participants are responsible for covering their own travel expenses (flights, accommodation, meals) during the in-market visit, but all programme-related costs will be covered by Invest NI.

## **OTHER**

### **Does my business need to be registered in Northern Ireland to be able to apply?**

Although it does not need to be registered in Northern Ireland your business does need to already be operating in Northern Ireland with at least one director residing here to be able to apply to the MaRS Global Programme.

### **Can my business apply if I sell my products online?**

If your business uses online selling as a sales channel for products that it manufactures, then it can apply if all other eligibility criteria are met. This is different from online retail which is an activity not eligible for support through the MaRS Global Programme and relates to the buying of products to sell via an e-commerce website or online sales platform.