



Increasing confidence and capability through mentorship.

EXPERTISE

Mentoring. Information memorandum advice. Pitch deck feedback. Commercialisation guidance. Global perspective.

Context.

INNOVATION READY FOR COMMERCIALISATION

Rachel Hatch is an innovator and founder of VR Kiwi; a motion simulation platform that combines virtual reality experiences with treadmill walking and running. With many years under her belt in the R&D area of VR treadmills, and with her first minimal viable product, she was ready for commercialisation, looking for multinational partnerships to help take it to the world.

Approach.

INVALUABLE ADVICE

Redvespa were involved from giving feedback on the pitch to finding gaps Rachel hadn't considered. After completing the information memorandum, some information came to light that was worrying for Rachel. Sarah and Nick brought a different perspective that helped put the situation into context and give Rachel a confident way to move forward.

After creating her information memorandum and pitch deck, Rachel approached Redvespa's CEO Sarah and experienced entrepreneur Nick, for expert and confidential advice. Venturing into new markets such as Asia, where there are cultural and business nuances, Rachel wanted to do it well, and do it right.

FLEXIBLE MENTORSHIP

Starting as five meetings over five months, Rachel's relationship with Redvespa is an ongoing one. She doesn't just come to Sarah and Nick with problems, but also with progress when things are positive. Because, she says, you don't know what you don't know. With the door always open, Sarah and Nick have the real-world global experience to pick up on things and point her in the right direction.

Results.

CONFIDENCE TO COMMERCIALISE

Redvespa gave Rachel more than expert advice; they assured her with her confidence and certainty to move forward. Their discussions were filled with real world solutions from relevant expertise, beyond technical advice and into relationship mentoring when dealings with multinationals. They filled in a lot of blanks, and gave Rachel the confidence that she was on the right path, doing the right thing.