



UCLAAnderson
SCHOOL of MANAGEMENT

Global Access Program

EXPAND YOUR COMPANY INTO A NEW INTERNATIONAL MARKET

The Global Access Program (GAP) pairs organizations around the world with a team of six professional Fully Employed MBA candidates from the UCLA Anderson School of Management — each in their final year of study. Over the last 21 years, 778 companies from 24 countries have reaped the benefits of 3,847 GAP students' work. Students address strategic business issues to develop a comprehensive, international new market entry plan under the guidance of our distinguished faculty advisors.

Final Application Deadline:
April 1, 2019

WHY GAP?

- A comprehensive, independent assessment of your current business plan and corporate growth strategy
- An investment-quality, professional business plan with full financial projections to launch your product into a new market
- Solid recommendations to accelerate your company's growth to the next stage of development

778 company GAP participants have received over \$1 billion in investment since participating in the program

THE GAP PROCESS

As the top public business school in the world (The Economist 2017), the UCLA Anderson School of Management attracts some of the world's most accomplished and talented individuals. These students are full-time professionals with at least seven years of experience and possess a diverse range of skills, including marketing, strategy, finance and operations. Drawing from this base, the Global Access Program matches your company with a team of six students. This team will collectively contribute more than 2,000 hours, including a minimum of 150 in-person interviews, to your company's investment-quality business plan project (cost-prohibitive at market consultant rates).

Program Charges
\$17,000

The business plan incorporates financial, marketing, operational and strategic recommendations based on an extensive analysis of primary and secondary market research. The plan benchmarks your company's value proposition to the competitive environment

Learn more at
www.gap.ucla.edu



ARE YOU ELIGIBLE? GAP-QUALIFIED COMPANIES ARE ONE OF THE FOLLOWING:

- A technology-based product or service company
- Independent business or a business unit within a larger corporation
- Foreign-based or U.S. company that wants to sell into a new market
- Entrepreneurial company with a solid track record and current revenues for a product or service

PROJECT REQUIREMENTS

- Senior management's availability for regular meetings with students
- Senior management's participation and attendance at UCLA on July 19-21, 2019, and December 7, 2019
- Full access to company's strategic and financial data
- Financial resources to continue operations beyond December 2019
- Ability to host students at company headquarters
- Payment of \$17,000 program fee

ASSURANCE OF CONFIDENTIALITY

The GAP program maintains strict confidentiality standards regarding each field study project. All students, faculty, staff and company executives must sign a comprehensive non-disclosure agreement in order to participate.

GAP COMPANY COUNTRIES

Australia, Austria, Brazil, Chile, China, Estonia, Finland, France, Ireland, Israel, Italy, Lithuania, Mexico, New Zealand, Poland, Russia, South Africa, Singapore, South Korea, Spain, Sweden, Thailand, United Kingdom, United States

"Participation in the GAP program helped us develop one of our key products and sped up the processes within our own company on how to properly enter the U.S. market..." reflects Linas Launikonis, CCO of Novameta, a manufacturer of stainless steel and refrigeration equipment for commercial kitchens. "The information we received has already been used to make internal decisions. Of course, you can imagine what the market is like, but you learn so much more from face-to-face contact with the students"

LINAS LAUNIKONIS

Chief Commercial Officer - Novameta



IMPORTANT DATES

2019 Applications Accepted:	October 2018
2019 Final Application Deadline:	April 1, 2019
Company Launch Weekend:	July 19-21, 2019
Final Formal Presentations:	December 7, 2019

CONTACT

FREDRIK LEUHUSEN

EXECUTIVE DIRECTOR, GLOBAL ACCESS PROGRAM
UCLA ANDERSON SCHOOL OF MANAGEMENT
110 Westwood Plaza, Gold Hall, Suite B-302
Los Angeles, CA 90095
(310) 206-5441 fredrik.leuhusen@anderson.ucla.edu

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