

Frequently Asked Questions

Program

Q1. What exactly is Transcend AERO |ACCESS? Transcend AERO |ACCESS is India's first US-focused aerospace & defence (A&D) sales-execution accelerator for revenue-stage companies. Over a 12-week period, we prepare a selected cohort of six companies to enter and expand in the US market through targeted GTM enablement, compliance readiness, curated buyer introductions, and on-ground representation in a leading US aerospace cluster. The program culminates in a high-visibility activation from the Magnivia Ventures booth during a major US A&D industry event in early November 2025.

Q2. How is this different from other accelerators? Unlike generic accelerator programs that focus on pitch days or investor exposure, exposure, AERO |ACCESS is **sales-first and execution-driven**. Every participant leaves with:

- A US-ready collateral pack (capabilities deck + 1-pager)
- Compliance quick-gap assessment & readiness steps
- A named target list (20 US prospects)
- Warm buyer introductions (3–5 per company)
- A structured pursuit plan with documented next steps

Eligibility

Q3. Who should apply? Post-revenue Indian A&D, aerospace, space, MRO, or dual-use technology companies with:

- Export-ready products or services
- Basic QA/QC discipline in place (e.g., AS9100 or equivalent experience)
- English-speaking sales lead/representative
- Willingness to commit to weekly sprints and gate reviews

Q4. Can early-stage startups apply? If you are pre-revenue, you can apply, but preference is given to companies that can demonstrate immediate market readiness and the ability to engage with US buyers in 2025.

Participation & Logistics

Q5. Do I need to travel to the US for the event? Travel is **optional**. Most participants will leverage Magnivia's on-ground US business development team to represent them during the event. Participants may travel at their own cost and convenience to attend alongside the Magnivia team. Magnivia will make best-effort arrangements to secure event passes for those travelling, but will not be responsible for visas, flights, accommodation, or other travel logistics.

Q6. What will my presence at the US event look like if I'm not travelling?

Your company will be represented by the Magnivia Ventures team at our US booth. This includes:

- Displaying your approved marketing collateral
- Playing your 90-second product/service demo loop
- Managing buyer interactions on your behalf
- Capturing leads and sharing post-event reports All official exhibitor badges will be held by the Magnivia team operating the booth.

Q7. What if my product is subject to export controls? We provide an export-controls awareness pack and conduct a quick-gap review early in the program. You are responsible for ensuring compliance with all relevant Indian and US regulations (e.g., SCOMET, ITAR/EAR). We will not handle license applications but can recommend specialist advisors.

Q8. Will Magnivia sell on my behalf in the US? Magnivia acts as a facilitator and market-access partner — setting up introductions, managing managing event presence, and coordinating follow-through. We do not act do not act as a legal sales agent unless separately contracted.

Commercials & Process

Q9. How much does it cost to participate? The cohort fee is set to recover program delivery costs and is payable upon selection. This covers:

- All program content & resources
- Representation at the Magnivia Ventures booth
- Meeting scheduling & coordination
- Post-event pursuit support for 60 days

Q10. How are companies selected? Applications are reviewed using a weighted rubric: US customer fit – 25% · Execution capacity – 20% · Revenue traction – 15% · Compliance readiness – 15% · Differentiation – 15% · Coachability – 10% A minimum score of 70/100 is required for consideration.

Q11. When is the application deadline? Applications close **10 September 2025**. Selected companies will be notified by **13 September 2025**. Program kickoff is **15 September 2025**.