

### Appendix 3 - Business Gateway service pipeline and intensity of support

Intensity of support:

Low	Medium	High

Providers	Start-ups	Mentoring	Peer Support	Growth	High Growth	Trade and Market Development Outwith UK	Trade and Market Development Rest of the UK
Business Gateway Enquiry Service + website + event management	On-line/self-service	—————→					
Business Gateway Tayside Core service	Advisory service			Growth pipeline (Early Stage Growth (ESG)/Growth Advisory Service GAS) Referral to SE			
Business Gateway Local service	Advisory service – local priorities		Under-represented groups	If not eligible for Growth Pipeline Recovery/ sustainability advisory support			

Business Gateway/ERDF (until March 2020)	High Value	High value		If not eligible for Growth Pipeline Specialist advisory support; expert help;		High Value	High Value
Business Gateway/Digital Boost							
Scottish Enterprise				Account managed	Account managed	Existing exporter Account managed	