

ROAD 2 WEB SUMMIT | SCALEUP ACADEMY WEBINAR SERIES

Growth Through Acquisition | April 14, 2026 @ 11am to Noon

Acquisitions can be a powerful growth path, but they come with unique challenges. Hear from experts and entrepreneurs who have scaled through M&A and learn what it takes to succeed.

Host/Moderator:

- Erika Borgerson, BC Tech

Panel:

- Emma Constante, Blakes
- Eva Fong, WELL Health
- Bruce Sprague, BDO
- Lisa Payne, INETCO

RUN OF SHOW:

10:50AM	Speakers arrive 10 minutes early for final testing	10 min
11:00AM	Session opens	2 min
11:02AM	Opening remarks – BC Tech, Erika Borgerson	4 min
11:06AM	Speaker Introduction – BC Tech, Erika Borgerson	1 min
11:07AM	Speaker Discussion – Erika, Emma, Eva, Bruce, Lisa	40 min
11:47AM	Audience Q&A – Erika, Emma, Eva, Bruce, Lisa	10 min
11:57AM	Closing Remarks – Erika	3 min
12:00PM	Event end	Time

QUESTIONS MODERATED BY ERIKA:

1. To begin, let's ground the conversation in the fundamentals: From your perspective, what makes acquisition a strategic and effective lever for growth — and what should leaders assess internally before deciding whether M&A aligns with their scaleup strategy?
 - a. Eva
 - b. Bruce
 - c. Lisa
 - d. Emma

2. Thinking back on a specific acquisition you were involved in, what is the single biggest lesson you learned that fundamentally changed how you approach deals today?
 - a. Bruce
 - b. Emma
 - c. Lisa
 - d. Eva

3. *Post-acquisition*, what have you learned about integrating teams, products, and culture that entrepreneurs need to get right if they want the acquisition to deliver the value they imagined?
 - a. Lisa
 - b. Eva
 - c. Emma
 - d. Bruce

4. *On the other side of the coin*, what are the biggest red flags leaders should look for — either when considering buying a company or preparing their own company to be bought? What signals would you consider red flags?
 - a. Emma
 - b. Eva
 - c. Lisa
 - d. Bruce



5. *[Time Permitting]* From what you are seeing, what trends should BC companies be paying closest attention to in the year ahead and what are some ways that we can strengthen our economic strength as an ecosystem?
- Bruce
 - Eva
 - Lisa
 - Emma

AUDIENCE Q&A - ERIKA

6. Now the final question - for startups on the line, who are just starting out but have big ambitions, what key takeaways would you share with them?
- Emma
 - Lisa
 - Bruce
 - Eva