



B Acceleration Program for Digital Natives by Google Cloud

1. Why does Google Cloud support technological startups?

The **B Acceleration Program for Digital Natives by Google Cloud** is open to any technological startups ranging from the idea stage to Series A, no matter the sector nor the vertical the solution is focused to.

This program has **two tiers** to help you accelerate Growth:

A) Start Tier:

If you're early in your startup journey and haven't yet received equity funding, you may be eligible for:

- **Credits:** Up to \$2,000 USD in credits valid for one year
- **Training & technical support:** Option to apply Google Cloud credits to a Customer Care plan for unlimited access to technical support, \$200 Google Cloud Skills Boost credits for online courses and hands-on labs
- **Business support & networking:** Access to our global Google Cloud Startup Community.
- **Google-wide discounts:** 12 months of free Google Workspace Business Plus for new signups, and \$200 usage every month at no charge on Google Maps Platform.

Your technology startup will qualify if:

- Not yet funded by an institutional investor
- Founded within the last 5 years
- No Google Cloud credits received to date (beyond the free trial)
- It has an active Google Cloud account

B) Scale Tier:

The Scale tier is ideal if you've already secured equity funding and have your sights set on growth. So if you're backed with verified equity funding from Seed to Series A, you may be eligible for:

- **Credits:** Get your first year of Google Cloud and Firebase usage covered, up to \$100,000. In year two, you'll also get 20% of usage costs covered, up to \$100,000.
- **Training:** \$500 Google Cloud Skills Boost credits for online courses and hands-on labs.
- **Technical support:** \$12,000 USD in Google Cloud Enhanced Support credits for one year, plus access to Google Cloud Startup Customer Engineers.
- **Business support & networking:** Access to a Startup Success Manager, our global Google Cloud Startup Community, and co-marketing opportunities for select startups.

Your technology startup will qualify if it:

- Received startup equity funding from pre-seed to Series A or common Web3 funding sources
- Was founded within the last 10 years
- Received less than \$4,000 in Google Cloud credits received to date
- Has an active Google Cloud account

ADDITIONAL PERKS TO WEB 3 PROJECT OR STARTUPS

Additionally, if you have a **Web3** project or startup you may be eligible for:

A) Start Tier:

- Up to \$2,000 USD in credits valid to 2 years (includes standard program credits plus an additional year)
- Access to Google Cloud events at global Web3 conferences.

B) Scale Tier

If your project or startup, and it is backed with funding (including equity, tokens, NFT token fundraising or a grant from a blockchain foundation) from seed to series A, you may be eligible to additional perks, such as:

Join our Web3 community

- Invite-only access to the gated Google Cloud Web3 Discord channel
- VIP passes to Google Cloud events at global Web3 conferences

Get Web3 training and resources

- Input on our Web3 product roadmap and early access to those products
- Free advanced hands-on learning labs focused on Web3

Build and grow across the Web3 ecosystem

- Exclusive grants from Aptos, Celo, Flow, The HBAR Foundation, Near, and Solana Foundation
- Priority review for the Polygon Ventures Ecosystem Fund & dedicated investment dollars
- Discounts on Nansen products and engagement fees
- Credits for Alchemy and VIP support
- Priority review for the Base Ecosystem Fund & access to testnet
- Thirdweb gasless contract deployment, support, and co-marketing

ADDITIONAL PERKS TO AI PROJECT OR STARTUPS

In the case you are an **AI Startups** with equity funding (Seed-Series A) may be eligible for the following benefits:

- Credits: Up to \$350,000 USD over 2 years for Google Cloud and Firebase usage covered in:
 - Year 1: 100% up to \$250,000 USD in Google Cloud credits¹ (includes standard program credits plus an additional \$150,000 USD for the AI startup program)
 - Year 2: 20% up to an additional \$100,000 USD in Google Cloud credits Webinars and live Q&As with the Google Cloud AI product team
- Insight into Google Cloud's latest AI advances and product roadmap
- Free access to advanced learning labs focused on AI and the latest Google Cloud technology
- Exclusive access for ISV/SaaS startups to Built with Google Cloud AI, including the AI Center of Excellence, tools and training, co-marketing, and amplification on Google Cloud Marketplace
- Access to architectural guidance and best practices to get started and ramp on AI solutions, including technical deep dives and hands-on workshops