



Innovate UK



ScaleUp Insights

Mapping National & Regional Initiatives
for Scaling Businesses



May 2019 – Snapshot of the evolving landscape

scaleupinstitute.org.uk @Scaleupinst

ACKNOWLEDGEMENT

Our thanks to our partners, supporters and contributors to this document. In particular we would like to thank colleagues at the London School of Economics and Political Science and Arup for their contribution to the mapping of the landscape.



Foreword

At Innovate UK we are committed to making the UK one of the very best places in the world for businesses to innovate and grow. This matters because business-led innovation is how we will maximise the economic and societal benefits of new ideas over the long term.

That goal requires support and investment in entrepreneurs and businesses across the UK that have the ambition and potential to contribute to economic growth and society through innovation. It is what we do, alongside many others.

By working together with important partners such as the ScaleUp Institute we can help ambitious businesses to grow their revenues and employees, penetrate new markets at home and overseas, connect with potential investors and customers and overcome their barriers to growth. This is our unique role within UK Research and Innovation.

Back in 2017, we began an 18 month scale up pilot programme to understand how we could support ambitious businesses to grow faster. It provided support that was tailored to the needs of each business and also access to regional, national and international connections. Early results are very encouraging with the 28 businesses taking part projecting 309 new jobs by the end of 2019 and over £24m investment raised.

We've taken the insights from that pilot and developed a growth programme for businesses with high potential to scale through innovation. We aim to work with 45 ambitious companies this year, increasing to 60 a year from 2020.

Our goal through this programme is to get smarter at deploying the mix of resources and connections at our disposal, finding ways of aggregating the different sources of support across the public and private sectors, so it is accessible and responsive and works for each business.

That includes identifying what other support is available for innovative scaling businesses. So we asked the ScaleUp Institute to research and produce a mapping of programmes across the UK that specifically support scaleups and scaling businesses.

It's great to see that work now come together in this very comprehensive scaleup mapping, covering over 200 sources of support, many at the local level right across the UK. With around two-thirds of those programmes established in the last three years, it's clear that this is a fast-moving picture, so help for businesses to navigate the landscape is an important role.

With the help of the ScaleUp Institute and our other partners we will continue to work hard to make sure businesses get access to as much support as possible to fulfil their innovation potential.

**Dr Ian Campbell
Executive Chair, Innovate UK**

Scaling companies can benefit from, and are hungry for, appropriate programmes designed to break down the barriers that they face. But in a sea of business support offerings, many scaleups find it difficult to identify programmes that are specific to their needs. For a time-poor, fast-growing scaleup, it is often very difficult to determine what programmes really work.

To help them, the ScaleUp Institute endorses programmes and initiatives which can demonstrate that their support provides measurable benefits for scaleups.

Innovate UK and the ScaleUp Institute have also been working collaboratively with Arup and the London School of Economics to map all the support that purports to be available to high-growth businesses. This is in order to gain a holistic picture of the available programmes which specifically target scaleup and scaling businesses (those on the pathway to scaleup) and those programmes which are designed more generally for SMEs but which may have some scaling element to them.

Using an online survey, we gathered responses from a wide range of UK sources. The survey focused on existing programmes in the marketplace – whether public, education or private sector led – which address the core challenges faced by scaleups: talent acquisition; building leadership capacity; access to markets; finance and infrastructure.

As more scaleup programmes emerge, the more difficult it is for scaling companies to navigate the landscape and to gauge the quality of these programmes. In order to aid understanding, further analysis and impact assessment, the ScaleUp Institute is making the results of this support mapping available online, as an interactive tool for the ecosystem and for businesses to self report, and assess programme quality and outcomes.

While undoubtedly there are programmes we did not surface with this exercise, this review is the first of its kind and provides a critical baseline to better understand the growth support landscape and the gaps in provision that exist. As the ScaleUp Institute continues with its “case study” analysis and endorsement of impactful programmes, this review provides a rich data source to interrogate further and better understand what does – and does not – work.

**Irene Graham
CEO, ScaleUp Institute**

The scaleup support landscape

Mapping the maze

Key Statistics

The review uncovered 219 programmes designed to address ‘growing [scaling] pains’ of which we found:

- 37 programmes have been endorsed by the ScaleUp Institute, 8 have been designated ‘one to watch’, and a further 95 programmes are designed to target scaleups/scaling firms
- Four in ten programmes (36%) are general growth business programmes, with some element catering to scaling businesses.
- 73 of these programmes are private sector led, 53 education sector led and 93 are public led, including hybrids of public and private local initiatives led by the Local Enterprise Partnership or regional authorities.

- The majority are delivered at a local level with 143 local, 5 multi-regional, 63 national and 8 international. The region with the most programmes is the East Midlands, with 32 programmes recorded (including multi-regional programmes).
- Significantly, of the 219 programmes reported, **1 in 3** are currently co-funded by the **European Regional Development Fund**.

Notably more than **60% of the programmes for scaling businesses have been established in the last three years**. Very few have existed for more than ten years. Not only does this reflect the historic dearth of support for scaleups, it also **demonstrates the role and impact of the ScaleUp Institute in its focus and training through the Driving Economic Growth programme**. It also reinforces the ongoing role for the ScaleUp Institute in assessing which programmes work – and which do not.

Key Conclusions

- Although more programmes focused on scaleup businesses have emerged, considerable local and regional disparities persist. **Segmentation and coverage remains vital**.
- Progress is being made in getting more targeted engagement with scaleups through programmes that address the challenges in talent, leadership and finance. This needs to continue. **Significantly, both the public and private sectors need to do more for scaleups to address the challenge of access to markets**.
- **Quantity is not quality**. As scaleup programmes evolve we must be sure they are truly impactful and add value to our scaling businesses. This is a role the ScaleUp Institute will continue to pursue with rigour. With the rich data now uncovered further analysis will take place in 2019.
- **Universities and business schools are playing a key role in the evolving scaleup support landscape**. These entities are a key factor in closing the local scaleup gap and in 2019 we will be undertaking more work to showcase what is being undertaken and sharing good practices.
- **Banks, advisory and technology firms** are gearing up their scaleup focus which we would like to see mirrored in other sectors.
- While we welcome the additional Government spend towards leadership, peer networks and mentoring, which builds on a range of our insights, **it will now be crucial to ensure a sufficient proportion of the spend is assigned towards scaleups and programmes with impact**. How the **Shared Prosperity Fund** and **Comprehensive Spending Review** develop will be key as is making sure we address through these any ERDF shortfalls.
- Innovate UK, the ScaleUp Institute and the British Business Bank also intend to work together with the Department for Business, Energy and Industrial Strategy (BEIS) to develop an effective online scaleup hub that brings together the public, education and private sector initiatives with proven scaleup impact. This is an important service that scaling businesses are keen to see provided. It should also provide useful insights as we move forward.

For more information visit: <http://www.scaleupinstitute.org.uk/scaleup-review-2018/>



NUMBER OF PROGRAMMES BY REGION



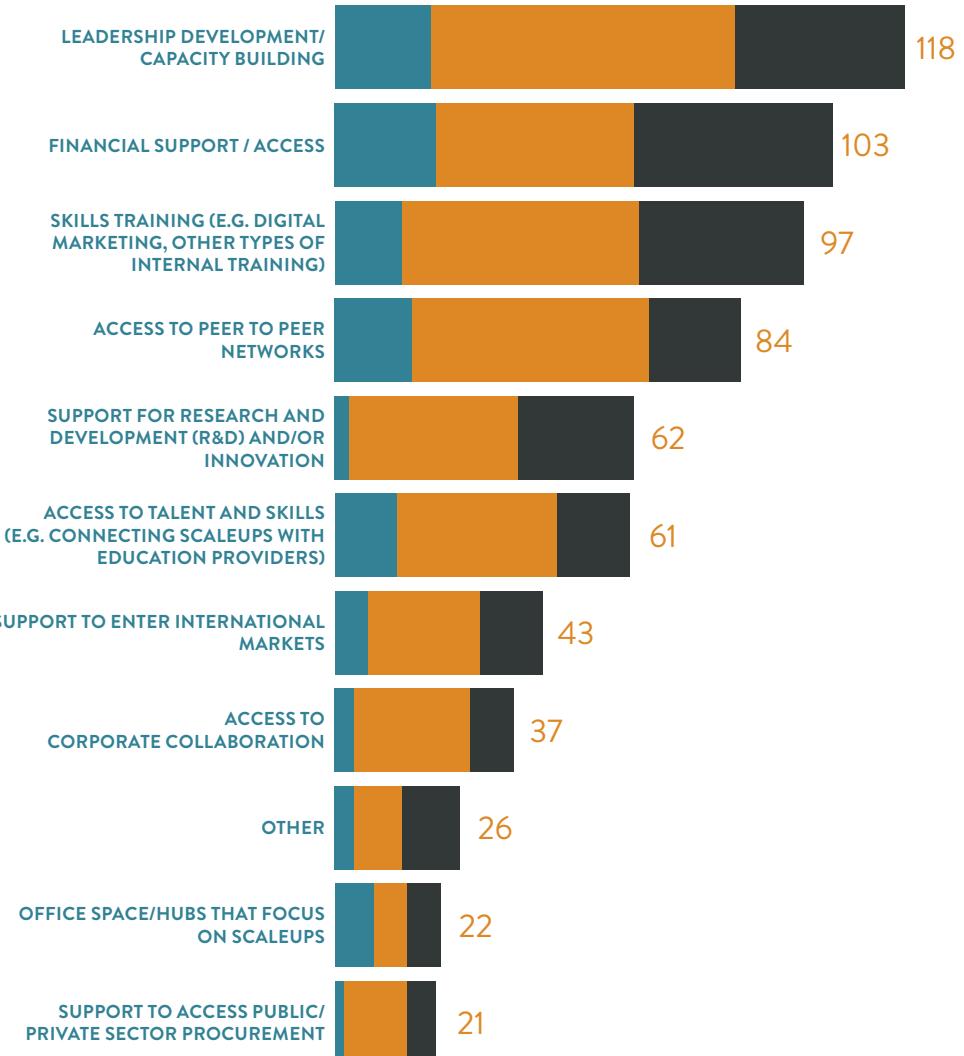
45
SUI ENDORSED / ONE TO WATCH

95
SCALING FIRM FOCUS

79
GENERAL WITH SCALING ELEMENTS

NUMBER OF PROGRAMMES BY TYPE OF SUPPORT PROVIDED

(● SUI ENDORSED/ONE TO WATCH ● SCALING FIRM FOCUS ● GENERAL WITH SCALING ELEMENTS)

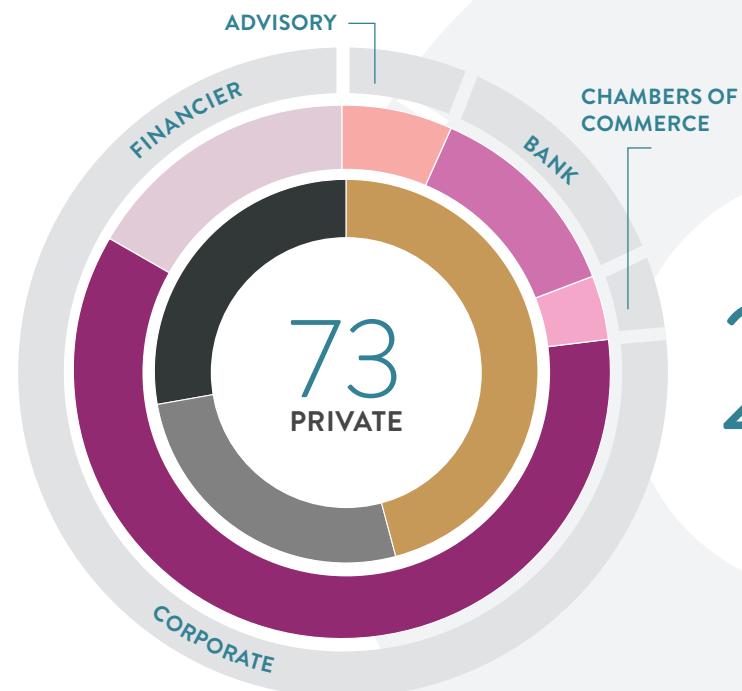




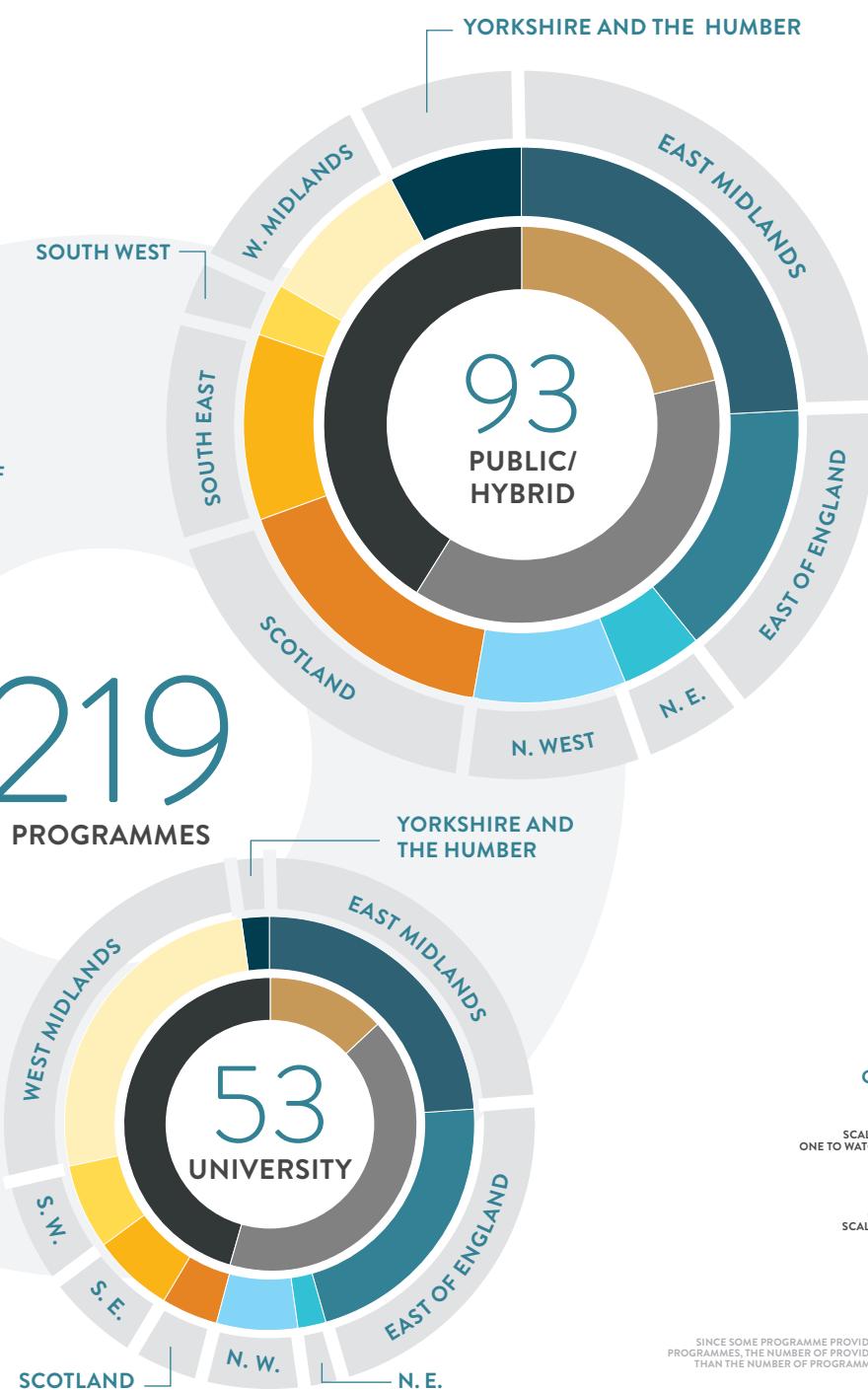
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NATIONAL OVERVIEW OF PROGRAMMES BY PROVIDER THAT EXIST FOR GROWING BUSINESSES



Some are directly applicable to scaleups and scaling businesses; others are more general SME programmes that have an element of growth support



FOOTNOTE:

SCALEUP
CHALLENGES
ADDRESSED

-

45 LOCAL AND NATIONAL PROGRAMMES ENDORSED/ONE-TO-WATCH BY THE SCALEUP INSTITUTE

TALENT & SKILLS

- A row of six logos: Barclays Lifeskills (blue square), Careers & Enterprise Company (orange square), Founders4Schools (green square), Freeformers (purple square), Generator: Digital Scale Up (yellow square), and Google Digital Garage (red square).

 ACCESS TO MARKETS

- ENDEAVOR PROGRAMME
GO TO GROW
SHARING IN GROWTH (SIG)

LEADERSHIP

-  BRITISH LIBRARY: INNOVATING FOR GROWTH
CRANFIELD BUSINESS GROWTH PROGRAMME
GOLDMAN SACHS: 10,000 SMALL BUSINESSES UK
LONDON STOCK EXCHANGE GROUP: ELITE
THE SUPPER CLUB
VISTAGE

ENTREPRE

- STRATHCLYDE BUSINESS SCHOOL: GROWTH
ADVANTAGE PROGRAMME
THE PLATINUM GROUP**

ASSET

- BGF
BALDERTON CAPITAL
BARCLAYS: VENTURE DEBT
BRITISH BUSINESS BANK: ENTERPRISE CAPITAL FUND
CROWDCUBE
DRAPER ESPIRIT
EIGHT ROADS
IP GROUP
INDEX VENTURES
LDC
NOTION
OCTOPUS TITAN VCT
PARTECH
SANTANDER: BREAKTHROUGH
WOODFORD INVESTMENT MANAGEMENT

 INFRASTRUCTUR

- The image is a horizontal collage of several logos and text elements. At the top left is a circular logo for 'ALDERLEY PARK' featuring a checkmark and the words 'BIOLOGICAL & MEDICAL SCIENCE'. To its right is a rectangular logo for 'BABA' with the text 'BABRAHAM RESEARCH CAMPUS' above it. Below these are two overlapping rectangular logos: one for 'BARCLAYS: EAGLE LABS' and another for 'CAMBRIDGE CLUSTER MAP'. Further down on the left is a logo for 'ENGINE SHED'. To the right of the cluster map logo is a grey rectangular area containing the text 'GOOGLE CAMPUS LONDON'. At the bottom left is a circular logo for 'FCA SANDBOX' with a gear icon. To its right is a logo for 'LEVEL39'. At the bottom right is a logo for 'NATWEST: ENTREPRENEUR ACCELERATOR' with a gear icon.

PLEASE REFER TO THE SCALEUP INSTITUTE'S ANNUAL REVIEW FOR FURTHER DETAIL ON ALL NATIONAL AND LOCAL PROGRAMMES

PROGRAMMES BY PROVIDER: PRIVATE

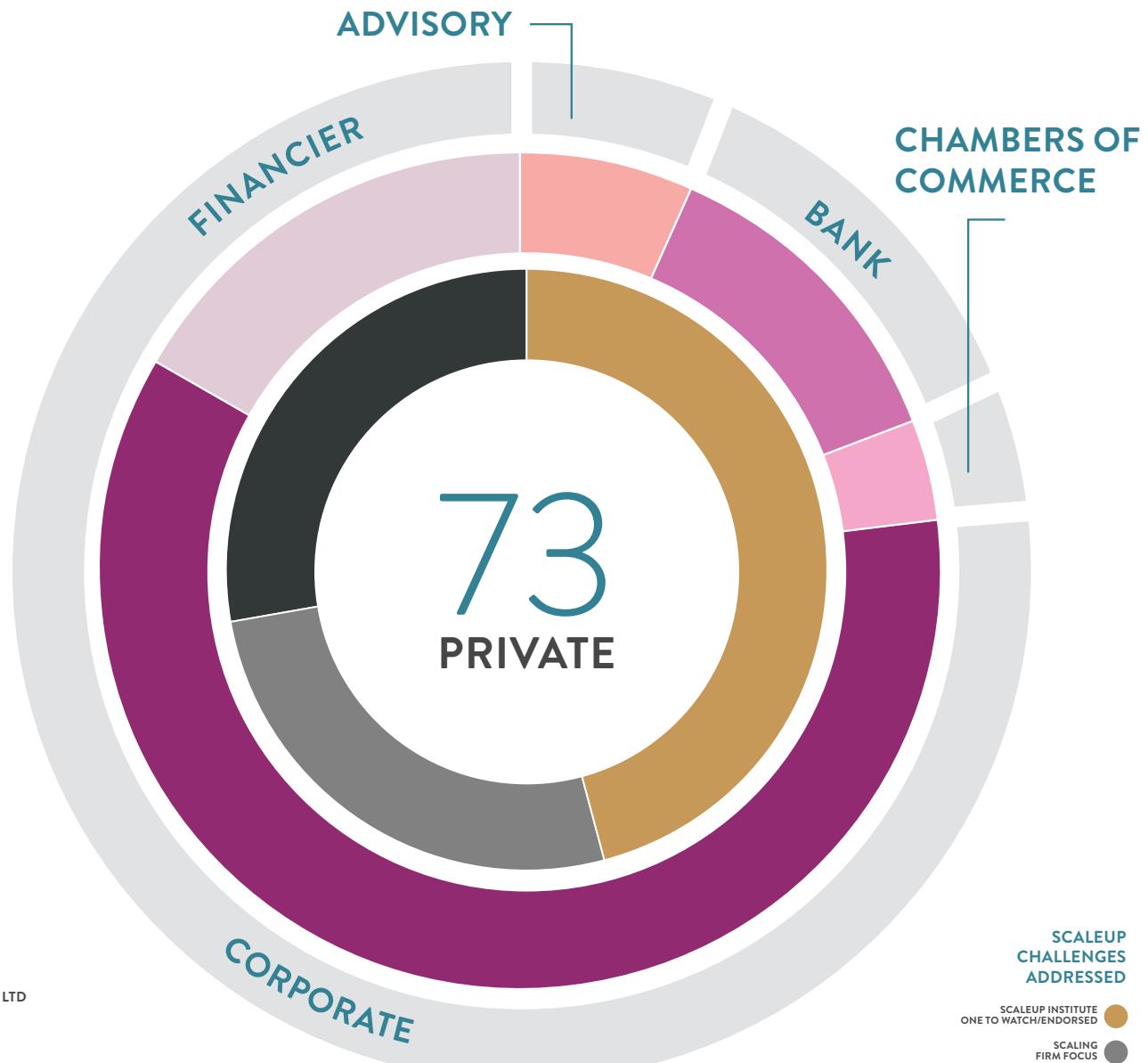
-  EY
- GRANT THORNTON
- PWC
- THE ACCELERATOR NETWORK/
PWC/WHITE HORSE CAPITAL

-  3P
- ALDERLEY PARK
- ALLIA
- AUXIN SERVICES
- BGF
- BESPOKE BIDS LTD (BBL)
- BUSINESS NORTHUMBERLAND
- BUSINESS UNITED
- BUSINESSWEST
- CAMBRIDGE NETWORK
- CAMBRIDGE WIRELESS
- CANARY WHARF GROUP
- CREATIVE ENGLAND
- E2EXCHANGE
- EAST MIDLANDS TRADE ASSOCIATION
- ENDEAVOR PROGRAMME
- FINANCE SOUTH EAST (FSE)
- FOUNDERS4SCHOOLS
- FREEFORMERS
- GENERATOR
- GOODWIN DEVELOPMENT TRUST
- GOOGLE
- GROW@LIMITED
- HUMAN ALCHEMY LTD
- INSPIRE
- LIBERTI GROUP
- LONDON STOCK EXCHANGE GROUP
- MS ASSOCIATES
- MENTORSME
- ORBIS
- ONE NUCLEUS
- ORACLE
- OXFORD INNOVATION
- ROBERT CARLING, CONSULTANT MENTOR
- ROYAL ACADEMY OF ENGINEERING ENTERPRISE HUB
- THE CENTRE FOR MANAGEMENT FOR BUSINESS DEVELOPMENT LTD
- THE SUPPER CLUB
- SWIFTSCALE
- VISTAGE
- VITAL SIX
- WEST MIDLANDS INTERNATIONAL TRADE LLP

-  BARCLAYS
- GOLDMAN SACHS
- LLOYDS BANK
- NATWEST
- SANTANDER

-  BLACK COUNTRY CHAMBER
OF COMMERCE
- EAST MIDLANDS CHAMBER
OF COMMERCE

-  ACCEL
- BALDERTON CAPITAL
- CROWDCUBE
- DRAPER ESPRIT
- EIGHT ROADS
- IP GROUP
- INDEX VENTURES
- LDC
- NOTION
- OCTOPUS TITAN VCT
- PARTECH
- WOODFORD INVESTMENT
MANAGEMENT



PROGRAMMES BY PROVIDER: UNIVERSITIES



LINCOLN INTERNATIONAL BUSINESS SCHOOL
 NOTTINGHAM TRENT UNIVERSITY
 THE INET
 UNIVERSITY OF DERBY
 UNIVERSITY OF LEICESTER
 UNIVERSITY OF LINCOLN
 UNIVERSITY OF NOTTINGHAM



ALLIANCE MANCHESTER BUSINESS SCHOOL
 LANCASTER UNIVERSITY
 LIVERPOOL JOHN MOORES UNIVERSITY
 UNIVERSITY OF LIVERPOOL



ANGlia RUSKIN UNIVERSITY
 BABRAHAM INSTITUTE
 CRANFIELD SCHOOL OF MANAGEMENT
 JUDGE BUSINESS SCHOOL
 LOW CARBON INNOVATION FUND
 ST. JOHN'S INNOVATION CENTRE, ST. JOHNS COLLEGE (UNIVERSITY OF CAMBRIDGE)
 UNIVERSITY OF BEDFORDSHIRE
 UNIVERSITY OF SUFFOLK



NORTHUMBRIA BUSINESS SCHOOL
 NORTHUMBRIA UNIVERSITY



STRATHCLYDE BUSINESS SCHOOL



HENLEY BUSINESS SCHOOL
 HENLEY CENTRE FOR ENTREPRENEURSHIP
 UNIVERSITY OF READING



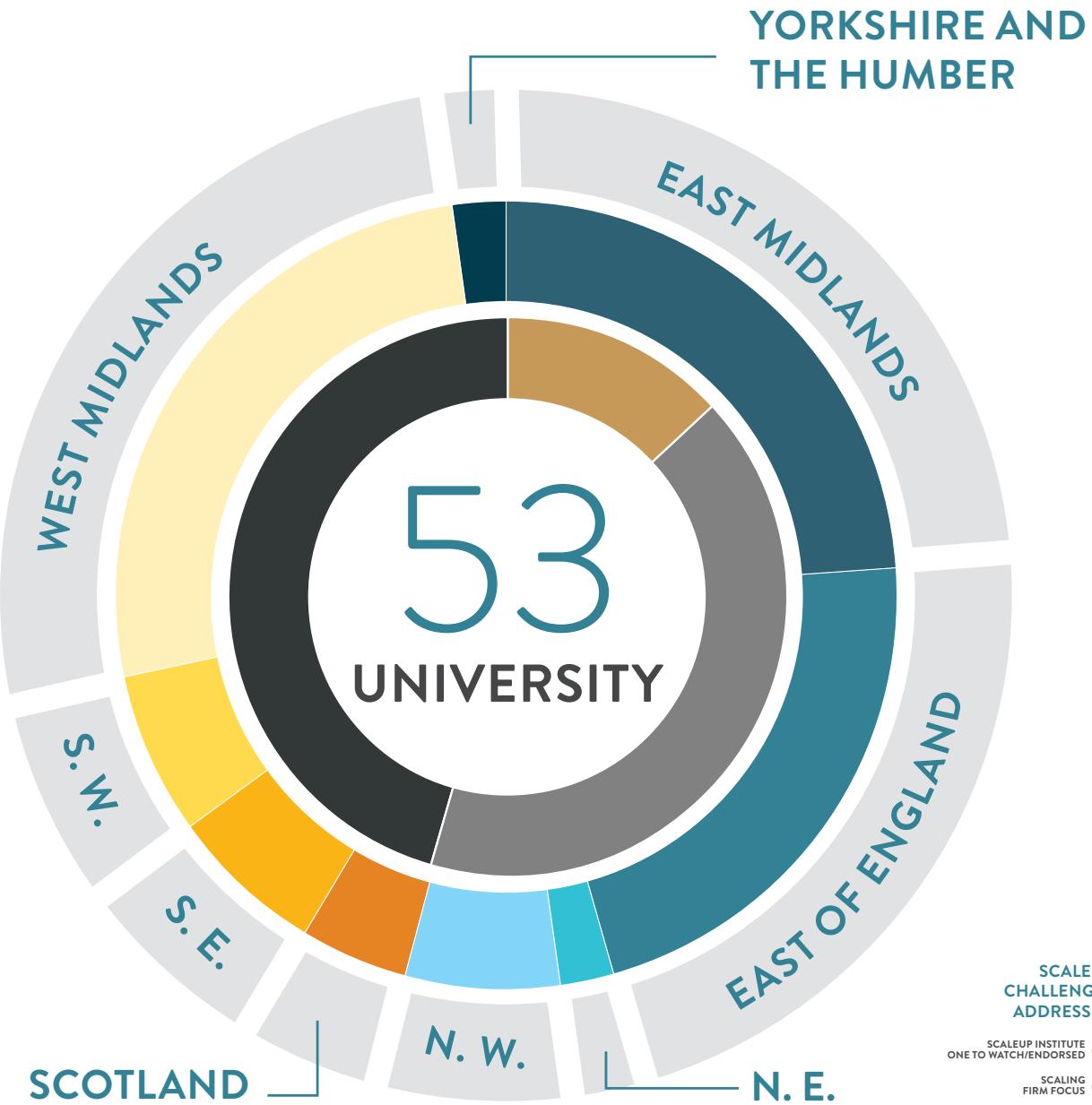
SETSQUARED
 UNIVERSITY OF BATH
 UNIVERSITY OF PLYMOUTH
 UNIVERSITY OF THE WEST OF ENGLAND, BRISTOL



ASTON UNIVERSITY
 COVENTRY UNIVERSITY ENTERPRISES LTD
 HARPER ADAMS UNIVERSITY
 UNIVERSITY OF BIRMINGHAM METALLURGY AND MATERIALS SCHOOL
 UNIVERSITY OF SHREWSBURY
 UNIVERSITY OF WOLVERHAMPTON



UNIVERSITY OF HULL





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NATIONAL PROGRAMMES FOCUSING ON CORE SCALEUP CHALLENGES

INITIAL MAPPING



There are another 45 local programmes focused on Access to Talent & Skills – details can be found on the local level infographics



TARGET OF PROGRAMME:

GENERAL WITH
SCALING ELEMENTS

SCALEUP INSTITUTE
ONE TO WATCH/ENDORSED

Some programmes offer support across a number of the scaleup challenges, these graphics show the primary focus of each programme

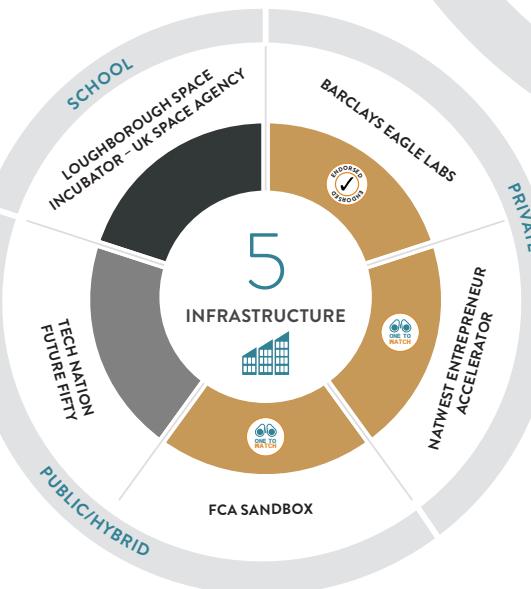
NATIONAL PROGRAMMES FOCUSING ON CORE SCALEUP CHALLENGES

INITIAL MAPPING

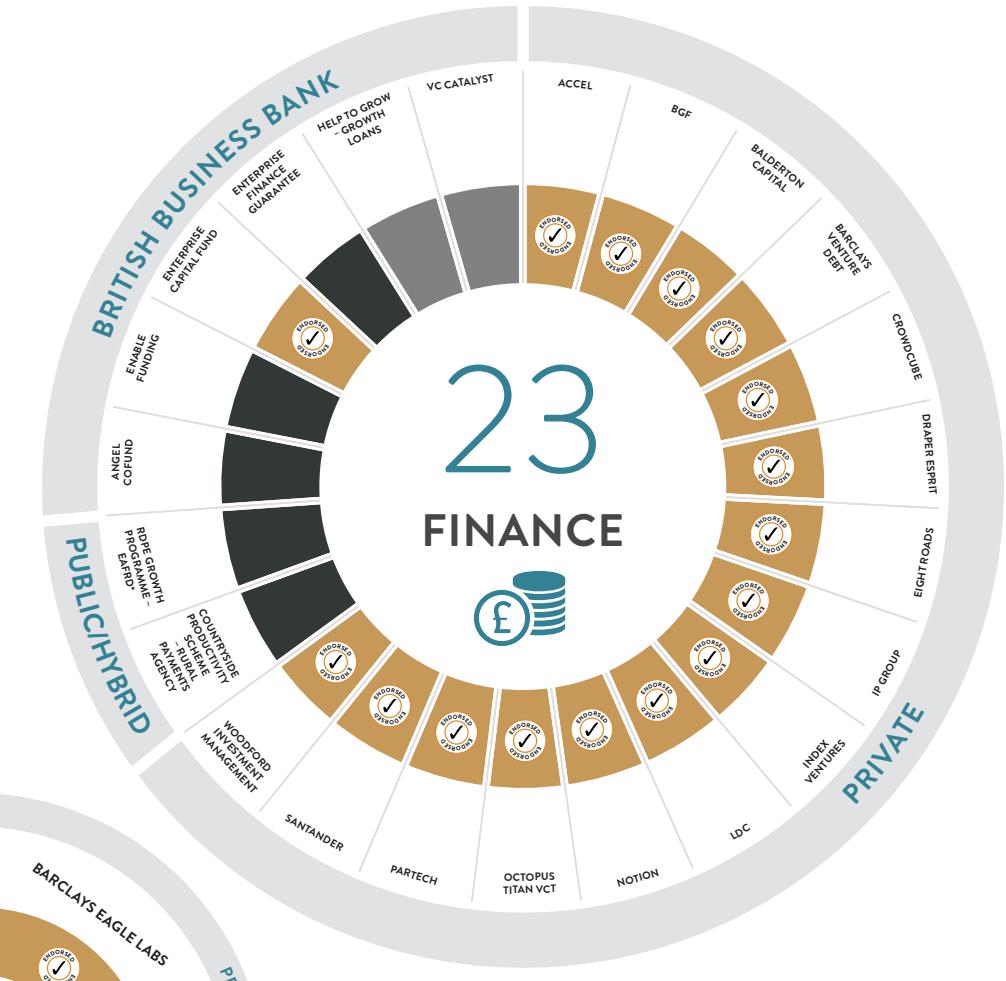


There are another **46** local programmes focused on Access to Markets – details can be found on the local level infographics

There are another **19** local programmes focused on Infrastructure – details can be found on the local level infographics



There are another **65** local programmes focused on Finance – details can be found on the local level infographics



EAST OF ENGLAND PROGRAMMES

KEY

-  SCALEUP INSTITUTE ENDORSED
-  SCALEUP INSTITUTE ONE TO WATCH

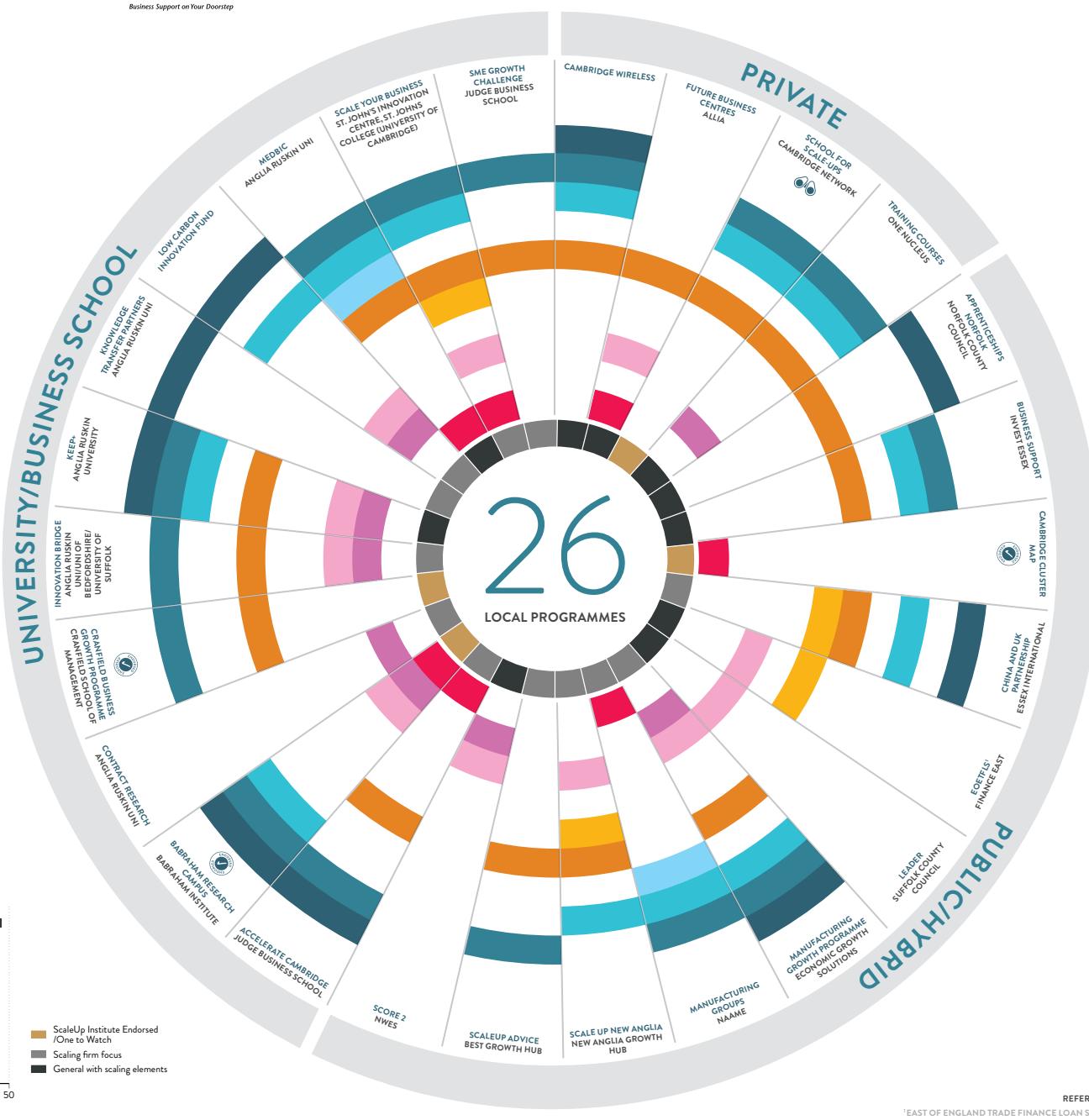
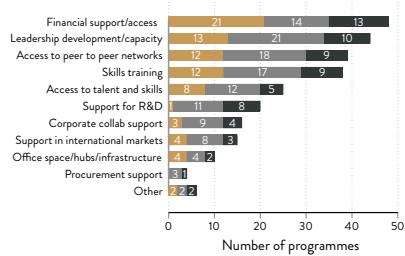
SUPPORT OFFERED

-  ACCESS TO TALENT AND SKILLS (E.G. CONNECTING SCALEUPS WITH EDUCATION PROVIDERS)
-  LEADERSHIP DEVELOPMENT /CAPACITY BUILDING
-  ACCESS TO PEER TO PEER NETWORKS
-  ACCESS TO CORPORATE COLLABORATION
-  SKILLS TRAINING (E.G. DIGITAL MARKETING, OTHER TYPES OF INTERNAL TRAINING)
-  SUPPORT TO ENTER INTERNATIONAL MARKETS
-  SUPPORT TO ACCESS PUBLIC/PRIVATE SECTOR PROCUREMENT
-  FINANCIAL SUPPORT /ACCESS
-  SUPPORT FOR RESEARCH AND DEVELOPMENT (R&D) AND/OR INNOVATION
-  OFFICE SPACE/HUBS THAT FOCUS ON SCALEUPS/OTHER INFRASTRUCTURE

REGIONAL TARGET OF PROGRAMMES

INCLUDING NATIONAL AND INTERNATIONAL PROGRAMMES

-  SCALEUP INSTITUTE ONE TO WATCH/ENDORSED
-  SCALING FIRM FOCUS
-  GENERAL WITH SCALING ELEMENTS


10
INNOVATE UK PROGRAMMES

- H2020 ACCOUNT MANAGEMENT
- ENTERPRISE EUROPE NETWORK
- GLOBAL BUSINESS INNOVATION PROGRAMME
- GOYTECH
- INNOVATE SUCCEED
- INNOVATION LOANS
- RESEARCH GRANTS
- SBRI
- SCALE UP
- WOMEN IN INNOVATION AWARD

34
LOCAL AND NATIONAL PROGRAMMES ENDORSED/ONE-TO-WATCH BY THE SCALEUP INSTITUTE
TALENT & SKILLS

-  BARCLAYS: LIFESKILLS
- CAREERS & ENTERPRISE COMPANY
- FOUNDERS4SCHOOLS
- FREEROMERS
- GOOGLE: DIGITAL GARAGE

ACCESS TO MARKETS

-  ENDEAVOR PROGRAMME
- SHARING IN GROWTH (SIG)

LEADERSHIP

-  CRAVEN BUSINESS GROWTH PROGRAMME
- GOLDMAN SACHS: 10,000 SMALL BUSINESSES UK
- LONDON STOCK EXCHANGE GROUP: ELITE
- VISTAGE

CAMBRIDGE NETWORK: SCHOOL FOR SCALE-UPS
FINANCE

-  ACCEL
- BGF
- BALDERTON CAPITAL
- BARCLAYS: VENTURE DEBT
- BRITISH BUSINESS BANK: ENTERPRISE CAPITAL FUND
- CROWDCUBE
- DRAPER ESPIRIT
- EIGHT ROADS
- IP GROUP
- INDEX VENTURES
- LDC
- NOTION
- OCTOPUS TITAN VCT
- PARTECH
- SANTANDER: BREAKTHROUGH
- WOODFORD INVESTMENT MANAGEMENT

INFRASTRUCTURE

-  BABRAHAM RESEARCH CAMPUS
- BARCLAYS: EAGLE LABS
- CAMBRIDGE CLUSTER MAP

-  FCA SANDBOX
- NATWEST: ENTREPRENEUR ACCELERATOR



Innovate UK



EAST MIDLANDS

PROGRAMMES

KEY



SCALEUP INSTITUTE ENDORSED



SCALEUP INSTITUTE ONE TO WATCH

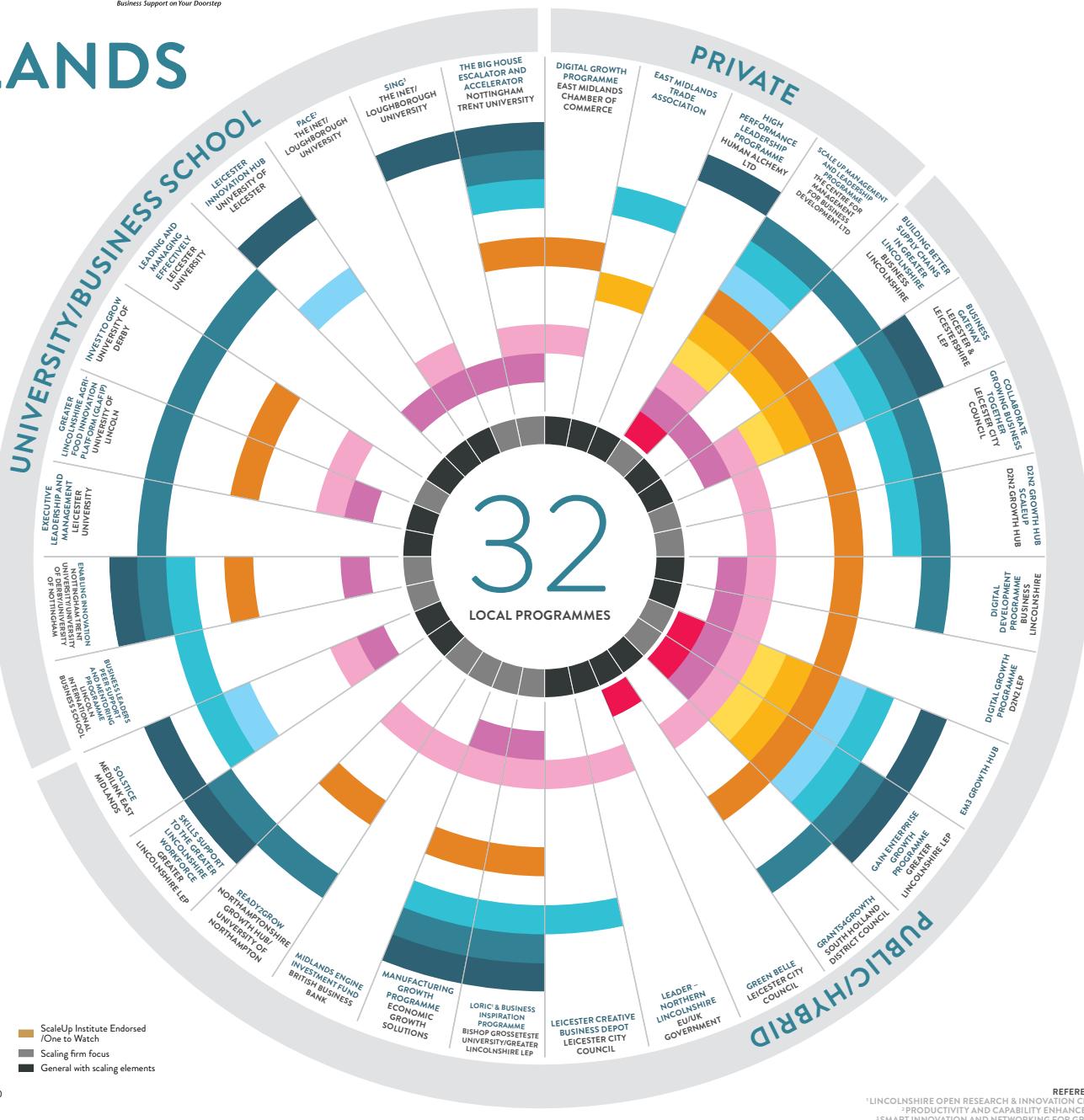
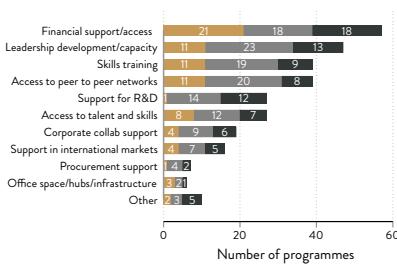
SUPPORT OFFERED

- ACCESS TO TALENT AND SKILLS (E.G. CONNECTING SCALEUPS WITH EDUCATION PROVIDERS)
 - LEADERSHIP DEVELOPMENT /CAPACITY BUILDING
 - ACCESS TO PEER TO PEER NETWORKS
 - ACCESS TO CORPORATE COLLABORATION
 - SKILLS TRAINING (E.G. DIGITAL MARKETING, OTHER TYPES OF INTERNAL TRAINING)
 - SUPPORT TO ENTER INTERNATIONAL MARKETS
 - SUPPORT TO ACCESS PUBLIC/PRIVATE SECTOR PROCUREMENT
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 - SUPPORT FOR RESEARCH AND DEVELOPMENT (R&D) AND/OR INNOVATION
 - OFFICE SPACE/HUBS THAT FOCUS ON SCALEUPS/OTHER INFRASTRUCTURE

REGIONAL TARGET OF PROGRAMMES

INCLUDING NATIONAL AND INTERNATIONAL PROGRAMMES

- SCALEUP INSTITUTE
ONE TO WATCH/ENDORSED
 - SCALING FIRM FOCUS
 - GENERAL WITH SCALING ELEMENTS



10

INNOVATE UK PROGRAMMES

H2020 ACCOUNT MANAGEMENT
ENTERPRISE EUROPE NETWORK
GLOBAL BUSINESS INNOVATION PROGRAMME
ENTREPRENEURSHIP

GOVTECH
INNOVATE2SUCCEED
INNOVATION LOANS
RESEARCH GRANTS
SBRI
SCALE UP
WOMEN IN INNOVATION AWARDS

30

LOCAL AND NATIONAL PROGRAMMES ENDORSED/ONE-TO-WATCH BY THE SCALEUP INSTITUTE

TALENT & SKILLS

- BARCLAYS: LIFESKILLS
CAREERS & ENTERPRISE COMPANY
FOUNDERS4SCHOOLS
FREEFORMERS
GOOGLE: DIGITAL GARAGE

 ACCESS TO MARKETS

- ENDEAVOR PROGRAMME
SHARING IN GROWTH (SIG)

LEADERSHIP

-  GOLDMAN SACHS: 10,000 SMALL BUSINESSES UK
LONDON STOCK EXCHANGE GROUP: ELITE
THE SUPPER CLUB
VISTAGE

 FINANCI

- ACCEL
BGF
BALDERTON CAPITAL
BARCLAYS: VENTURE DEBT
BRITISH BUSINESS BANK:
ENTERPRISE CAPITAL FUND
CROWDCUBE
DRAPER ESPRIT
EIGHT ROADS
IP GROUP
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LDC
NOTION
OCTOPUS TITAN VCT
PARTECH
SANTANDER: BREAKTHROUGH
WOODFORD INVESTMENT MANAGEMENT

INFRASTRUCTURE

- The image contains three circular logos arranged horizontally. The first logo on the left is for 'BARCLAYS: EAGLE LABS', featuring a checkmark icon and the text 'BARCLAYS' at the top and 'EAGLE LABS' at the bottom. The middle logo is for 'FCA SANDBOX', showing a stylized eye icon with the text 'FCA SANDBOX' below it. The third logo on the right is for 'NATWEST: ENTREPRENEUR ACCELERATOR', with the text 'NATWEST' at the top and 'ENTREPRENEUR ACCELERATOR' at the bottom.

REFERENCES:

NORTH EAST PROGRAMMES

KEY

-  SCALEUP INSTITUTE ENDORSED
-  SCALEUP INSTITUTE ONE TO WATCH

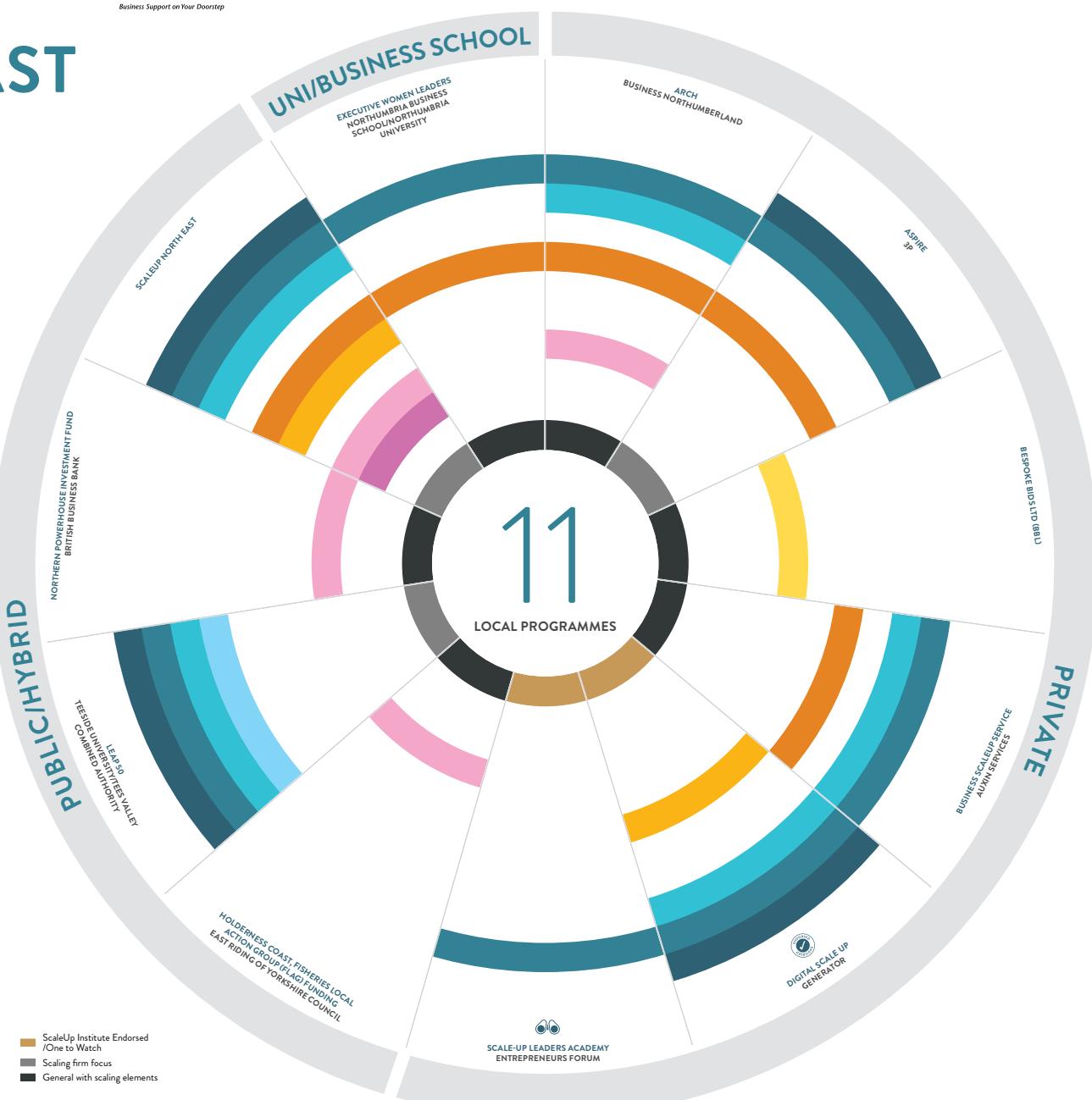
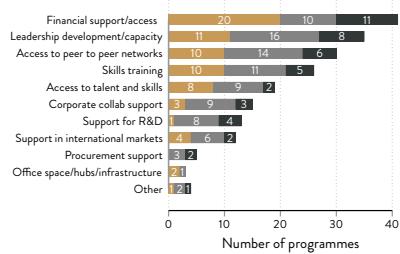
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INNOVATE UK PROGRAMMES

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- GOYTECH
- INNOVATE SUCCEED
- INNOVATION LOANS
- RESEARCH GRANTS
- SBRI
- SCALE UP
- WOMEN IN INNOVATION AWARD

32
LOCAL AND NATIONAL PROGRAMMES ENDORSED/ONE-TO-WATCH BY THE SCALEUP INSTITUTE
talent & skills

-  BARCLAYS: LIFESKILLS
-  CAREERS & ENTERPRISE COMPANY
-  FOUNDERS4SCHOOLS
-  FREEFORMERS
-  GENERATOR: DIGITAL SCALE UP
-  GOOGLE: DIGITAL GARAGE

access to markets

-  ENDEAVOR PROGRAMME
-  SHARING IN GROWTH (SIG)

leadership

-  GOLDMAN SACHS: 10,000 SMALL BUSINESSES UK
-  LONDON STOCK EXCHANGE GROUP: ELITE
-  THE SUPPER CLUB
-  VISTAGE

-  ENTREPRENEURS FORUM: SCALE-UP LEADERS ACADEMY

finance

-  ACCEL
-  BGF
-  BALDERTON CAPITAL
-  BARCLAYS: VENTURE DEBT
-  BRITISH BUSINESS BANK: ENTERPRISE CAPITAL FUND
-  CROWDCUBE
-  DRAPER ESPRIT
-  EIGHT ROADS IP GROUP
-  INDEX VENTURES
-  LDC
-  NOTION
-  OCTOPUS TITAN VCT
-  PARTECH
-  SANTANDER: BREAKTHROUGH WOODFORD INVESTMENT MANAGEMENT

infrastructure

-  BARCLAYS: EAGLE LABS

-  FCA SANDBOX NATWEST: ENTREPRENEUR ACCELERATOR

PLEASE REFER TO THE SCALEUP INSTITUTE'S ANNUAL REVIEW FOR FURTHER DETAIL ON ALL NATIONAL AND LOCAL PROGRAMMES

NORTH WEST PROGRAMMES

KEY

-  SCALEUP INSTITUTE ENDORSED
-  SCALEUP INSTITUTE ONE TO WATCH

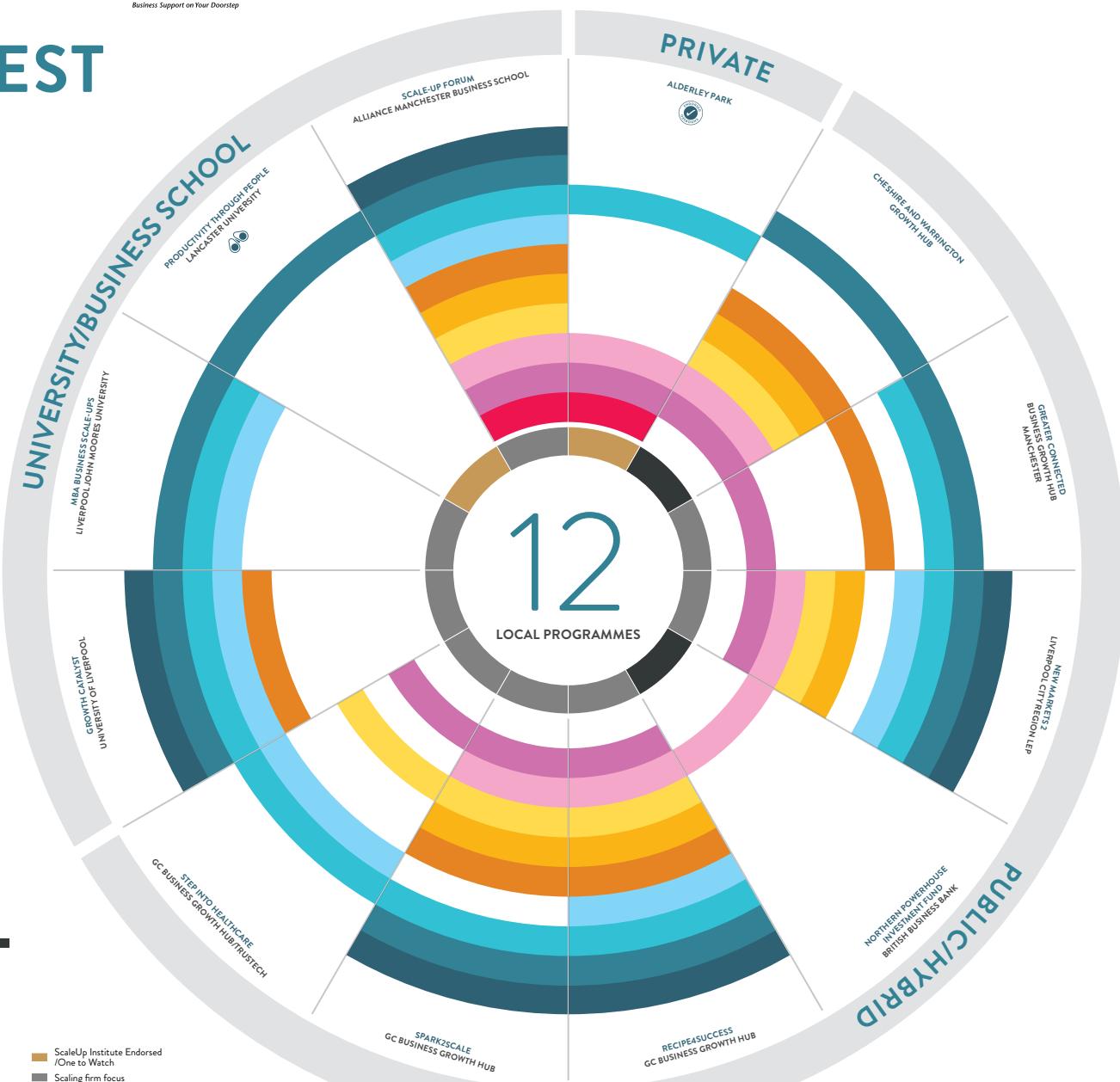
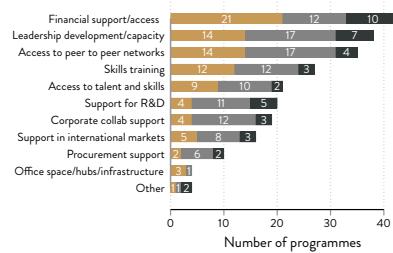
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REGIONAL TARGET OF PROGRAMMES

INCLUDING NATIONAL AND INTERNATIONAL PROGRAMMES

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INNOVATE UK PROGRAMMES

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- ENTERPRISE EUROPE NETWORK
- GLOBAL BUSINESS INNOVATION PROGRAMME
- GOYTECH
- INNOVATE4SUCCED
- INNOVATION LOANS
- RESEARCH GRANTS
- SBRI
- SCALE UP
- WOMEN IN INNOVATION AWARD

32
LOCAL AND NATIONAL PROGRAMMES ENDORSED/ONE-TO-WATCH BY THE SCALEUP INSTITUTE
TALENT & SKILLS

-  BARCLAYS: LIFESKILLS
-  CAREERS & ENTERPRISE COMPANY
-  FOUNDERS4SCHOOLS
-  FREEFROVERS
-  GOOGLE: DIGITAL GARAGE

ACCESS TO MARKETS

-  ENDEAVOR PROGRAMME
-  SHARING IN GROWTH (SIG)

LEADERSHIP

-  GOLDMAN SACHS: 10,000 SMALL BUSINESSES UK
-  LONDON STOCK EXCHANGE GROUP: ELITE
-  THE SUPPER CLUB
-  VISTAGE

-  LANCASTER UNIVERSITY: PRODUCTIVITY THROUGH PEOPLE

FINANCE

-  ACCEL
-  BGF
-  BALDERTON CAPITAL
-  BARCLAYS: VENTURE DEBT
-  BRITISH BUSINESS BANK: ENTERPRISE CAPITAL FUND
-  CROWDCUBE
-  DRAPER ESPRIT
-  EIGHT ROADS IP GROUP
-  INDEX VENTURES
-  LDC
-  NOTION
-  OCTOPUS TITAN VCT
-  PARTECH
-  SANTANDER: BREAKTHROUGH WOODFORD INVESTMENT MANAGEMENT

INFRASTRUCTURE

-  ALDERLEY PARK
-  BARCLAYS: EAGLE LABS
-  FCA SANDBOX
-  NATWEST: ENTREPRENEUR ACCELERATOR

PLEASE REFER TO THE SCALEUP INSTITUTE'S ANNUAL REVIEW FOR FURTHER DETAIL ON ALL NATIONAL AND LOCAL PROGRAMMES

SCOTLAND PROGRAMMES

KEY

-  SCALEUP INSTITUTE ENDORSED
-  SCALEUP INSTITUTE ONE TO WATCH

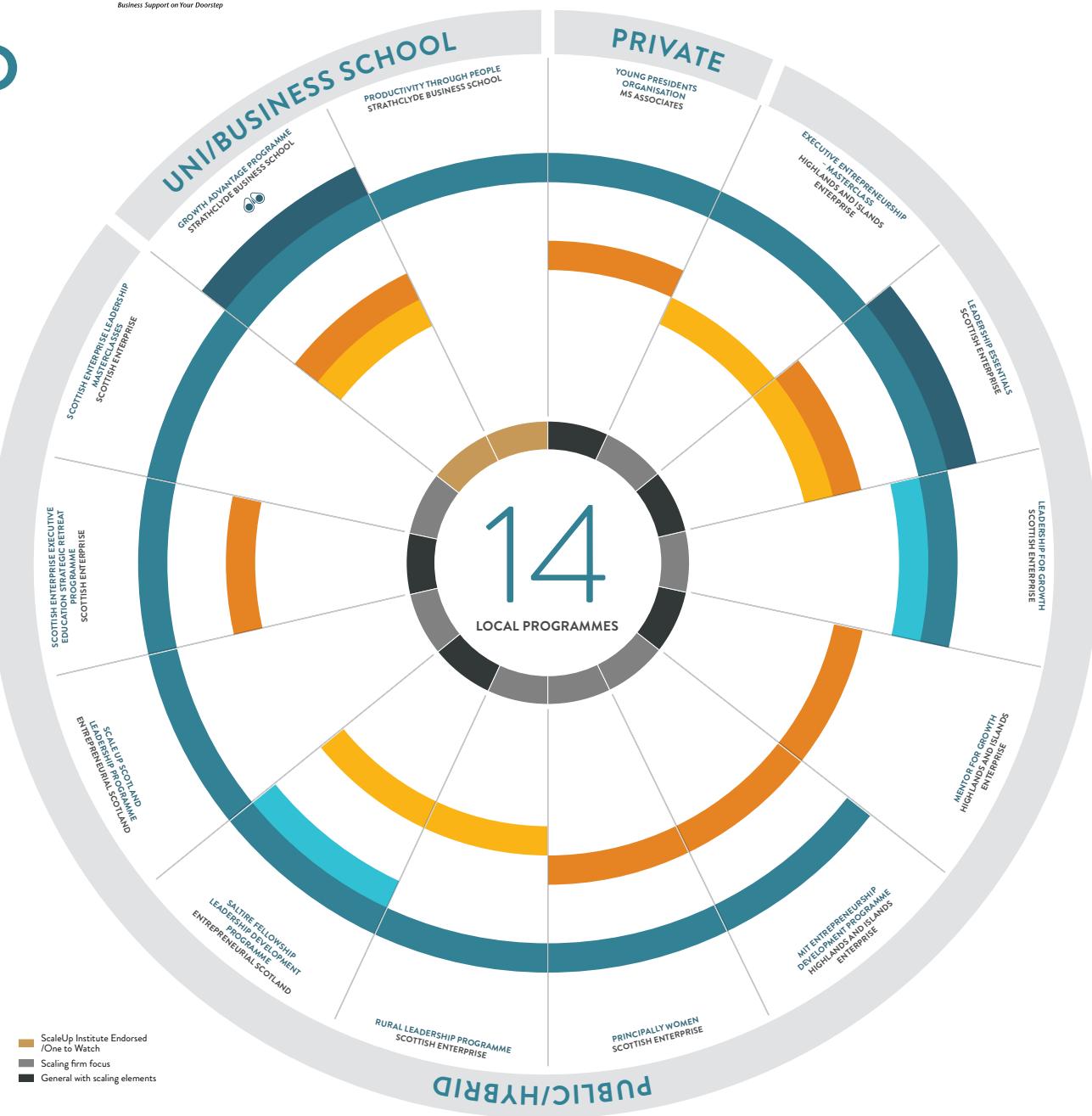
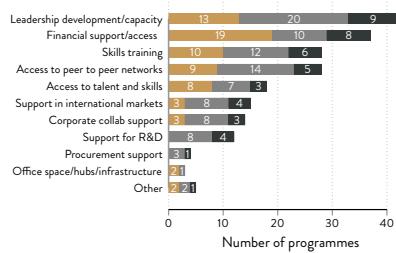
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REGIONAL TARGET OF PROGRAMMES

INCLUDING NATIONAL AND INTERNATIONAL PROGRAMMES

-  SCALEUP INSTITUTE ONE TO WATCH/ENDORSED
-  SCALING FIRM FOCUS
-  GENERAL WITH SCALING ELEMENTS


10
INNOVATE UK PROGRAMMES

- H2020 ACCOUNT MANAGEMENT
- ENTERPRISE EUROPE NETWORK
- GLOBAL BUSINESS INNOVATION PROGRAMME
- GOYTECH
- INNOVATE SUCCEED
- INNOVATION LOANS
- RESEARCH GRANTS
- SBRI
- SCALE UP
- WOMEN IN INNOVATION AWARD

32
LOCAL AND NATIONAL PROGRAMMES ENDORSED/ONE-TO-WATCH BY THE SCALEUP INSTITUTE
TALENT & SKILLS

-  BARCLAYS: LIFESKILLS
- CAREERS & ENTERPRISE COMPANY
- FOUNDERS4SCHOOLS
- FREEROMERS
- GOOGLE: DIGITAL GARAGE

ACCESS TO MARKETS

-  ENDEAVOR PROGRAMME
- SHARING IN GROWTH (SIG)

LEADERSHIP

-  GOLDMAN SACHS: 10,000 SMALL BUSINESSES UK
- LONDON STOCK EXCHANGE GROUP: ELITE
- THE SUPPER CLUB
- VISTAGE

-  STRATHCLYDE BUSINESS SCHOOL: GROWTH ADVANTAGE PROGRAMME

FINANCE

- ACCEL
- BGF
- BALDERTON CAPITAL
- BARCLAYS: VENTURE DEBT
- BRITISH BUSINESS BANK: ENTERPRISE CAPITAL FUND
- CROWDCUBE
- DRAPER ESPIRIT
- EIGHT ROADS
- IP GROUP
- INDEX VENTURES
- LDC
- NOTION
- OCTOPUS TITAN VCT
- PARTECH
- SANTANDER: BREAKTHROUGH
- WOODFORD INVESTMENT MANAGEMENT

INFRASTRUCTURE

-  BARCLAYS: EAGLE LABS
- FCA SANDBOX
- NATWEST: ENTREPRENEUR ACCELERATOR

PLEASE REFER TO THE SCALEUP INSTITUTE'S ANNUAL REVIEW FOR FURTHER DETAIL ON ALL NATIONAL AND LOCAL PROGRAMMES

SOUTH EAST PROGRAMMES

KEY

-  SCALEUP INSTITUTE ENDORSED
-  SCALEUP INSTITUTE ONE TO WATCH

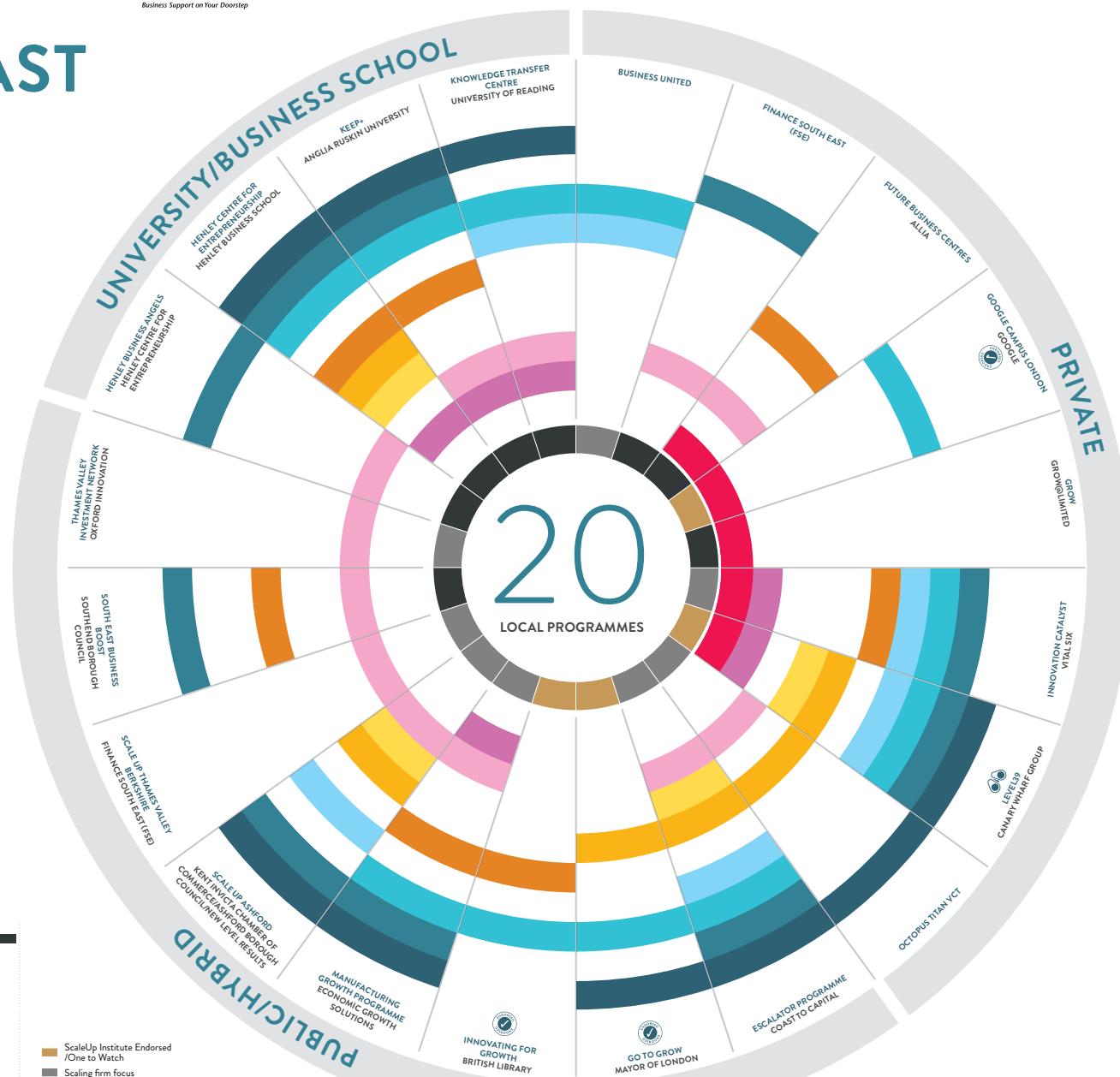
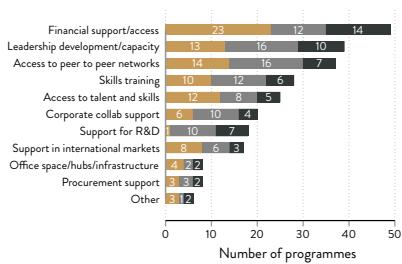
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REGIONAL TARGET OF PROGRAMMES

INCLUDING NATIONAL AND INTERNATIONAL PROGRAMMES

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10
INNOVATE UK PROGRAMMES

- H2020 ACCOUNT MANAGEMENT
- ENTERPRISE EUROPE NETWORK
- GLOBAL BUSINESS INNOVATION PROGRAMME
- GOYTECH
- INNOVATE SUCCED
- INNOVATION LOANS
- RESEARCH GRANTS
- SBRI
- SCALE UP
- WOMEN IN INNOVATION AWARD

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LOCAL AND NATIONAL PROGRAMMES ENDORSED/ONE-TO-WATCH BY THE SCALEUP INSTITUTE
TALENT & SKILLS

-  BARCLAYS: LIFESKILLS
-  CAREERS & ENTERPRISE COMPANY
-  FOUNDERS4SCHOOLS
-  FREEROWERS
-  GOOGLE: DIGITAL GARAGE

ACCESS TO MARKETS

-  ENDEAVOR PROGRAMME
-  GO TO GROW
-  SHARING IN GROWTH (SIG)

LEADERSHIP

-  BRITISH LIBRARY: INNOVATING FOR GROWTH
-  GOLDMAN SACHS: 10,000 SMALL BUSINESSES UK
-  LONDON STOCK EXCHANGE GROUP: ELITE
-  THE SUPER CLUB
-  VISTAGE

FINANCE

-  ACCEL
-  BGF
-  BALDERTON CAPITAL
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-  BRITISH BUSINESS BANK
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-  CROWDCUBE
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-  IP GROUP
-  INDEX VENTURES
-  LDC
-  NOTION
-  OCTOPUS TITAN VCT
-  PARTECH
-  SANTANDER: BREAKTHROUGH
-  WOODFORD INVESTMENT MANAGEMENT

INFRASTRUCTURE

-  BARCLAYS: EAGLE LABS
-  GOOGLE CAMPUS LONDON
-  FCA SANDBOX
-  LEVEL39
-  NATWEST: ENTREPRENEUR ACCELERATOR

PLEASE REFER TO THE SCALEUP INSTITUTE'S ANNUAL REVIEW FOR FURTHER DETAIL ON ALL NATIONAL AND LOCAL PROGRAMMES

SOUTH WEST PROGRAMMES

KEY

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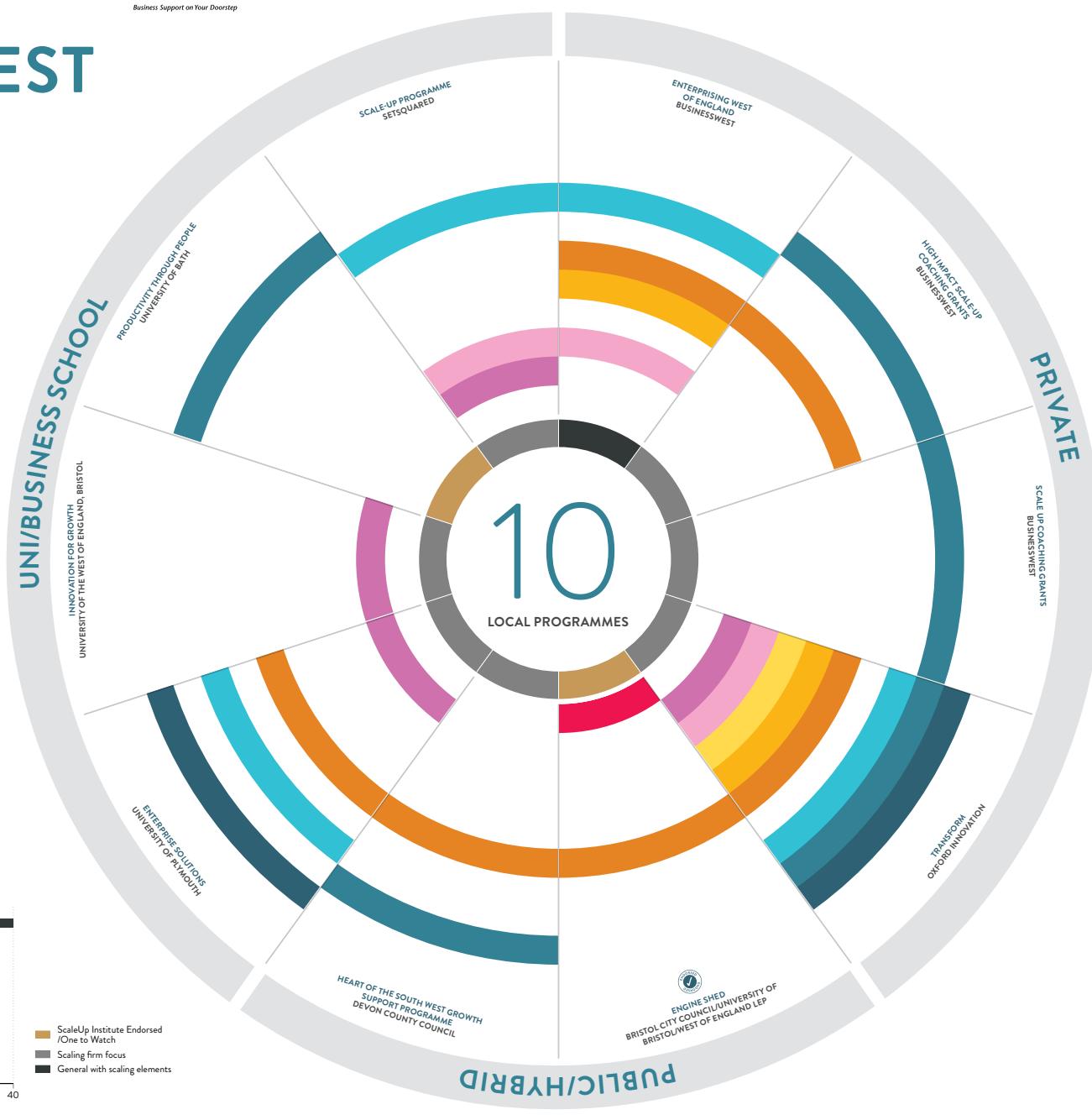
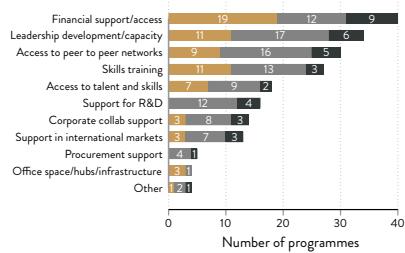
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INNOVATE UK PROGRAMMES

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ACCESS TO MARKETS

-  ENDEAVOR PROGRAMME
-  SHARING IN GROWTH (SIG)

LEADERSHIP

-  GOLDMAN SACHS: 10,000 SMALL BUSINESSES UK
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-  VISTAGE

FINANCE

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-  EIGHT ROADS IP GROUP
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-  LDC
-  NOTION
-  OCTOPUS TITAN VCT
-  PARTECH
-  SANTANDER: BREAKTHROUGH WOODFORD INVESTMENT MANAGEMENT

INFRASTRUCTURE

-  BARCLAYS: EAGLE LABS ENGINE SHED
-  FCA SANDBOX NATWEST: ENTREPRENEUR ACCELERATOR

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WEST MIDLANDS PROGRAMMES

KEY

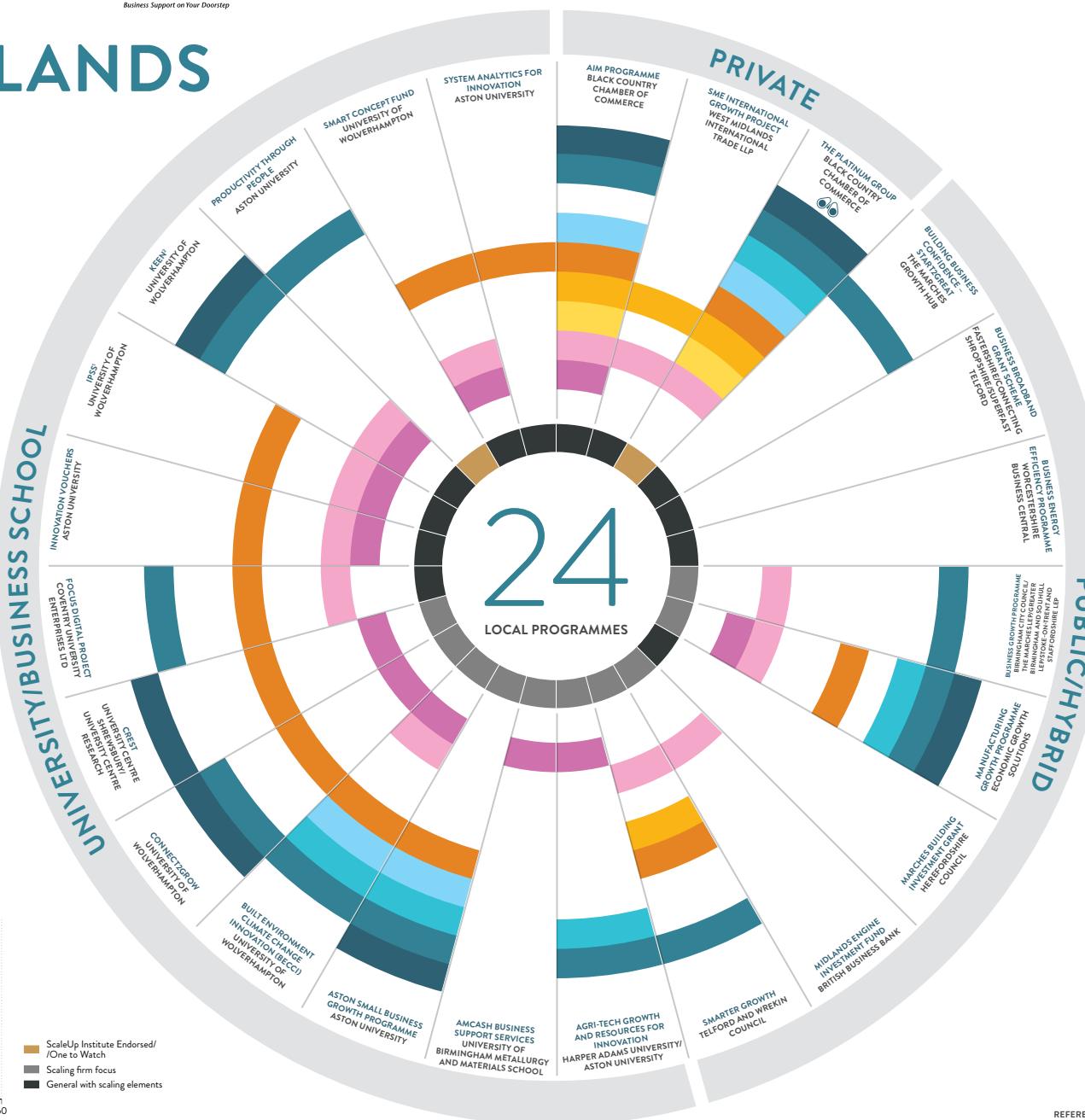
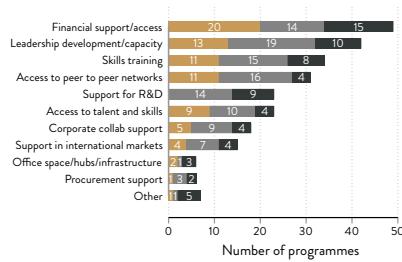
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INNOVATE UK PROGRAMMES

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- GLOBAL BUSINESS INNOVATION PROGRAMME
- GOVTECH
- INNOVATE2SUCCESS
- INNOVATION LOANS
- RESEARCH GRANTS
- SBRI
- SCALE UP
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LOCAL AND NATIONAL PROGRAMMES ENDORSED/ONE-TO-WATCH BY THE SCALEUP INSTITUTE
TALENT & SKILLS

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ACCESS TO MARKETS

-  ENDEAVOR PROGRAMME
-  SHARING IN GROWTH (SIG)

LEADERSHIP

-  GOLDMAN SACHS: 10,000 SMALL BUSINESSES UK
-  LONDON STOCK EXCHANGE GROUP: ELITE
-  THE SUPPER CLUB
-  VISTAGE
-  THE PLATINUM GROUP

FINANCE

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-  IP GROUP
-  INDEX VENTURES
-  LDC
-  NOTION
- OCTOPUS TITAN VCT
- PARTECH
- SANTANDER: BREAKTHROUGH
- WOODFORD INVESTMENT MANAGEMENT

INFRASTRUCTURE

-  BARCLAYS: EAGLE LABS
-  FCA SANDBOX
-  NATWEST: ENTREPRENEUR ACCELERATOR

REFERENCES:
¹ INNOVATIVE PRODUCT SUPPORT SERVICES
² THE KNOWLEDGE EXCHANGE AND ENTERPRISE NETWORKS

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YORKSHIRE AND THE HUMBER PROGRAMMES

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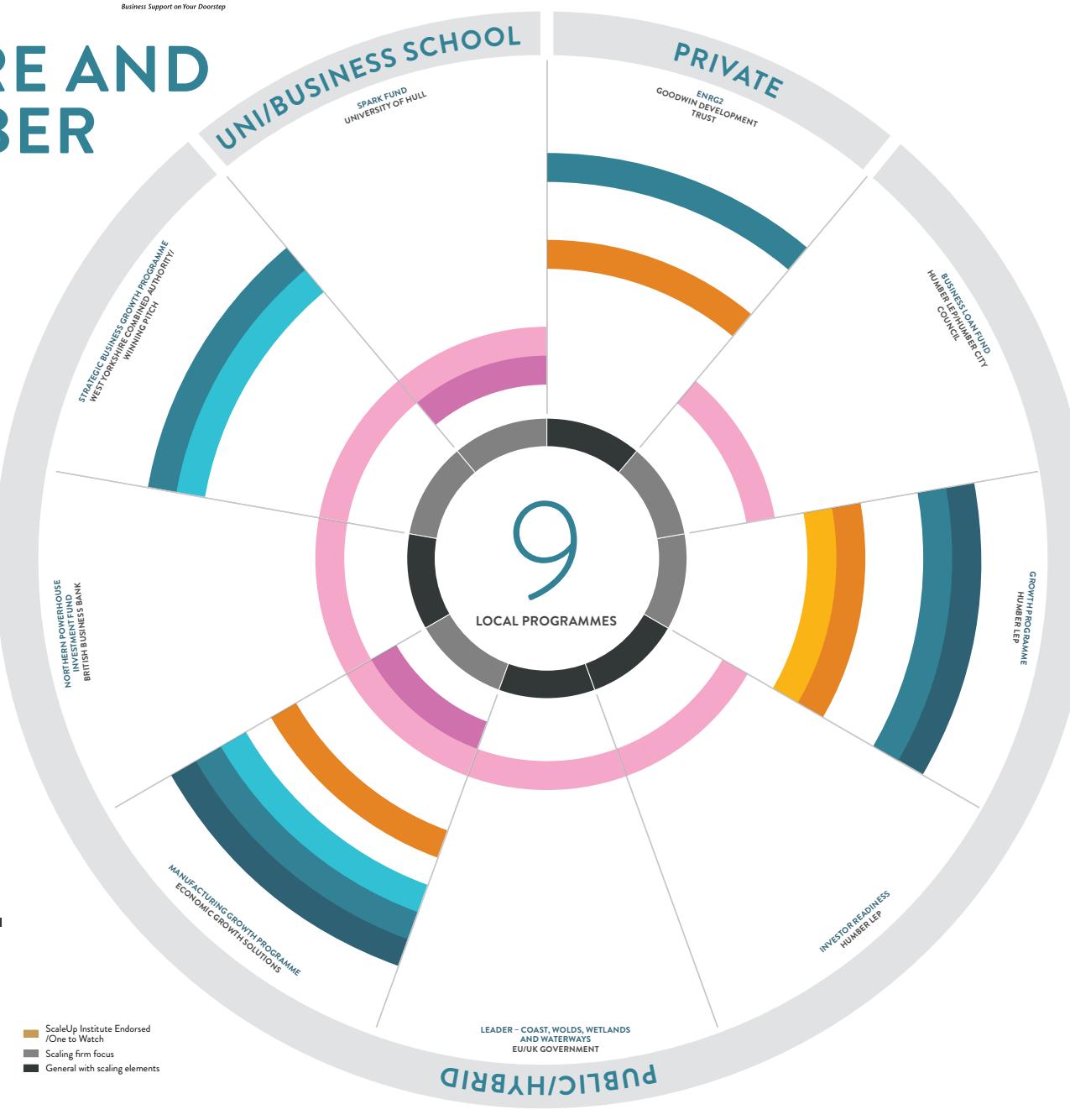
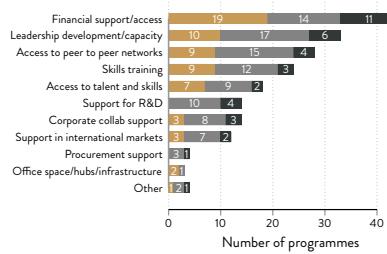
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TALENT & SKILLS

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- GOOGLE: DIGITAL GARAGE

ACCESS TO MARKETS

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- SHARING IN GROWTH (SIG)

LEADERSHIP

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- VISTAGE

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- WOODFORD INVESTMENT MANAGEMENT

INFRASTRUCTURE

-  BARCLAYS: EAGLE LABS
- FCA SANDBOX
- NATWEST: ENTREPRENEUR ACCELERATOR

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Innovate UK



NORTHERN IRELAND PROGRAMMES

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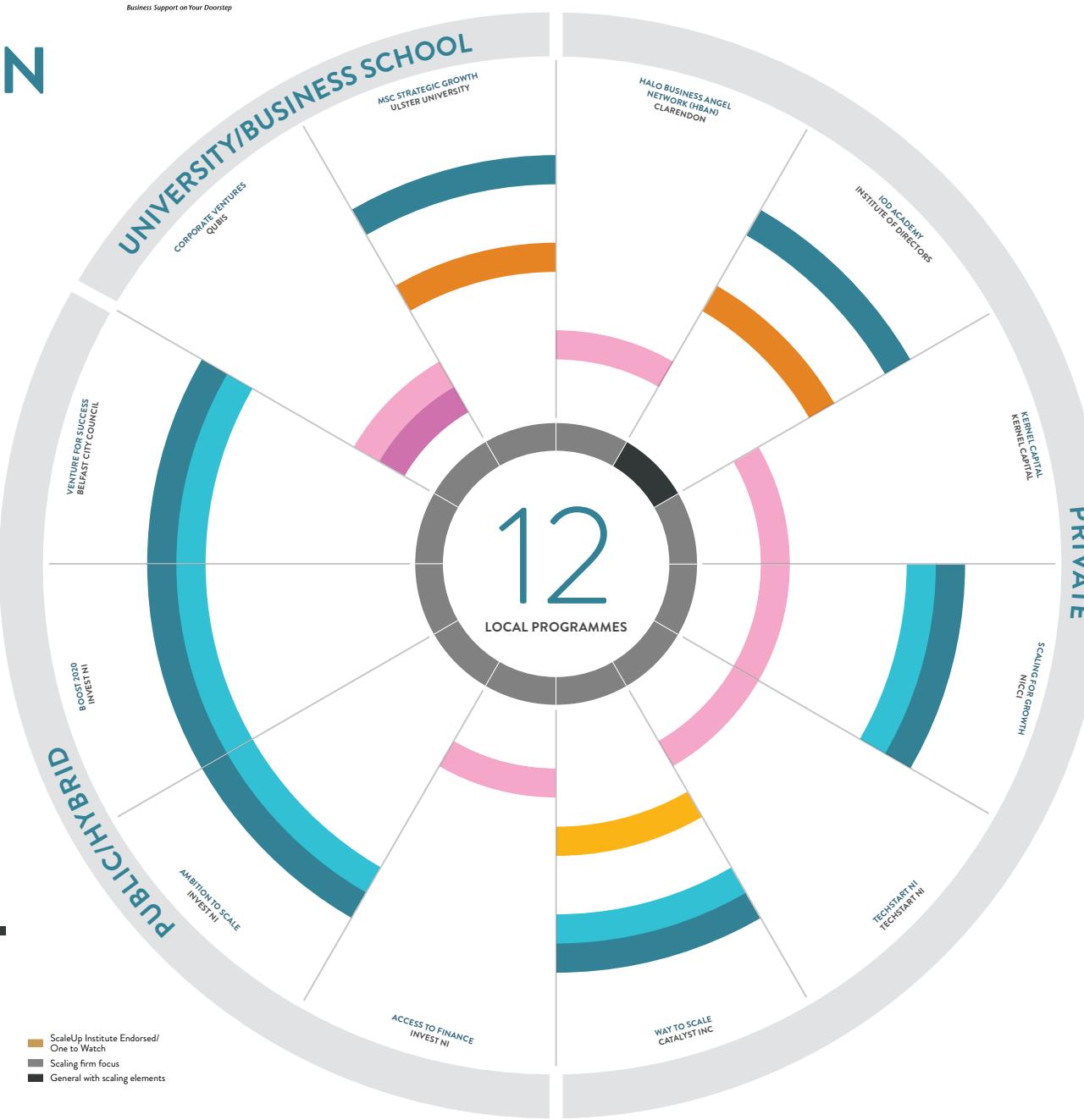
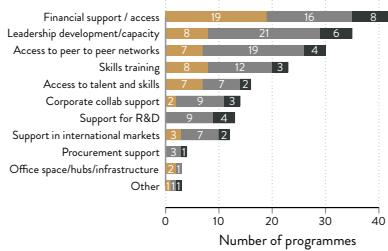
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REGIONAL TARGET OF PROGRAMMES

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- SCALING FIRM FOCUS
- GENERAL WITH SCALING ELEMENTS



- Scaleup Institute Endorsed/One to Watch
- Scaling firm focus
- General with scaling elements

10
INNOVATE UK PROGRAMMES

H2020 ACCOUNT MANAGEMENT
ENTERPRISE EUROPE NETWORK
GLOBAL BUSINESS INNOVATION PROGRAMME
GOYTECH
INNOVATESUCCEED
INNOVATION LOANS
RESEARCH GRANTS
SBRI
SCALE UP
WOMEN IN INNOVATION AWARD

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LOCAL AND NATIONAL PROGRAMMES
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SCALEUP INSTITUTE

- TALENT & SKILLS**
 - BARCLAYS: LIFESKILLS
 - CAREERS & ENTERPRISE COMPANY
 - FOUNDERS4SCHOOLS
 - FREEFORMERS
 - GOOGLE: DIGITAL GARAGE
- ACCESS TO MARKETS**
 - ENDEAVOR PROGRAMME
 - SHARING IN GROWTH (SIG)
- LEADERSHIP**
 - GOLDMAN SACHS: 10,000 SMALL BUSINESSES UK
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 - OCTOPUS TITAN VCT
 - PARTECH
 - SANTANDER: BREAKTHROUGH
 - WOODFORD INVESTMENT MANAGEMENT
- INFRASTRUCTURE**
 - BARCLAYS: EAGLE LABS
 - FCA SANDBOX
 - NATWEST: ENTREPRENEUR ACCELERATOR

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Innovate UK



THE SCALEUP INSTITUTE

The ScaleUp Institute is a private sector-led, not-for-profit organisation focused on collaborating with policy makers, corporates, finance players, educators and government at a local and national level.

Our mission is to help the UK to become the best place in the world to grow a business as well as start one, and enable our existing high-growth businesses to scale up even further.

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London
NW1 2RA

info@scaleupinstitute.org.uk

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