



COVENTRY AND WARWICKSHIRE LEP

Data provided by ONS

TOTAL NO. OF SCALEUPS

410

NO. BY EMPLOYEE GROWTH

160

NO. BY TURNOVER GROWTH

335

NO. BY EMPLOYEE AND TURNOVER GROWTH

85

TOTAL EMPLOYEES

143,886

TOTAL TURNOVER

£5.9bn

KEY SECTORS



PROPERTY/LAND DEVELOPMENT AND CONSTRUCTION



MANUFACTURING AND ENGINEERING



MACHINERY

TOP 5 VISIBLE SCALEUPS BY EMPLOYEE GROWTH

ASSURED GROUP

Provides full service vehicle management, including offers such as distribution, vehicle maintenance and car rental.

FOREVER LIVING PRODUCTS

Sells a large range of natural health and beauty products such as aloe vera herbal teas.

QUANTA

Develops portable haemodialysis devices for clinical and home treatment of patients.

MILLBOARD

Produces and sells a range of wood-impregnation outdoor flooring.

STAIRCRAFT

Produces bespoke wooden staircases for house building companies. They also provide wooden floors and decking.

TOP 5 VISIBLE SCALEUPS BY TURNOVER GROWTH

GEOTHERMAL INTERNATIONAL

Develops and manufactures geothermal heat pumps, air source heat pumps, dry air coolers. The company also manages its own clean energy projects, producing electricity, thermal energy and back-up power for commercial and institutional markets.

FOREVER LIVING PRODUCTS

See previous description.

DEELEY GROUP

Operates a number of companies within the property acquisition, construction and development industries, providing services to a range of sectors including residential, commercial and industrial.

STAIRCRAFT

See previous description.

MCS GROUP

Carries out construction projects including extensions, fit-outs, refurbishments, and new builds.

Data powered by Beauhurst

LOCAL LEP SCALEUP PROGRAMMES

Coventry and Warwickshire uses data on turnover and number of employees to identify scaling businesses.

Account managers, who have focused on scaleups since 2014, are responsible for strategically coordinating district plans working as a whole team to ensure a joined-up approach.

The LEP has a well-developed system of peer to peer networks including a network of experienced business mentors and leadership programmes. In 2017, it established a Scaleup Academy which focuses on two key points in the business cycle – the phase of initial growth and when a natural growth spurt takes place or is needed.

A recent innovation is the CW Connect Portal that enables local scaleups to develop business opportunities and highlight the structures and qualifications they need to compete for such opportunities.

Launching an annual fortnight-long Business Festival with a wide-ranging programme of events hosted by organisations from across the region, will bring businesses together to encourage collaboration, networking, learning and sharing opportunities.

Other programmes available include:

- Innovate 2 Succeed which provides scaleups with funded coaching, tools and expertise to stimulate innovation access finance and markets, commercialise and grow;
- KEEN which provides graduate placements and academic for dedicated projects;
- Innovation Networks which provides grants for scaling businesses who are working with at least 2 other businesses to develop innovative products, processes or services.

FOR FURTHER INFORMATION:

To see a complete list of visible scaleups, Scaleup Champions and Ambassadors visit us at www.scaleupinstitute.org.uk

SCALEUP VIEWS:

Access to talent is a key barrier to growth but scaleups locally are more likely than others to cite access to international markets and leadership development as barriers. They are looking for a wide range of support from public sector bodies either through LEPs or with funding for R&D and innovation as well as locally from universities and business schools, leadership development programmes and from peer to peer networks.

Analysis by BDRC Continental from the Scaleup Survey 2017

TOP 3 BARRIERS TO GROWTH:



TALENT AND SKILLS

Access to the talent you can hire who can do the jobs you have available



ACCESS TO MARKETS

Access to markets and customers internationally



LEADERSHIP

Leadership development: training and developing the people you have

WANT TO SEE MORE OF:

- Local universities and business schools eg access to their talent, facilities and R&D
- Peer to peer networks
- Local leadership development programmes
- Public sector funding for innovation and R&D

+ **WHAT'S NEXT/FUTURE PLANS:** CWLEP's next focus is on skills and infrastructure. The 'talent and skills' gap is potentially holding back growth in the region as unemployment is the lowest in the country. The LEP is also looking carefully at investment in infrastructure to help retain the area's strength in digital.

These are programmes offered by the LEP and do not represent all the programmes offered to scaleups in the local area. These have not been evaluated or endorsed by the ScaleUp Institute for their impact and effectiveness. Data utilised at the top of this page is taken from the IDBR 2015. The confidentiality of all data held on the IDBR is protected by the National Statistics Code of Practice and associated Protocols and by specific legislation. In accordance with these requirements, data presented is rounded to prevent disclosure. Differences may exist in totals across tables due to disclosure methods used.