



# ENTERPRISE M3 LEP

Data provided by ONS

TOTAL NO. OF SCALEUPS  
**1,060**

NO. BY EMPLOYEE GROWTH  
**450**

NO. BY TURNOVER GROWTH  
**835**

NO. BY EMPLOYEE AND TURNOVER GROWTH  
**225**

TOTAL EMPLOYEES  
**96,182**

TOTAL TURNOVER  
**£18.8bn**

## KEY SECTORS



PROPERTY/LAND DEVELOPMENT AND CONSTRUCTION



NURSING AND CARE SERVICES



BUSINESS AND PROFESSIONAL SERVICES

### TOP 5 VISIBLE SCALEUPS BY EMPLOYEE GROWTH

#### HEALIX

Provides medical, security, and travel assistance services to multi-national corporations, governments, NGOs, and insurance companies.

#### ESTEEM

Maintains and manages IT services.

#### LES CAVES DE PYRENE

Imports, distributes and sells wine, focussing on varieties from organic, biodynamic orchards.

#### CUSTOM INTERCONNECT

Offers electronics manufacturing services to companies.

#### STATE OIL

State Oil operates eleven fuel service stations throughout the UK which provide fuel, convenience retail and fast food services. Under the brand Prax Petroleum they also import and supply automotive and industrial fuels to both the wholesale and retail sectors.

### TOP 5 VISIBLE SCALEUPS BY TURNOVER GROWTH

#### R&W

Provides a wide range of civil engineering and other environmental infrastructure services, specialising in highway maintenance.

#### PENNYFARTHING HOMES

Operates a construction business, specialising in high-end homes.

#### NEWVOICEMEDIA

Has developed software that enables consultants to receive calls on any phone anywhere in the world as if they were all in the same office. The system is integrated with Salesforce; this allows for client calls to be directed to specific consultants depending on data held on those clients within the client relationship management system.

#### REASSURED

Operates a comparison website on which consumers can compare a variety of life insurance policies from a range of both major and smaller insurance providers.

#### MAINSTREAM CLEANING

Offers cleaning services to a range of businesses.

Data powered by Beauhurst

## LOCAL LEP SCALEUP PROGRAMMES

Enterprise M3 (EM3) has focused on building a strong evidence base to identify and reach scaleups.

EM3 has also built stronger relationships with banks, law and accountancy firms to develop cross-referrals.

The LEP holds scaleup workshops at our offices on the Surrey Research Park focused on finance, export, talent and recruitment management, topics that have been identified as priority areas for scaling businesses and engaging in niche forums where high growth businesses congregate such as the Camberley Animators.

Encouraging cooperation between local businesses has led to the stimulation of digital and entrepreneurial growth of the gaming sector around Camberley, Guildford and Aldershot. Direct involvement by the University of Surrey and local authority partners has seen the cluster grow and develop.

Growth Champions deliver a personal service to scaleups normally through six sessions that identify and deliver opportunities of most value and impact to high growth companies, including development of growth plans.

## FOR FURTHER INFORMATION:

To see a complete list of visible scaleups, Scaleup Champions and Ambassadors visit us at [www.scaleupinstitute.org.uk](http://www.scaleupinstitute.org.uk)

## SCALEUP VIEWS:

Access to talent is a key barrier to growth. Businesses here are looking to develop through access to peers who have grown and to effective mentoring and access to local business schools and universities. They would like more general business support and more contact with Innovate UK.

## 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 in the UK

Access to markets and customers internationally

## WANT TO SEE MORE OF:

- Local universities and business schools seen as vital
- Innovate UK engagement was desirable
- General business support from local or national Government

Analysis by BDRC Continental from the Scaleup Survey 2017

**+** **WHAT'S NEXT/FUTURE PLANS:** EM3 is planning to develop its services further by offering a blend of business and technology services. The priority areas for this work are: adoption of digital processes and access to 5G technology services, availability and access to talent and skills, access to finance, infrastructure (specifically access to flexible office space, incubators and accelerators), access to markets including export markets, mentoring and local professional coaching.

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.