



ANNEX 2

THE SCALEUP INSTITUTE

OUR VISION

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.

If the UK is to capitalise on its long history as a trading nation and the vibrant entrepreneurial spirit which has seen an explosion in vitality over the past five years, it now needs to focus determinedly on how it 'leans in' to support its growing firms to scale.

The UK's future economic prosperity and social wellbeing are critically dependent upon our being a world-leading environment in which companies thrive once they have been started, enabling opportunity for reach and scale and contributing positive impact for generations to come.

Scaleups exist across the country and across all sectors. Evidence shows these businesses are also highly productive and international. Increasing the number of firms reaching scale has the potential to deliver hundreds of thousands of additional jobs and billions to the local economy, driving forward productivity in every community.

We believe that making the UK a fertile ground for developing scaleups across localities, industries and supply chains is fundamental to achieving both immediate and long-term UK economic value.

We aim to advance understanding of how to scale up a business, and how to build the most effective environment in which

scaleups can flourish. We undertake research, thought leadership and targeted projects with partners. We spread best practice, providing opportunities for scaleup companies across industry sectors and regions to meet and share ideas.

Our mission is to ensure that the UK is the best place in the world to grow a business into a large business, thereby becoming an exemplar of what is possible when a society embeds understanding and collaborates at all levels.

Our network is at the heart of our support. Through our wide variety of activities, our economic development programme, and our policy committees and research agenda, we enable cross-sections of private and public sectors and local, national and international ecosystems to work and learn from each other. We thereby develop and assess initiatives to close the scaleup gap and provide solutions to the leaders of our scaling businesses.

OUR WORK

- We **act** as a catalyst, bringing together national, local, business and public sector players to map and develop both a national and local ecosystem for scaleups.
- We undertake detailed **analysis** of the scaleup landscape across the UK, providing detailed evidence of how scaleups are developing at a national and local level.
- We **support** the development of local scaleup ecosystems through training programmes and engagement with Local Enterprise Partnerships (LEPs), Growth Hubs, business schools and universities up and down the UK.
- We **publish** reports that have set the agenda for current thinking on growth and productivity across Government and the business community.
- We **develop** policy proposals based upon rigorous evidence to evolve the business landscape so that the UK can become the best place to grow a business.
- We **convene** experts from across the business community and academia, policymakers and decision makers to kick-start new thinking and deliver concrete improvements for fast-growing business firms, including the launch of our Annual Review.

OUR COMMITTEES

Committees provide direction and expertise to our work.

- **DATA REVIEW AND EVIDENCE GATHERING** – to assist public and private organisations to identify, target and evaluate support to scale-up companies.
- **BUILDING LEADERSHIP CAPABILITIES AND CAPACITY** – to support leadership capability and transformation in scale-up companies.
- **TALENT AND SKILLS COMMITTEE** – to improve the ecosystem so scaleups can find employees to hire who have the skills they need.
- **ACCESS TO MARKETS (INTERNATIONALISATION, CORPORATE PROCUREMENT, EXPORTS AND INFRASTRUCTURE)** – to facilitate and ease international knowledge and expansion, local supply chains and domestic procurement; and to enable navigation and infrastructure development necessary for scaling businesses.
- **FINANCE AND RISK CAPITAL** – to enable further understanding of, and access to, the right growth finance combination.

You can find out more by visiting <http://www.scaleupinstitute.org.uk/about/#ourvision>

BOARD OF DIRECTORS

The Directors of the Scaleup Institute are drawn from all constituent part of the ecosystem. They meet quarterly in

order to ensure that the ScaleUp Institute delivers on our mandate to increase the number of scaleups in the UK relative to other nations.

NAME	COMMITTEE
Sherry Coutu CBE	Chair of Board and Evidence Committee
Irene Graham, CEO	The Board & Thematic committees
Thomas Hoegh	Evidence
Reid Hoffman	Nomination
Charlotte Keenan	Leadership Development
Martha Lane Fox	Evidence
Luca Peyrano	Finance
Tamara Rajah	Evidence
Jon Rhodes	Access to Markets
Sancho Simmonds	Finance, Audit and Risk
Jon Steinberg	Talent and Skills
Professor Peter Tufano	Evidence

AMBASSADORS

The Scaleup Institute Ambassadors have been helping us since 2014 in a range of ways and from a variety of locations around the world. All are scaleup experts in their

own right. We keep them informed of updates in scaleup policy and research as well as involving them in our activities around the country. All of our Committee members are also Ambassadors for the ScaleUp Institute.

NAME	TITLE	ORGANISATION
Tudor Aw	Partner	Technology Sector Head, KPMG Europe, LLP
Lord Karan Bilimoria CBE	Chairman & Entrepreneur	Cobra Beer Partnership Ltd; UK India Business Council
Mike Blackburn OBE	North West Regional Director	BT
Chris Blundell	Partner	Brunswick
Jon Bradford	Managing Director	TechStars
Rowena Burns	CEO	Manchester Science Partnerships
Edward Bussey	Founding Director	Centre for Science and Policy
Claire Cockerton	Chairman	Pivotal Innovations
Louise Conolly-Smith	Senior Key Account Manager – North America	London and Partners
Janet Coyle	Principal Adviser; Non-Executive Director	London & Partners; Rocketseed
Julian David	CEO	TechUK
Jacqueline de Rojas	President; Chair; Non-Executive Director	TechUK; Digital Leaders; Rightmove
Gi Fernando	Serial Entrepreneur	Entrepreneur
Nick Giles	Co-Founder	Seven Hills Group
Daniel Glazer	Partner	Wilson Sonsini Goodrich & Rosati
Chris Haley	Head of New Technology & Startup Research	Nesta
Michael Hayman	Co-Founder	Seven Hills Group
Davor Hebel	Partner	Fidelity Growth Partners
Brent Hoberman	Executive Chairman	Founders Factory
Paul Hofheinz	President and Co-Founder	The Lisbon Council asbl
Adam Jackson	Director of Public Affairs, Policy & Insight	Grant Thornton UK LLP
Clare Johnston	CEO & Founder	The Up Group
Elizabeth Kanter	Director Government Relations and Public Policy	Cabinet Office
Sandy Kennedy	CEO	Entrepreneurial Scotland
Shalini Khemka	CEO	E2Exchange
James Klein	Partner, Corporate Team	Penningtons Manches
Bethany Koby	Co-Founder & CEO	Technology Will Save Us
James Layfield	CEO	Central Working
Alastair Lukies	Founding Partner, Origination	Motive Partners
Mike Lynch	Founder	Invoke Capital
Stephen Maher	CEO	MBA
Ruth McKernan	CEO	Innovate UK
Frank Meehan	Cofounder and general partner	parklabs Global Ventures
Caroline Norbury	CEO	Creative England
Kathryn Parsons	Cofounder and co-CEO	Decoded
Russ Shaw	Founder	Tech London Advocates
Jeremy Silver	CEO	Digital Catapult Centre
Jenny Tooth	CEO	UKBAA

OUR COMMITTEES

The ScaleUp Institute operates five thematic committees that each meet quarterly to provide assessment and direction on the key needs and policy issues affecting scaleup businesses.

This includes research, analysis and thought leadership as well as reviews of programmes that support scaleup businesses, in order to develop appropriate case studies and learnings.

EVIDENCE COMMITTEE

NAME	TITLE	ORGANISATION
Tera Allas	Visiting Fellow	McKinsey Global Institute
Sherry Coutu CBE	Chair	ScaleUp Institute
Thomas Hoegh	Investor, Entrepreneur and Co-Founder	Arts Alliance
Reid Hoffman	Co-Founder; Partner	LinkedIn; Greylock
Professor Daniel Isenberg	Professor of Entrepreneurship Practice	Babson Executive and Enterprise Education
Martha Lane Fox	Businesswoman, philanthropist and public servant	doteveryone
Professor Henry Overman	Professor and Director	London School of Economics
Tamara Rajah	Founder & CEO	Live Better With
Professor Peter Tufano	Dean & Professor of Finance	Saïd Business School, Oxford University
Dr. Cathy Garner	Trustee; NED; Advisory Board member	Centre for Ageing Better Castle Rock Edinvar Housing Association Centre for Health Research and Development Standing Selection and Monitoring Committees of the National Centres of Excellence of Canada
Anne Glover	CEO	Castle Rock Edinvar Housing Association

TALENT AND SKILLS COMMITTEE

NAME	TITLE	ORGANISATION
Sherry Coutu	Chair	ScaleUp Institute
Dr David Docherty	CEO	National Centre for Universities and Business
Ian Fordham	Co-Founder	The Education Foundation
Ty Goddard	Co-founder; Chair	The Education Foundation; Edtech UK
Lesley Giles	Director	Work Foundation
Claudia Harris	CEO	Careers Enterprise Company
Lee Hopley	Chief Economist	EEF
Charlotte Keenan	Executive Director	Goldman Sachs
Kirstie Mackey	Director of Citizenship	Consumer Affairs & LifeSkills Barclays
Jon Steinberg	Public Policy and Government Relations Manager	Google

LEADERSHIP COMMITTEE

NAME	TITLE	ORGANISATION
Professor Mark Hart	Professor of Small Business and Entrepreneurship	Aston Business School
Charlotte Keenan	Executive Director	Goldman Sachs
Anne Kiem	CEO	Chartered ABS
John Morris	Partner	Smith & Williamson
Stephen Pegge	Group External Relations Director	Lloyds Banking Group
Claire Ruskin	CEO	Cambridge Network
Dominic Schofield	Senior Client Partner	Korn Ferry
Professor Eleanor Shaw	Professor of Entrepreneurship and Head of the Hunter Centre for Entrepreneurship	University of Strathclyde
Jon Steinberg	Public Policy and Government Relations Manager	Google
Sarah Underwood	Director and Associate Professor of Enterprise Centre for Enterprise and Entrepreneurship Studies	University of Leeds

ACCESS TO MARKETS COMMITTEE

NAME	TITLE	ORGANISATION
Stephen Drew	Partner and Head of International Services	Smith & Williamson
Jean-Marc Frangos	Managing Director of External Innovation	BT
Chris Haley	Head of New Technology and Startup Research	Nesta
Richard Hill	Head of Manufacturing & Automotive Sector	Royal Bank of Scotland
Mark Ling	Managing Director	Santander UK
Rebecca McNeil	Chief Operating Officer	Business Banking Barclays UK
Lara Morgan	Founder	Companyshortcuts.com
Jon Rhodes	Director of External Affairs, Communications & Marketing	Business Growth Fund
Elizabeth Vega	Global CEO	Informed Solutions

FINANCE AND RISK CAPITAL COMMITTEE

NAME	TITLE	ORGANISATION
Steve Bates	CEO	BioIndustry Association
Simon Calver	Partner at BGF Ventures : Chairman UKBAA, Gousto	BGF Ventures, UKBAA
Shiona Davies	Director	BDRC
Michael Higgins	Chairman of Ebiquity PLC. Non-Executive Director of the Quoted Companies Alliance	Quoted Companies Alliance
Keith Morgan	CEO	British Business Bank
Luca Peyrano	CEO	Elite
Richard Phelps	Managing Director of Senior Relationship Management	Barclays Investment Bank
Guy Rigby	Partner	Smith & Williamson
Sam Smith	CEO	finnCap
Marcus Stuttard	Head of AIM	London Stock Exchange
George Whitehead	Venture Partner Manager	Octopus

For more information on our Committees and the programmes that have significant impact on scaleups please refer to our website: www.scaleupinstitute.org.uk

