

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 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 scaleup companies.
- **BUILDING LEADERSHIP CAPABILITIES AND CAPACITY** – to support leadership capability and transformation in scaleup 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
Lucinda Bruce-Gardyne	The Board
Sahar Hashemi	The Board
Thomas Hoegh	Evidence
Charlotte Keenan	Leadership Development
Luca Peyrano	Finance
Tamara Rajah	Evidence
Andy Richards	The Board
Jon Rhodes	Access to Markets
Sancho Simmonds	Finance, Audit and Risk
Jon Steinberg	Talent and Skills
Professor Peter Tufano	Evidence

Thanks go to Reid Hoffman and Martha Lane Fox for their inspiration in the setup of the ScaleUp Institute and who will continue to be Ambassadors and guide our thinking in the future. We welcome new board members Lucinda Bruce-Gardyne, Sahar Hashemi and Andy Richards and look forward to working with them over the coming years.

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
Toby Austin*	Co-Founder and CEO	Beauhurst (scaleup)
Tudor Aw	Partner	Technology Sector Head, KPMG Europe LLP
Lord Karan Bilimoria CBE*	Chairman and 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*	Founder & CEO	Quill
Jessica Butcher*	Co-Founder & Director	Blippar
Claire Cockerton	Founder & CEO	Plexal
Louise Conolly-Smith	Senior Key Account Manager – North America	London & Partners
Janet Coyle	Principal Adviser; Non Executive Director	London & Partners; Rocksteed
Julian David	CEO	TechUK
Julie Deane*	Founder & CEO	Cambridge Satchel Company
Jacqueline de Rojas	President; Chair; Non-Executive Director	TechUK; Digital Leaders; Rightmove
Samir Desai*	Founder & CEO	FundingCircle
Gi Fernando, MBE*	Founder & CEO	Freeformers / Serial Entrepreneur
David Gammon*	Founder & CEO	Rockspring
Nick Giles	Co-Founder	Seven Hills Group
Daniel Glazer	Partner	Wilson Sonsini Goodrich & Rosati
Priya Guha	Ecosystem General Manager	RocketSpace UK London Tech Campus
Chris Haley	Head of New Technology and Startup Research	Nesta
Michael Hayman	Co-Founder	Seven Hills Group
Davor Habel	Partner	Fidelity Growth Partners
Sahar Hashemi, OBE	Co-Founder	Coffee Republic
Taavet Hinrikus*	Founder & CEO	Transferwise
Brent Hoberman*	Executive Chairman	Founders Factory
Reid Hoffman*	Partner	Greylock
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
Damian Kimmelman*	Co-Founder	Duedil
James Klein	Partner, Corporate Team	Pennington Manches
Bethany Koby*	Co-Founder & CEO	Technology Will Save Us
Martha Lane Fox*	Founder	Lastminute.com
James Layfield*	CEO	Central Working
Alastair Lukies	Founding Partner, Origination	Motive Partners
Mike Lynch*	Founder	Invoke Capital
Stephen Maher	CEO	MBA
Dr Ruth Mckernan*	Neuroscientist, Innovator	Non-Executive Director, Various
Frank Meehan*	Co-Founder and General Partner	Sparklabs Global Ventures
Jose Neves*	Founder & CEO	Farfetch
Caroline Norbury	CEO	Creative England
Kathryn Parsons	Co-Founder and CEO	Decoded
Caroline Plumb, OBE*	Founder & CEO	Fluidly, previously started and scaled FreshMinds
Russ Shaw*	Founder	Tech London Advocates
Jeremy Silver	CEO	Digital Catapult Centre
Emma Sinclair, MBE*	Co-Founder	EnterpriseJungle
Sam Smith*	Founder & CEO	finnCap
Nick Sturge*	Co-Founder & Managing Director	Engine Shed
Jenny Tooth	CEO	UKBAA
Sarah Wood*	Co-Founder & Non-exec Chair	Unruly
Hakim Yadi, OBE*	Founding CEO	Northern Health Science Alliance

Those denoted by a * are also Members of the ScaleUp Institute.

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
Tina Baker	Partner	Withers Tech
Sherry Coutu CBE	Chair	ScaleUp Institute
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
Thomas Hoegh	Investor, Entrepreneur and Co-Founder	Arts Alliance
Professor Daniel Isenberg	Professor of Entrepreneurship Practice	Babson Executive and Enterprise Education
Tamara Rajah	Founder & CEO	Live Better With
Professor Peter Tufano	Dean & Professor of Finance	Saïd Business School, Oxford University

Talent and skills committee

NAME	TITLE	ORGANISATION
Sherry Coutu CBE	Chair	ScaleUp Institute
Dr David Docherty	Strategic Advisor to the Council	National Centre for Universities and Business
Ty Goddard	Co-founder; Chair	The Education Foundation; Edtech UK
Lesley Giles	Director	Work Foundation
Claudia Harris	CEO	Careers Enterprise Company
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
Charlotte Keenan	Executive Director	Goldman Sachs
Anne Kiem	CEO	Chartered ABS
Geoff Lawrence	Managing Director	Vistage UK
John Morris	Partner	Smith & Williamson
Stephen Pegge	Group External Relations Director	Lloyds Banking Group
Claire Ruskin	CEO	Cambridge Network
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
Ben Brabyn	Head of Level39	Level39
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
Richard Jeffery	Director of Business Growth	The Growth Company
Mark Ling	Managing Director	Santander UK
Lara Morgan	Founder	Companyshortcuts.com
Andy Page	CEO	Sharing in Growth UK Ltd
Jon Rhodes	Non Executive Director	ScaleUp Institute
Jeremy Silver	CEO	Digital Catapult Centre
Natasha Thomas	Director of Government Relations	Sage
Elizabeth Vega	Global CEO	Informed Solutions

Finance and risk capital committee

NAME	TITLE	ORGANISATION
Steve Bates	CEO	BioIndustry Association
Simon Calver	Partner; Chairman	BGF Ventures; UKBAA, Gousto BGF Ventures, UKBAA
Shiona Davies	Director	BDRC
David Gammon	CEO	Rockspring
Michael Higgins	Chairman; Non-Executive Director	Ebiquity PLC; Quoted Companies Alliance
Keith Morgan	CEO	British Business Bank
Luca Peyrano	CEO ELITE	London Stock Exchange Group
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 Group
George Whitehead	Venture Partner Manager	Octopus
Henry Whorwood	Senior Consultancy Associate	Beauhurst

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



Sherry Coutu and Irene Graham at DEG 2018

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The ScaleUp Institute
101 Euston Road
London
NW1 2RA

info@scaleupinstitute.org.uk
www.scaleupinstitute.org.uk
[@scaleupinst](https://www.instagram.com/scaleupinst)