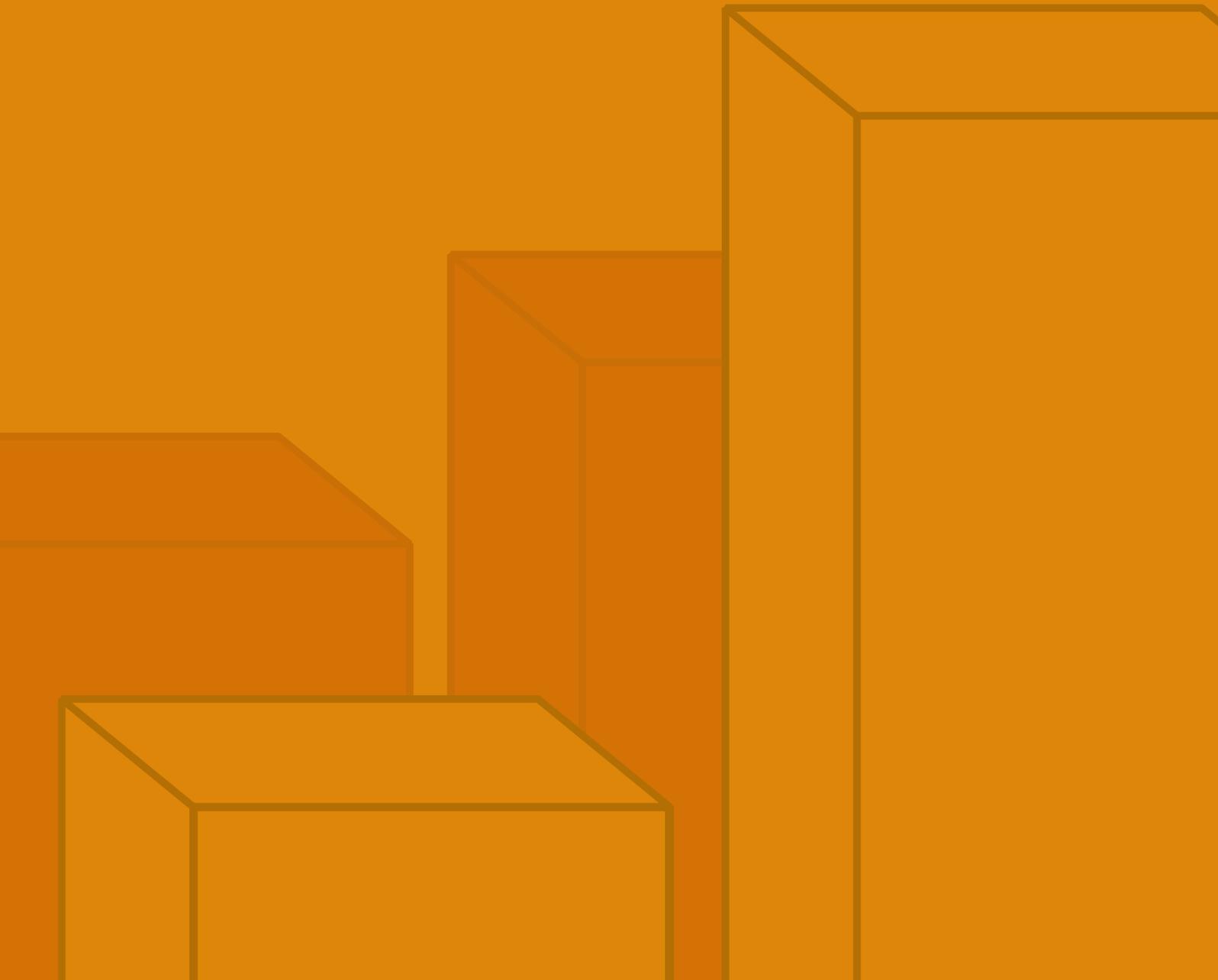


Chapter Five

Looking forward



Making the UK the best place to scale a business

We have come a long way together since 2014 when we first took stock of the barriers that prevented companies from scaling further and faster – and what could be done to break them down. Much has been achieved since then, but much also remains to be done.

Our 2016 Review reported upon how local and national players were establishing a more focused ecosystem for scaling companies. Across 2017, through research, data and education, we developed the route map for local ecosystems to come together to address their scaleup barriers and we brought a scaleup lens to the national policy agenda.

In 2018 more local communities have moved forward with valuable practical initiatives after participating in the ScaleUp Institute's education programme Driving Economic Growth through ScaleUp Ecosystems. Further progress has also been made within the private, public and educational sectors, giving us new exemplar programmes which we can endorse. The UK Government has further embedded scaleups into its Industrial Strategy; Export Strategy; the Patient Capital Review; and, in the Chancellor's November Budget. The cross-governmental role of Ministerial Champion for Scaleups has been maintained.

We need to continue at pace if we are to realise our ambition to move the UK to the top of the OECD ranks in growing a business, with the hundreds of thousands of jobs, billions in economic value and prosperity that would bring.

Overall, scaleup density has been improving, but the national picture masks the significant local diversity and drivers of scaling up. This reinforces the need for targeted local action. A large proportion of scaleup leaders are concerned about whether the UK will continue to be a good place to grow a business and do not believe they are as well served as businesses that are not growing as fast. We must continue to work very hard at how we coordinate and collaborate in order to address their concerns. Only by doing so will we close the scaleup and productivity gaps.

The ScaleUp Institute will maintain momentum with an ongoing programme of analysis, research, education, and local engagement. Our Committees will continue to evaluate the evidence provided through case studies, with a particular emphasis on local and regional programmes, and we will continue to recommend policy actions for Local and Central Government and the private sector to address the barriers faced by scaling business leaders.

Our number one priority remains the acceleration of the harnessing of existing Government data sources to identify scaling businesses. If this can be completed at pace, we will unlock and dramatically enhance intra-governmental, local and private sector engagement with our fastest growing firms. We view this as vital outcomes from the Scaleup Taskforce and Industrial Strategy.

The three P's – People, Place and Productivity – remain crucial, as is the coordination and curation of services at local level. Scaleup business leaders most value locally-rooted resources and services to foster their growth. We will keep the emphasis on local actions because that is where real value lies for scaleups and where they most want action to occur. Yet our new research this year has shown that the provision of scaleup support is variable across the country. We will report once more on progress in November 2019 and developments as they unfold throughout the year.

We have also seen how innovation, investment and internationalism are integral to scaleup success. This makes them of even greater importance now. We must ensure that the scaleup gap, which existed before the UK referendum on EU membership, closes rather than opens wider.

We pledge ourselves again to the vision of making the UK the best place in the world for a leader to choose to scale their business. We encourage you to join us in making this ambition a reality.

¹ The Driving Economic Growth Through Scaleup Ecosystems Course is supported by Goldman Sachs 10,000 Small Businesses UK, Innovate UK and, in 2018, the British Business Bank.

