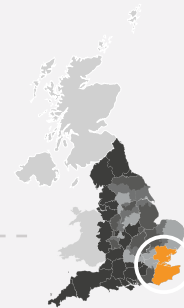


SOUTH EAST LEP



Data provided by ONS

KEY SECTORS:



TOTAL NO. OF SCALEUPS

2020

NO. BY EMPLOYEE GROWTH

730

NO. BY TURNOVER GROWTH

1690

NO. BY EMPLOYEE AND TURNOVER GROWTH

400

TOTAL EMPLOYEES

143,244

TOTAL TURNOVER

£22.8bn

TOP 5 VISIBLE SCALEUPS BY EMPLOYEE GROWTH

MOTORCLEAN

Motorclean provides car valeting services to retailers of cars.

CONNELY GROUP

Connely Group provides interior and exterior drylining and facade finishing services.

APOGEE CORPORATION

Apogee Corporation manufactures and sells hardware and software used in office print and processing systems.

CALL ASSIST

Call Assist provides vehicle rescue services for broken down cars, bikes and marine vessels.

NATURE'S FINEST

Nature's Finest has developed a range of fruit salads in juice.

TOP 5 VISIBLE SCALEUPS BY TURNOVER GROWTH

COOPER ESTATES

Cooper Estates operates a property investment and development company. Civils operates a construction company, working on a range of projects from aviation infrastructure to residential properties.

SMITH & OUZMAN

Smith & Ouzman prints secure documents for a range of clients such as universities, banks and governments; applying a variety of technologies to ensure security, such as watermarks and holograms.

E&S HEATING & VENTILATION

E&S Heating & Ventilation manufactures and installs ductwork for the construction industry.

GROUND CONTROL

Ground Control provides a range of grounds maintenance services, such as snow clearance, landscape design, gardening and roofing.

Data powered by Beauhurst

LOCAL LEP SCALEUP PROGRAMMES

To meet the needs of the markedly different sectors and clusters in the South East LEP's area, three regional sub-hubs – Business Essex Southend and Thurrock, Business East Sussex and the Kent and Medway Business Hub – deliver targeted action.

Programmes offered in the region include Scaleup Ashford – a six-month bespoke programme of support led by a business coach. Scaleup West Kent launched in October. Sandwich's Discovery Park is providing scaleups with the space and support to progress on the site of Pfizer's former European research headquarters – now a vibrant community of scientists, innovators, process designers, experts and professionals.

The LEP is also reviewing evidence from scale-up projects in comparable areas to develop a bespoke programme.

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

SCALEUP VIEWS:

The key barriers to growth are access to talent and access to UK markets. They are looking for a range of support from public sector funding for innovation, business support from government, LEPS and procurement contracts to the British Business Bank.

Analysis by BVA BDRC from the Scaleup Survey 2018

TOP BARRIERS TO GROWTH:



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



Access to markets and customers internationally

WANT TO SEE MORE OF:

- British Business Bank
- General business support from local or national Government LEPS (Local Enterprise Partnerships)
- Procurement contracts
- Public sector funding for innovation and R&D (e.g. tax credits)



WHAT'S NEXT/FUTURE PLANS: The LEP plans to develop a peer-to-peer network for scaling businesses in Essex and offer bespoke sector-specific scale-up programmes at the Discovery Park Enterprise Zone. In East Sussex the LEP will select companies to trial a number of different intervention models.

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 2016. 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.