

# SWINDON AND WILTSHIRE LEP



Data provided by ONS

## KEY SECTORS:



TOTAL NO. OF SCALEUPS

335



NO. BY EMPLOYEE GROWTH

135



NO. BY TURNOVER GROWTH

280



NO. BY EMPLOYEE AND TURNOVER GROWTH

80



TOTAL EMPLOYEES

33,113



TOTAL TURNOVER

£8.2bn

## TOP 5 VISIBLE SCALEUPS BY EMPLOYEE GROWTH

**ANIMAL FRIENDS PET INSURANCE**  
Animal Friends provides pet insurance.

**WILTSHIRE CONCRETE**  
Wiltshire Concrete distributes a range of building materials and machinery for hire and sale such as concrete mixers, pumps and skips.

**TITHEGROVE**  
Tithegrove provides civil engineering and groundworks services on a contractual basis.

**TMTI**  
TMTI provides businesses with tech support services such as customer helplines, product testing and interactive simulations and tutorials.

**RED HOUSE FOODS**  
Red House Foods produces a range of gluten-free food.

## TOP 5 VISIBLE SCALEUPS BY TURNOVER GROWTH

**ATLAS GENETICS**  
Binx Health (formerly Atlas Genetics) is developing devices designed to diagnose a range of infectious diseases, including chlamydia and gonorrhoea.

**MYOPTIQUE GROUP**  
MyOptique Group runs several online optical retailers that sell prescription glasses, sunglasses and contact lenses.

**TITHEGROVE**  
Tithegrove provides civil engineering and groundworks services on a contractual basis.

**BIG VAN WORLD**  
Big Van World runs an online car dealership for new and used vehicles, specialising in vans.

**REPL**  
REPL manufactures cable accessories, such as cable joints, cable terminations and heatshrink.

Data powered by Beauhurst

## LOCAL LEP SCALEUP PROGRAMMES

The LEP continues to work with a partner delivering the Inspire Elite Programme for scaleups. This programme focuses on a combination of peer-to-peer networking – now involving 150 businesses – and education, intensive support through workshops, one-to-one advice and senior management team mentoring and a signposting service to all publicly funded programmes and commercial expertise.

Members are offered an in-house recruitment service, guidance on developing a successful distribution strategy, support to access funding and leadership development through the Goldmans Sachs 10,000 Small Businesses UK programme.

A key element of the programme is help to develop clear business strategies for growth. Businesses are offered strategy advice and guidance on developing a winning strategy, often followed by workshops with the whole management team.

For further information and 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:

The key barriers to growth are access to UK markets, access to talent and infrastructure. The key forms of support they are looking for are peer to peer networks and access to public sector funding for innovation, followed by Growth Hubs and general business support from local and national government.

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

Access to infrastructure/ premises and broadband

### WANT TO SEE MORE OF:

- Peer to peer networks
- Public sector funding for innovation and R&D (e.g. tax credits)
- General business support from local or national Government
- Growth Hubs



**WHAT'S NEXT/FUTURE PLANS:** Inspire Elite has now established in Bristol and recently recruited an Account Manager to lead work with scaleups in the area. The plan is to launch the programme in Heart of the South West (covering Plymouth, Exeter and Taunton) in 2019.

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.