

# THAMES VALLEY BERKSHIRE LEP



Data provided by ONS

## KEY SECTORS:



TOTAL NO. OF SCALEUPS

580



NO. BY EMPLOYEE GROWTH

250



NO. BY TURNOVER GROWTH

460



NO. BY EMPLOYEE AND TURNOVER GROWTH

130



TOTAL EMPLOYEES

94,267



TOTAL TURNOVER

£28.0bn

## TOP 5 VISIBLE SCALEUPS BY EMPLOYEE GROWTH

### HALA LIMITED

Hala Limited operates a Domino's franchisee, which operates a pizza restaurant chain.

### ARCHWAY SERVICES

Archway Services provides scaffolding and temporary access services on a contractual base.

### ANESCO

Anesco provides efficient energy product packages, energy cost-tracking and maintenance services.

### JAKE'S PLAYBARN

Jake's Playbarn operates a children's play centre and a mini farm.

### ALERTME

AlertMe has developed a device that aims to help homeowners reduce energy consumption. The company also enables clients to check their energy consumption online.

Data powered by Beauhurst

## TOP 5 VISIBLE SCALEUPS BY TURNOVER GROWTH

### DISPLAYDATA

Displaydata (formerly ZBD Solutions) designs and supplies electronic shelf labels (ESL) and associated software products for the retail industry.

### ALERTME

AlertMe has developed a device that aims to help homeowners reduce energy consumption. The company also enables clients to check their energy consumption online.

### ESP

ESP offers a range of IT support and consultancy services.

### NEILSON FINANCIAL SERVICES

Neilson Financial Services operates a number of international insurance brands that specialise in providing life insurance for families and the over 18s and over 50s age groups.

### TENEO

Teneo provides businesses with a variety of IT management, maintenance and support services, dealing both with infrastructure and software.

## LOCAL LEP SCALEUP PROGRAMMES

After investigating the specific needs of scaleups in its area, including using one-to-one interviews with business leaders, Thames Valley Berkshire has launched the ScaleUp Berkshire Programme aimed at ambitious businesses with turnover above £1m to make existing offerings visible and close the gaps identified during the mapping process. The new fully-funded ScaleUp Berkshire Programme will be targeted to existing and potential scaling businesses identified via the LEP's own dataset and the HMRC pilot. It will:

- Explain services and support available locally and nationally and connect businesses to relevant support;
- Provide one-to-one account management support to help businesses develop their strategy;
- Connect businesses to tools to implement and monitor their business strategy; and,
- Introduce businesses to other local scale-up business leaders to share ideas, learn what works and build mutually beneficial relationships.

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 talent and UK markets. They are also looking for access to infrastructure and to external support and advice, citing local support in the form of peer to peer networks, local professional services and local and regional government.

Analysis by BVA BDRC from the Scaleup Survey 2018

## TOP BARRIERS TO GROWTH:



TALENT AND SKILLS

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



ACCESS TO MARKETS

Access to markets and customers internationally



INFRASTRUCTURE

Access to infrastructure/ premises and broadband

## WANT TO SEE MORE OF:

- Local and Regional Government e.g. LEPS, Growth Hubs, city councils
- Local professional services e.g. accountants and lawyers
- Peer to peer networks



**WHAT'S NEXT/FUTURE PLANS:** The ScaleUp Berkshire Programme will be rolled out over 2018-2020 with plans to recruit and account manage a minimum of 25 existing and potential Berkshire scaleups per year. The Advisory Group will review sustainability over time and make recommendations to the LEP so that the Programme has longevity beyond the initial 2-year period of BEIS funding.

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.