

ScaleUp Public Procurement Index

USING VISIBLE SCALEUP DATA

IN COLLABORATION WITH TUSSELL

ACKNOWLEDGEMENTS

Our thanks to our partners, supporters and contributors to this document. Data on visible scaleups based on the ScaleUp Index 2018 which was co-produced by ScaleUp Institute and Beauhurst. The ScaleUp Index can be accessed at <http://www.scaleupinstitute.org.uk/research/the-scaleup-index-2018/>

Beauhurst

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Introduction

Gus Tugendhat, Founder, Tussell

Scaleups are still not winning a big enough proportion of UK government contracts. But by harnessing transparency data we can at least monitor the situation and put in place reporting to improve it.

Scaleups can bring energy and innovation to the public sector. And winning a government contract confers a halo effect on the scaleup, giving it credibility and making it more visible to providers of finance in search of creditworthy SMEs in growth mode. So there is potential for a virtuous circle which should be promoted.

We are seeing a trend where more innovative local authorities are turning cost pressure to their advantage - to rethink, for example, the way that social care is being delivered. This can play to the advantage of scaleups offering more disruptive and flexible technology-based solutions to age-old problems.

The central versus local factor

What we currently observe is that central government mainly procures through OEMs and as such government needs to continue to encourage those OEMs to downstream buy from smaller scaleups in their supply chain - and measure that. On G-Cloud, however, SMEs won 45% of total contract value in 2018 - well above the government's 33% target. This demonstrates that, at least at the fore-front of public sector tech procurement, quality of the bid matters more than size of the company.



Foreword

Irene Graham, CEO, ScaleUp Institute

The public sector represents a huge and vital source of potential growth for scaleups, often providing a key “anchor customer” in their growth and development. Equally, buying from scaling companies represents a valuable opportunity for the public sector to support and engage with the UK’s most innovative and productive companies. Fostering greater levels of public sector procurement from scaleups is a win-win.

The ScaleUp Institute has partnered with Tussell, a leading source of data on government contracts and tenders, to review scaleups’ participation across the breadth of public sector procurement in the calendar year of 2018.

This second edition of our Index provides a comprehensive review of public procurement from scaleups in 2018, including a complete list of the 423 visible scaleups who supplied the public sector in 2018, and the local and national government bodies who procured from them.

Our ScaleUp Public Procurement Index matches information on visible scaleups, those scaleups required to file accounts at Companies House, with the Government’s contract award data. This shows which

contracts and frameworks have been won by scaleup companies. It also shows which authorities most actively engaged with the scaleup ecosystem in 2018 and, just as importantly, where gaps and further opportunities remain. It provides a benchmark against which we can measure progress.

Our key findings from this analysis of 2018 include:

423 visible scaleups appeared on a total of 2,427 contracts issued by the wider public sector in 2018.

Visible scaleups won 1.2% of total public sector award value, meaning that both central and local government have more work to do to integrate scaleups into their supply chains.

Visible scaleups won over 2% of the total number of government contracts awarded in 2018.

Local Government buyers were the most important for visible scaleups in 2018: 38% of all contract awards issued to visible scaleups came from Local Government buyers, as well as 49% of the total value awarded.

Central Government awarded just 0.3% of the total value of their contracts to scaleups in 2018. There is much more for Central Government to do in order to engage with scaleups in the procurement process.

The top six regions in which visible scaleups won public sector contracts in 2018 were London, the South East, the North West, East of England, West Midlands and Scotland.

Outside of London, Manchester has the greatest concentration of contract-winning visible scaleups.

Older scaleup companies were more likely to win contracts. The average age of scaleup companies winning public sector contracts in 2018 was just under 28. Only one company incorporated in the last nine years won more than £50,000-worth of awards in 2018.

Northern Ireland-based IT company, Novosco, ranked as the top scaleup by total award value. It won the largest contract issued to a visible scaleup in 2018, which was from Cambridge University Hospitals NHS Foundation Trust.

28% of the scaleups that won public sector contracts in 2018 also raised funding in the year. This included the two most successful contract-winning scaleups in 2018, Novosco and Sevacare.

In 2018, 11 scaleups won more than £20m-worth of contracts by value:

Novosco: IT services, Belfast
Sevacare: care services, Wolverhampton
Buckingham Group Contracting: construction, Buckinghamshire
Human Support Group: care services, Manchester
Castlerock Recruitment Group: healthcare recruitment, Merseyside
Aspens: contract catering, Worcestershire
McLaughlin & Harvey: building and civil engineering contractors, Northern Ireland
Westminster Homecare: care services, London
Beard: construction, Swindon
AVB Group: advertising services, Belfast
Axis Europe: property services, London

3% of the visible scaleups issued with public sector contracts were founded by women.

Construction, health and restaurant services, and health and social services, IT & telecoms, and business and finance services were the main sectors in which the public sector procured from scaleups. These five sectors accounted for 84% of all contracts won.

Six contracting authorities have issued 20 or more awards to visible scaleups.

The top buyers from scaleups were FCO Services and Opus LGSS People Solutions. FCO Services provides a range of integrated, secure services worldwide to the Foreign & Commonwealth Office and other UK government departments. Opus LGSS is a joint venture between Opus People Solutions and LGSS, established in January 2017 to meet the temporary and interim recruitment needs of Cambridgeshire County Council. Both these organisations issued a large amount of recruitment contracts in the business and finance services sector.

The other top buyers from scaleups were the London Borough of Waltham Forest, Birmingham City Council, the University of the West of England, and the NHS Midlands & Lancashire Commissioning Support Unit.

The production of this Index would only be possible because of the transparency of data which is provided by the Government’s publication of contract awards. Publishing such data helps to demystify procurement processes and enable scaleups to engage more easily.

However, we must continue to break down the barriers - strategic, cultural, procedural and structural - that the public sector has in place and which can make engagement hard for scaling businesses.

In our 2018 Scaleup Business Survey, access to UK markets (which included government procurement and collaboration) was highlighted by scaleup leaders as their second greatest barrier to growth.

Across the UK, we are regularly told by scaleups that the most important help they can receive is the ability to access buyers in a timely, consistent and efficient manner. They consistently cite the culture and procurement processes that go with trying to become a public sector supplier (or to a large corporate) as difficult and time consuming to navigate.

We hope that this Index will encourage public sector bodies to engage with, and purchase more from, scaling businesses.

Our thanks again go to our partners and Tussell. We will publish the third Public Procurement Index of Visible Scaleups in November 2019.

We continue to recommend that both the public and private sector do more to engage with scaleups

Public bodies should use the inaugural Visible Scaleup Public Procurement Index to further improve their understanding and reporting on the procurement involving UK scaleups, including scaling businesses not yet visible at Companies House.

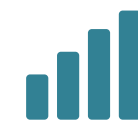
All public bodies should improve the way opportunities are promoted to scaleup companies by significantly raising the visibility of procurement champions and ensuring their roles have objectives and measurements. The Government should continue the evolution of Contracts Finder to become a smart platform and continue to develop more scaleup specific 'meet the buyer' events working with local areas and build on the current work underway as regards sandbox environments.

Large companies should report on the level of collaboration and procurement they source from scaleup companies.

Any procurement contracts with Government should require an increase in the amount of business undertaken with scaleups as part of the contracting process which should be monitored.

KEY FINDINGS

01



423

visible Scaleups appeared on



2,427

contracts issued by the wider public sector in 2018

02

On average, the contracts awarded to visible Scaleups were **larger** than those issued to SMEs.

03

Central Government awarded **just 0.3%** of the total value of their contracts to Scaleups in 2018. Local Government buyers were much better at engaging with Scaleups in 2018 than Central Government.

04

The **most successful** Scaleups were from London, the South East, and Manchester.



05

No recently incorporated Scaleup made it onto the list of the top 20 Scaleups by value of contract awards in 2018. Older Scaleups incorporated between 1975 and 2000 tended to dominate.

06

Northern Ireland-based IT company, **Novosco**, ranked as the top Scaleup by total award value and won the largest contract issued to a visible Scaleup in 2018.

07

The two most successful Scaleups in 2018, **Novosco** and **Sevacare**, both also raised funds.



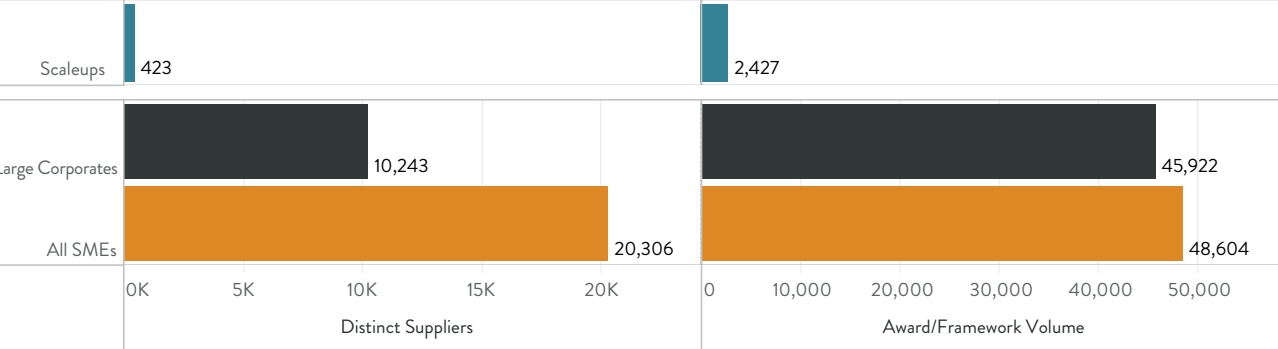
08

The gender imbalance of Scaleups that won contracts from the wider public sector in 2018 was pronounced. **Only 3%** of the visible Scaleups issued with public sector contracts were founded by women.

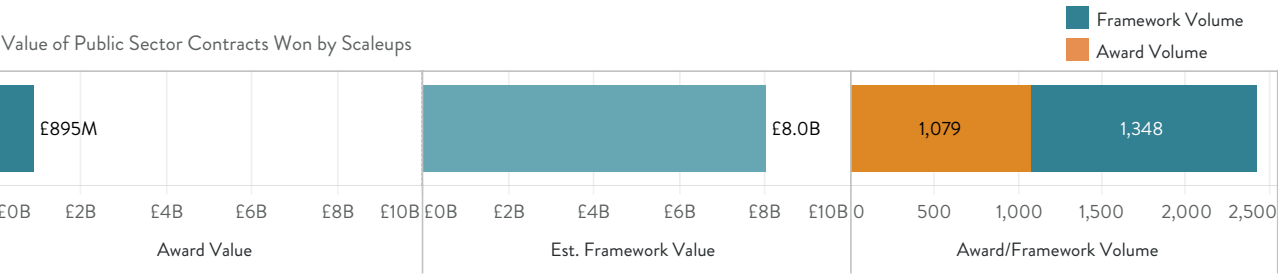
Scaleup Procurement Index 2018

In 2018, 423 visible Scaleups won a total of 2,427 contracts from the wider public sector*, including Central and Local Government, the NHS, and other organisations providing public services. This represents on average 5.7 contracts each, an increase on 2017 when 3.6 contracts were awarded per Scaleup.

Suppliers and Number of Contracts Won



Visible Scaleups won 1,079 contract awards worth a combined £895m during 2018, and were listed on 1,348 frameworks, with a potential value of up to £8bn.

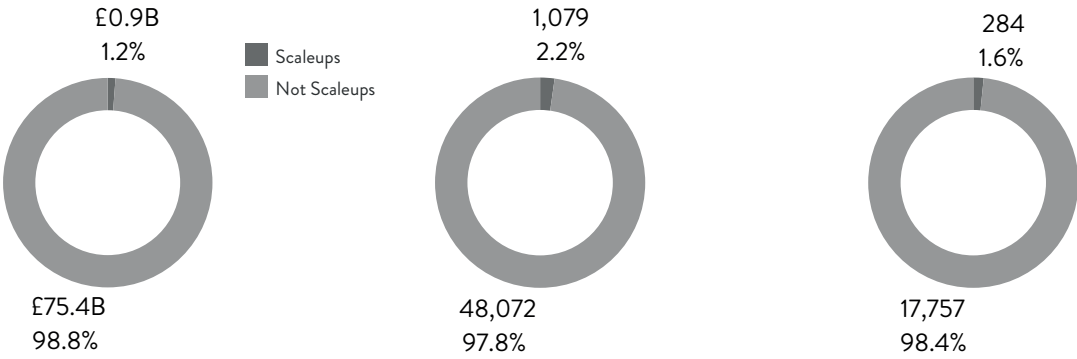


*AIM is a subsector of the London Stock Exchange. It allows smaller, less-viable companies to float shares with a more flexible regulatory system than is applicable to the main market.

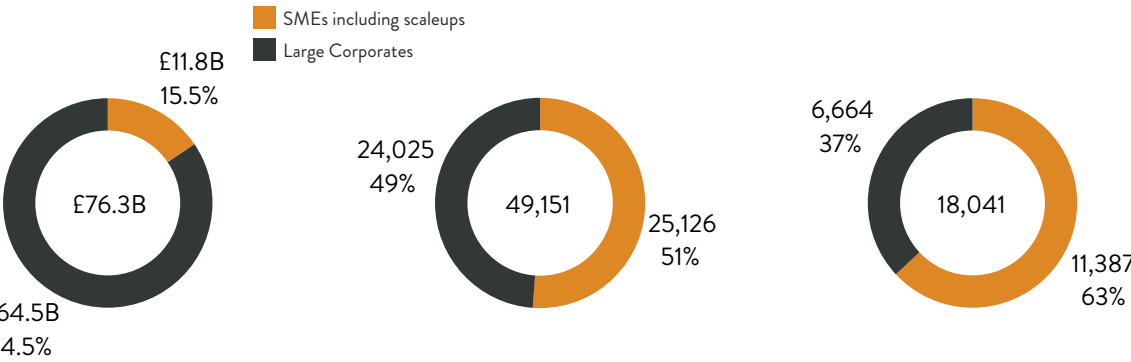
Scaleups in Context

Visible Scaleups won over 2% of all awards issued.

Value of awards won by visible Scaleups as a proportion of total value awarded Number of contracts won by visible Scaleups as a proportion of total number of contracts awarded Number of Scaleups as a proportion of total distinct suppliers awarded contracts

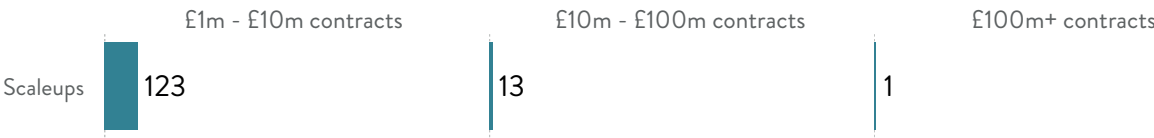


Value of awards won by SMEs as a proportion of total value awarded Number of contracts won by SMEs as a proportion of total number of contracts awarded Number of SMEs as a proportion of total distinct suppliers awarded contracts



Visible Scaleups won 1.2% of total public sector award value. 13% of contracts won by Scaleups were worth over £1m.

Number of Large Awards Won



This research is based on Tussell data, which has been openly published on Contracts Finder (CF) and Tenders Electronic Daily (TED). This includes all tenders and contract awards published by UK Contracting Authorities over a certain amount. Contracting Authorities required to publish on CF and TED include Central Government Departments, Local Authorities, Housing Associations, Higher Education bodies, Schools and arms lengths bodies. Further information on the data underlying this research is available upon request.

A scaleup is an enterprise with average annual growth in employees or turnover greater than 20 per cent per annum over a three year period, and with more than 10 employees at the beginning of the period.

*Visible scaleups are those which meet the necessary size thresholds required to file turnover and employment figures at Companies House, filtering out subsidiaries, LLPs, charities, foreign headquartered businesses and acquired companies.

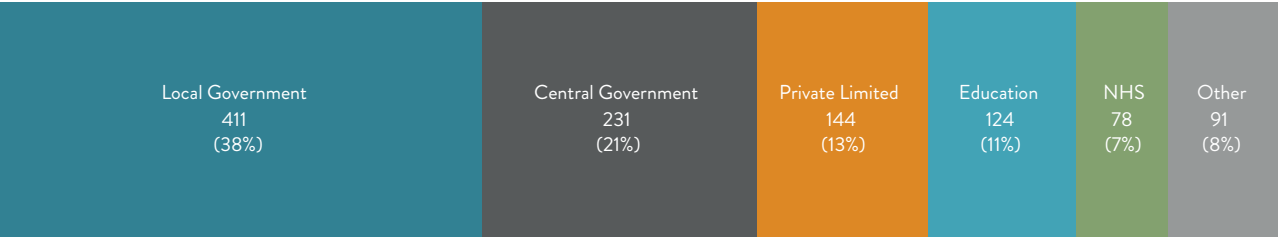
*Visible Scaleups for this report are those who have won a public sector contract during 2018. Unless otherwise stated all data relates to 2018

Value refers to the lifetime contract value of awards and frameworks won in the period. The reported value of frameworks (essentially preferred supplier lists) is the maximum value that could be issued over the course of the agreement. We estimate framework value by dividing this maximum equally between all suppliers listed on the agreement.

Buyer Type

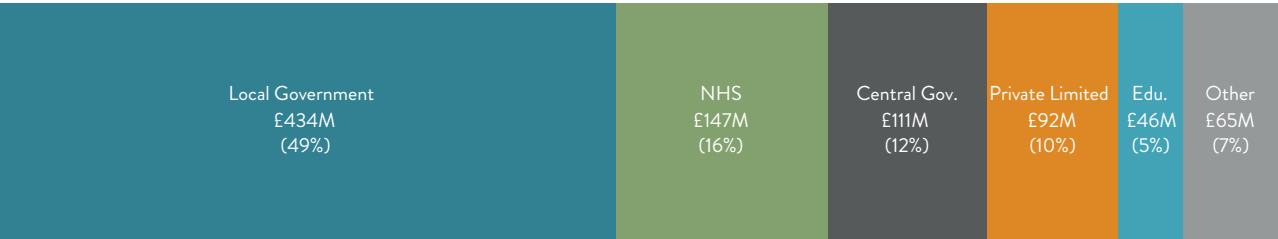
Local Government buyers were the most important for Visible Scaleups in 2018. 38% of all contract awards issued to Visible Scaleups came from Local Government buyers, as well as 49% of the total value awarded. The average value of contracts issued to Scaleups by the NHS tended to be larger, whereas awards from Central Government tended to be smaller.

Number of Scaleup Awards by Buyer Type*



Other = Charities and Non-Profits, Housing Associations, Parish Councils, Public Limited Companies, Limited Liability Partnerships, Royal Charter Bodies and The Church of England

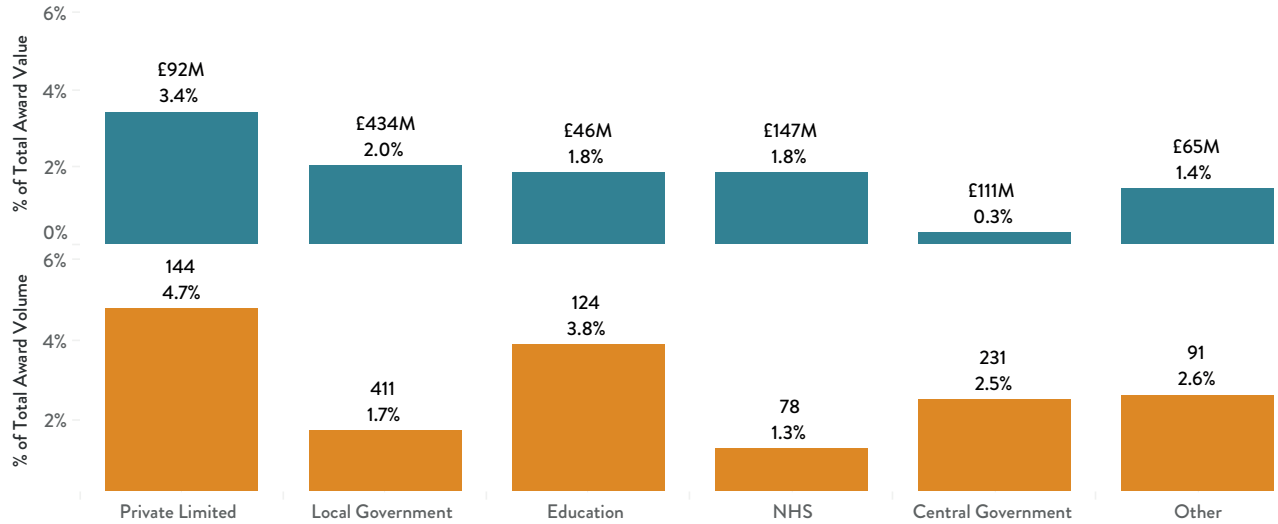
Value of Scaleup Awards by Buyer Type



Edu. = Further and Higher Education and Schools

Scaleups received both the greatest overall value and volume of awards from Local Government - 411 contracts worth a combined £434m. Central Government lagged far behind other parts of the public sector - awarding just £111m, or 0.3%, of the value of their contracts to Scaleups. Private Limited institutions, including Opus LGSS People Solutions and the Litmus Partnership, awarded the highest proportion of their contract value to visible Scaleups in 2018. These bodies awarded £92m, or 3.4%, of the total value of their awards to Scaleups.

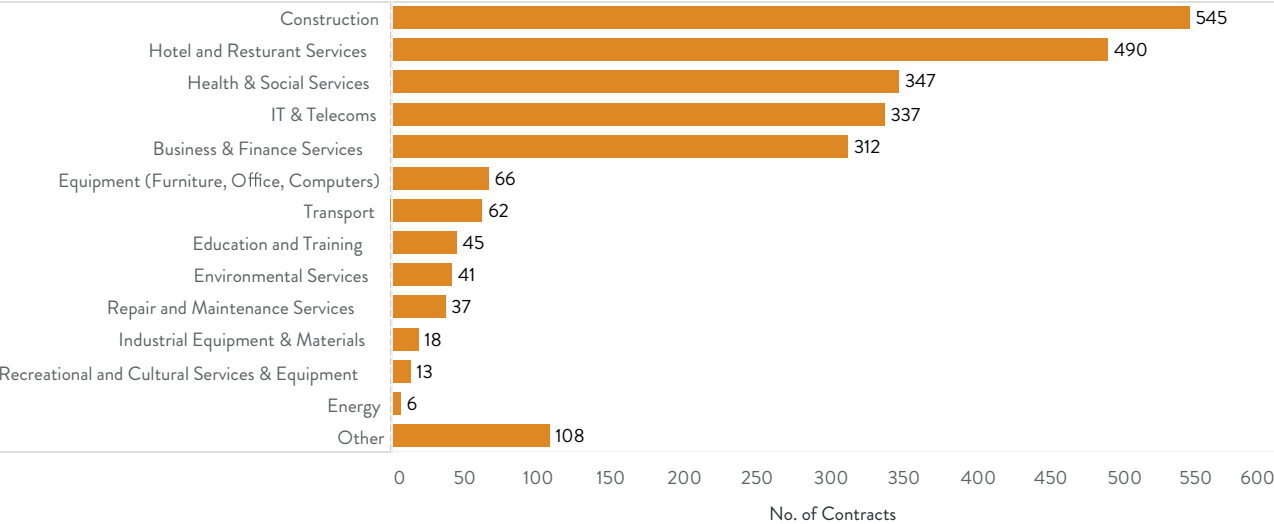
Percentage of Award Value and Volume Issued to Scaleups



Top Sectors

In 2018, 22% of all awards or frameworks issued to Scaleups were in the construction sector, the most of any sector in this period.

Number of Contracts Won by Scaleups by Sector



Regions

The visible Scaleups that won public sector contracts in 2018 were largely concentrated in London and the South East. Outside of London, the next most successful visible Scaleups came from Manchester. 11 Mancunian Scaleups either won awards or were named on public sector frameworks in 2018.

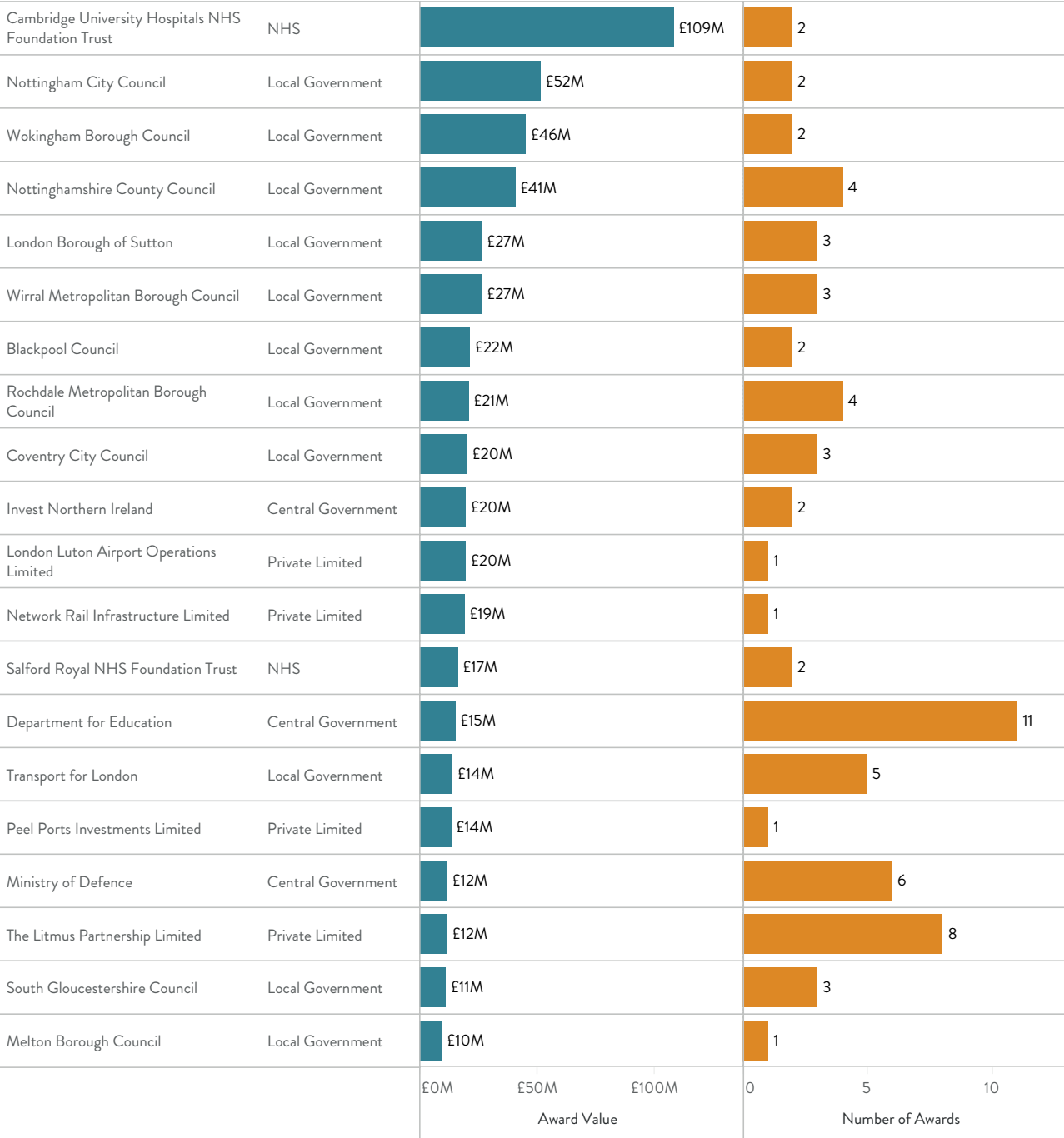
Number of Scaleups winning Contracts by Region (Minimum 10 Visible Scaleups)



Top Buyers - Awards

6 Contracting Authorities have issued 20 or more awards to visible Scaleups. These Contracting Authorities include Local Government, Central Government and NHS bodies. Cambridge University Hospitals NHS Foundation Trust issued £109m to Scaleups - the most of any public sector buyer. The three top public sector buyers all awarded just two contracts to Scaleups, showing that their contracts were far larger than those issued by other contracting authorities.

Top Buyers by Value of Awards issued to Scaleups



Top Buyers x Top Sectors for Visible Scaleups

In 2018, the biggest buyers tended to concentrate the contracts they awarded to visible Scaleups across few sectors. The London Borough of Waltham Forest, Opus Lgss People Solutions and Birmingham Council all awarded the vast majority of their contracts to Scaleups in one to two key sectors. The award count from FCO Services and Opus LGSS People Solutions was so high on account of the large amount of recruitment contracts these buyers issued in the Business & Finance Services sector.

Contracts Awarded to Scaleups by Top 10 Buyers by Sector

	Business & Finance Services	Health & Social Services	Construction	IT & Telecoms	Transport	Other	Grand Total
FCO Services	63		27	5			95
Opus Lgss People Solutions Limited	82						82
London Borough of Waltham Forest		49					49
Birmingham City Council		46				1	47
University of the West of England, Bristol		1	12			17	30
NHS Midlands & Lancashire CSU		28					28
Newcastle University	1		6	1		8	16
University of Birmingham			3	9		2	14
UK Shared Business Services Limited	1			8		5	14
Staffordshire County Council		13	1				14
SE Shared Services	4		8		1		13
Opus People Solutions Ltd	13						13
Public Health England	2	1		6		2	11
Metropolitan Police	1		10				11
Department for Education			3	3		5	11
Darlington Borough Council		7	1	1		2	11
Cabinet Office/CCS	3	2		1		5	11
Department for Work & Pensions	1	2		6		1	10
The Litmus Partnership Limited						8	8
North Yorkshire County Council					7	1	8
Durham County Council		6	1		1		8
Grand Total	171	155	72	40	9	57	504

Top Awards to Scaleups

Four of the largest awards issued to visible Scaleups were for Care and Support-related services. No one Scaleup was dominant amongst the top awards in 2018, with no supplier winning more than two of the largest contracts awarded.

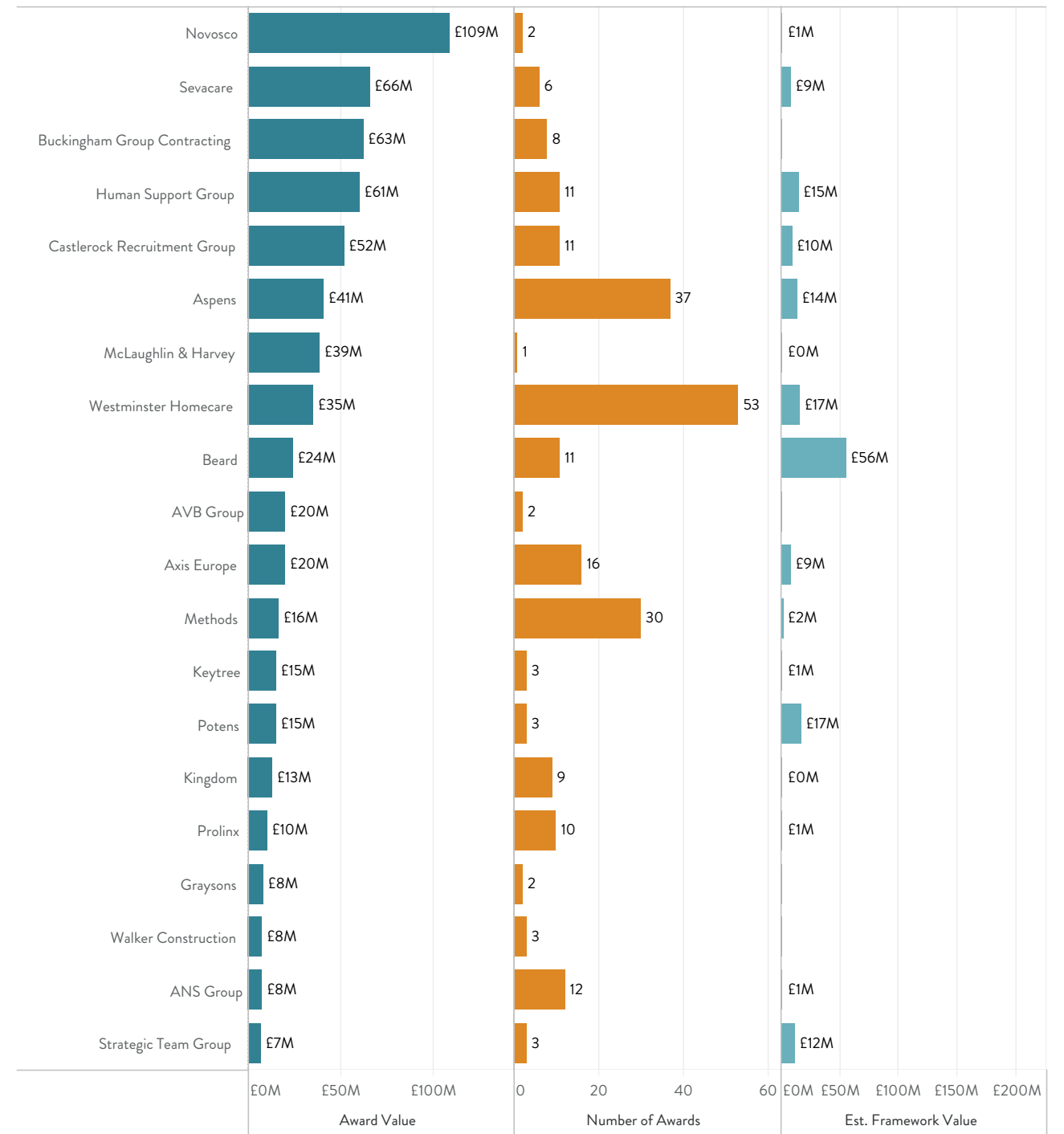
Top 10 Awards issued to Scaleups by value

Scaleup	Contracting Authority	Contract Title	Sector	Date Awarded	Award Value
Novosco Ltd	Cambridge University Hospitals NHS Foundation Trust	Provision of Outsourced Commodity IT Services	IT	11/06/2018	£109M
Sevacare (UK) Limited	Nottingham City Council	CPU 2094 Care at Home Service for Adults (Lead Providers)	Health & Social Services	23/01/2018	£26M
Westminster Homecare Limited	Nottingham City Council	CPU 2094 Care at Home Service for Adults (Lead Providers)	Health & Social Services	23/01/2018	£26M
McLaughlin & Harvey Limited	Wokingham Borough Council	Design and Build Contractor: Elms Field Redevelopment	Construction	16/03/2018	£39M
The Human Support Group Limited	Nottinghamshire County Council	Lead Provider Contracts (Home Based Care and Support Services)	Health & Social Services	11/06/2018	£35M
Castlerock Recruitment Group Ltd	Wirral Metropolitan Borough Council	Care and Support at Home Service	Health & Social Services	03/12/2018	£13M
Potensial Limited	Wirral Metropolitan Borough Council	Care and Support at Home Service	Health & Social Services	03/12/2018	£13M
Buckingham Group Contracting Limited	London Luton Airport Operations Limited	L17042-T-RCJC Design and Build Multi Storey Car Park 2 (MSCP2) and complementary works.	Construction	04/04/2018	£20M
Buckingham Group Contracting Limited	Network Rail Infrastructure Limited	131080 Leeds Station Capacity	Construction	18/06/2018	£19M
Keytree Limited	Peel Ports Investments Limited	PPIL/0028/ERP System Selection	IT	19/12/2018	£14M
Sevacare (UK) Limited	London Borough of Sutton	Home Care and Support Services 2018	Health & Social Services	07/11/2018	£13M

Top Scaleups

IT management company, Novosco, was the Scaleup that won the most valuable awards in 2018. Excluding frameworks, they were issued with contracts with a combined lifetime value of £109m. This was due to the fact that Novosoco was the Scaleup awarded the largest contract in 2018 - a contract for outsourced IT services issued by Cambridge University Hospitals NHS Trust.

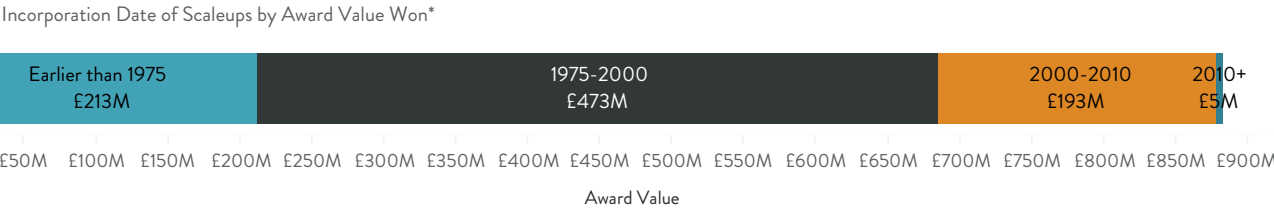
Top 20 Scaleups by Award Value



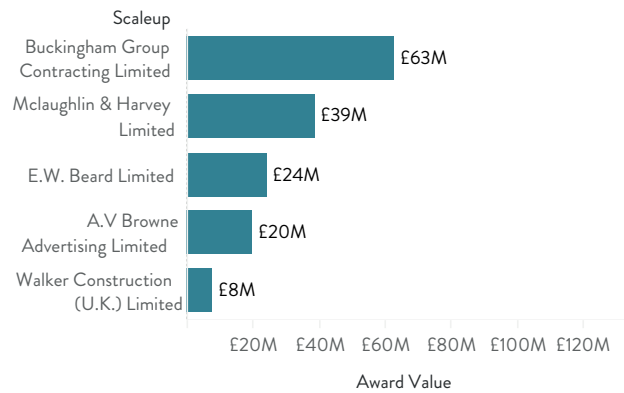
Scaleups by Date of Incorporation

Of the 423 visible Scaleups that won public sector contracts in 2018, the oldest was John Graham Holdings. The construction group, first incorporated in 1788, was named on three public sector frameworks in 2018.

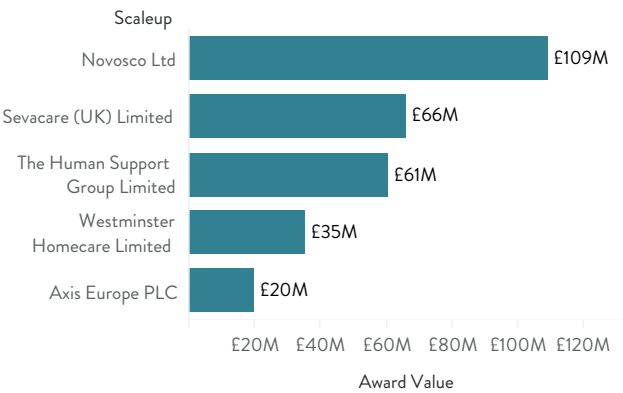
The average age of the Scaleups that won contracts from the public sector in 2018 was just under 28. Older Scaleups tended to dominate as a majority of the award value issued to Scaleups went to those incorporated between 1975 and 2000. Only 22% of the value awarded to Scaleups went to ones incorporated since 2000.



Top 5 Scaleups Incorporated Before 1975

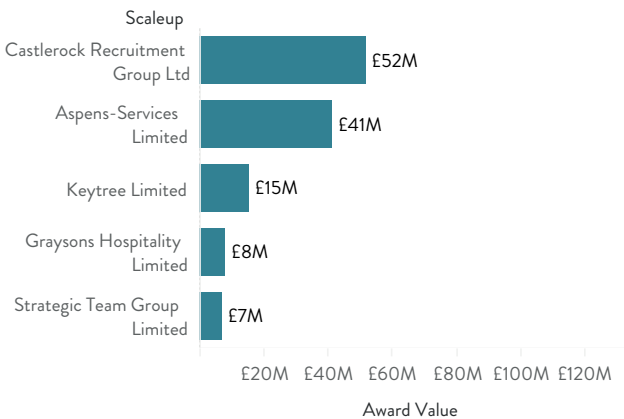


Top 5 Scaleups Incorporated Between 1975 and 2000

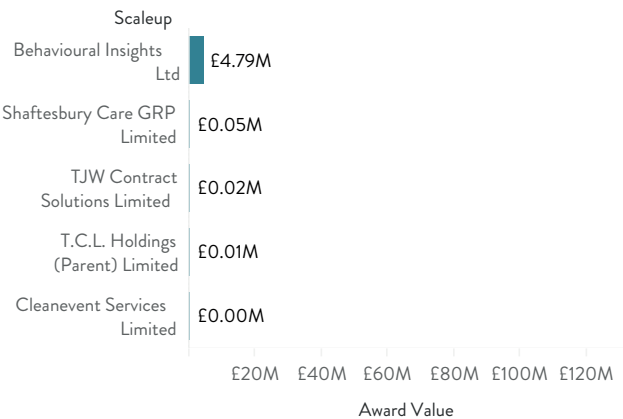


Scaleups incorporated after 2010 were not well represented amongst suppliers to the public sector. Behavioural Insights was the only Scaleup incorporated in the last 9 years that won over £50k worth of awards in 2018.

Top 5 Scaleups Incorporated Between 2000 and 2010



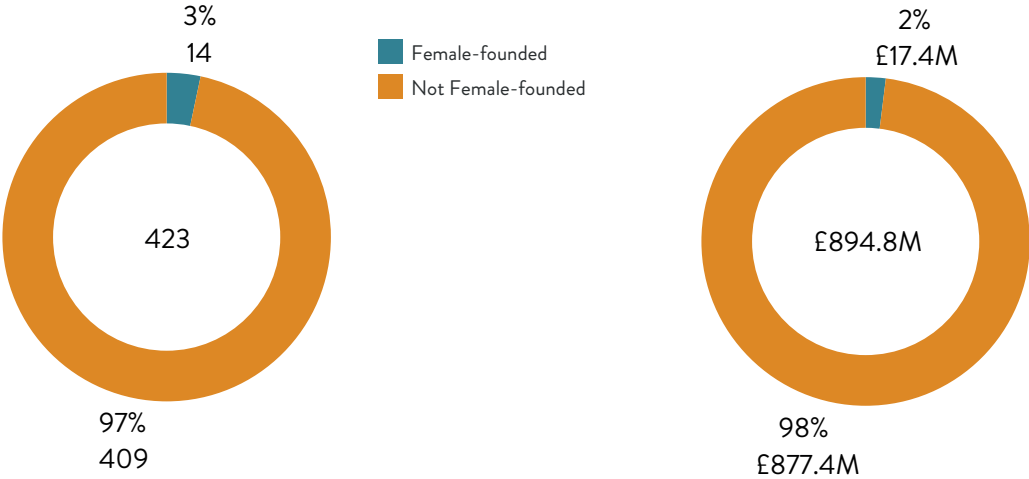
Top 5 Scaleups Incorporated after 2010



Female-Founded Scaleups

Of the 423 visible Scaleups that won contract awards or were named on public sector frameworks in 2018, only 14 were founded by women. Similarly only 2% of the £895m worth of awards issued to Scaleups by the wider public sector went to ones founded by women.

Number of Female-Founded Scaleups winning Government Contracts Value of Awards Issued to Female-founded Scaleups



87% of the award value issued to female-founded Scaleups in 2018 went to just one company, Potens. The health and support firm won the three largest contracts awarded to Scaleups that were founded by women. If it weren't for the success of Potens the gender imbalance of Scaleups winning public sector awards would be even more pronounced.

Top 10 Awards Issued to Female-founded Scaleups by value

Scaleup	Contracting Authority	Contract Title	Sector	Date Awarded	Award Value
Potens	Wirral Metropolitan Borough Council	Care and Support at Home Service	Health & Social Services	03/12/2018	£12.5M
Potens	South Tyneside Metropolitan Borough Council	Residential Care for Adults with a Learning Disability	Health & Social Services	31/03/2018	£1.4M
Potens	Durham County Council	Care Services at Langley Mews - Recovery Focused Supported Accommodation (Mental ..	Health & Social Services	29/03/2018	£1.3M
UKFast	Manchester City Council	TC933 - Provision of Data Centre Facilities and Migration Partner	IT	03/01/2018	£0.9M
Budget Energy	Choice Housing (Ireland)	PRN1143 Landlord Electricity Tender	Energy	02/11/2018	£0.8M
UKFast	Kent County Council	SS16019 – DBS System Hosting Services	IT	23/01/2018	£0.2M
Gainford Care Homes	Durham County Council	Provider Panel for Intermediate Care Plus (IC+) Beds within County Durham via a spot purcha..	Health & Social Services	05/09/2018	£0.2M
Holy Cross	NHS Midlands & Lancashire CSU	Care Home with Nursing – End of Life – 65+	Health & Social Services	26/04/2018	£0.1M
Red Snapper Recruitment	Police & Crime Commissioner for West Mercia	Temporary and Permanent Sta ff Via Agency	Business & Finance Services	04/01/2018	£0.0M
Carbosynth	Department for Environment, Food & Rural Affairs	Brucella Disaccharide Antigens	Health & Social Services	05/03/2018	£0.0M

Fundraising of Scaleups

118 of the visible Scaleups that raised funds in 2018 also won public sector contracts. The average amount of funds raised by these Scaleups was just over £10.5m.

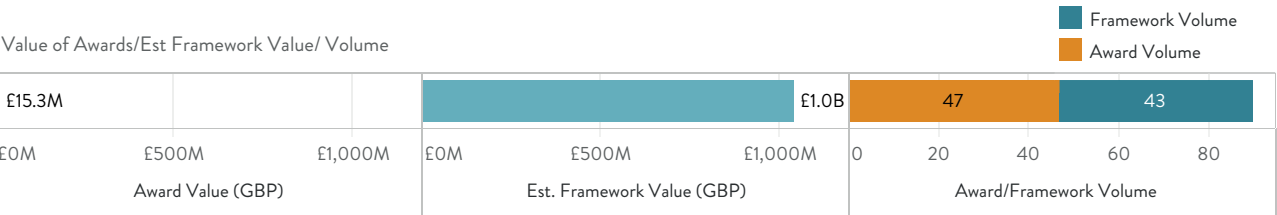
In terms of winning contracts, the most succesful firms that won fundraising were Novosco and Sevacare, who raised £600k and £5m in 2018 respectively. These two firms were also the two most succesful Scaleups overall.

Top 10 Awards issued to Scaleups that raised funds by value

Scaleup	Contracting Authority	Contract Title	Sector	Date Awarded	Award Value
Novosco Ltd	Cambridge University Hospitals NHS Foundation Trust	Provision of Outsourced Commodity IT Services	IT	11/06/2018	£109M
Sevacare (UK) Limited	Nottingham City Council	CPU 2094 Care at Home Service for Adults (Lead Providers)	Health & Social Services	23/01/2018	£26M
Castlerock Recruitment Group Ltd	Blackpool Council	Person Centred Home Care	Health & Social Services	14/12/2018	£11M
Sevacare (UK) Limited	Blackpool Council	Person Centred Home Care	Health & Social Services	14/12/2018	£11M
Castlerock Recruitment Group Ltd	Salford Royal NHS Foundation Trust	Provision of Home Care in Salford	Health & Social Services	30/04/2018	£8M
Sevacare (UK) Limited	Salford Royal NHS Foundation Trust	Provision of Home Care in Salford	Health & Social Services	30/04/2018	£8M
Sevacare (UK) Limited	London Borough of Sutton	Home Care and Support Services 2018	Health & Social Services	07/11/2018	£13M
Castlerock Recruitment Group Ltd	Wirral Metropolitan Borough Council	Care and Support at Home Service	Health & Social Services	03/12/2018	£13M
Castlerock Recruitment Group Ltd	Rochdale Metropolitan Borough Council	Care at Home Services (Adults)	Health & Social Services	09/02/2018	£10M
Kingdom Services Group Limited	Doncaster Metropolitan Borough Council	Provision of Enforcement Services Envirocrime and Parking Doncaster and Other Areas	Health & Social Services	31/05/2018	£9M
Sevacare (UK) Limited	London Borough of Sutton	Home Care and Support Services 2018	Health & Social Services	07/11/2018	£7M

Scaleups listed on AIM* in 2018

Over the course of 2018, 24 Scaleups listed on AIM won a total of 90 contracts, awards and frameworks included. The awards had a combined lifetime value of £15m, and the frameworks had a potential value of up to £1bn.



Inspired Energy won the largest public sector awards of AIM-listed Scaleups in 2018, but GB Group and Idox won the most awards. These two companies were awarded 8 contracts each.

Top Awards to AIM-listed Scaleups

Scaleup	Contracting Authority	Contract Title	Date Awarded	Award Value
Inspired Energy PLC	Countess of Chester Hospital NHS Foundation Trust	Energy Buying Partnership	03/10/2018	£10.0M
TP Group PLC	Ministry of Defence	DinfoCom/0023 Provision of Specialist Contractor Support to LE-TACCIS Programme	02/04/2018	£1.2M
Idox PLC	Wolverhampton City Council	Document Management System	17/07/2018	£0.7M
Idox PLC	Royal Borough of Kensington & Chelsea	Licensing & Planning IT Software	22/05/2018	£0.6M
Sta fflne Group PLC	New College Nottingham	1.8.2018 to 31.7.2019 – Delivery of Education and training qualifications eligible for funding under the Nottingham College Contract with the ESFA	12/06/2018	£0.4M
Fireangel Safety Technology Group PLC	Devon & Somerset Fire and Rescue Service	DS244-18 Supply of smoke alarms and hearing impaired alarm	29/06/2018	£0.3M
Harvey Nash Group PLC	Nottingham Trent University	Provision of Executive Search & Resourcing Services for Interim & Permanent Roles	11/07/2018	£0.2M
Idox PLC	Burnley Borough Council	Environmental, Planning, Building Control, Trading Standards, Licencing System	25/05/2018	£0.2M
Hargreaves Services PLC	Doncaster Metropolitan Borough Council	Haulage Contract	10/05/2018	£0.2M
GB Group PLC	Student Loans Company Ltd	Connexus IQ Licenses	10/03/2018	£0.2M

Conclusion

Public procurement is a vital market for scaleups, a valuable contract from a government department or local authority can be the vital customer a scaleup needs, acting as a catalyst for more growth opportunities. But of the £76.3 billion in contracts awarded by public sector bodies in 2018, only 1.2% was awarded to scaleups. This Index highlights the huge potential opportunities for scaleups, as well as the stark variation between localities and at a central level which can be improved upon.

Representing the whole of 2018, this Index is our benchmark by which we measure the progress of the Government's intent to do more with scaling firms. The policy announcements made in Spring 2018 reflected a range of the recommendations made by the ScaleUp Institute and Scaleup Taskforce to further move the dial including: expansion of Contracts Finder to include large corporate supplier subcontracting opportunities, and the development of procurement champions across all Government departments. The Index will be a tracker by which to measure whether the announcements actually deliver meaningful impact.

There still remains much more to be done if we are to address the significant scaleup procurement gap compared to larger businesses.

These are areas we wish to see further progress on:

- Contracts Finder being better used by the public sector, more user oriented, and better known among the scaleup business population.
- Procurement champions having clear objectives and measurements. They should work to a defined job description, with clear expectations and recognised outputs and be more visible in localities and sectors.
- OEMs and Tier 1 companies working with Government being further encouraged to work with scaleups in their supply chain. Productivity will be improved if interactions within supply chains can be enhanced and made more efficient.
- More 'meet the buyer' events being conducted with scaleup firms and Government departments, working closely with the emerging local scaleup programmes to make these more targeted.
- Qualifying thresholds should not be unnecessarily high as this can create significant hurdles for scaling firms.
- More timely advertising of procurement contracts.
- Informal notifications about upcoming tenders, in order to give scaleups time to prepare.
- Breaking larger opportunities into smaller packages, to enable scaleups to compete for a wider range of contracts where they would otherwise face capacity constraints.

Building an effective pipeline of procurement opportunities for scaleups will require a cultural change throughout the supply chain. We hope the Visible Scaleup Public Procurement Index kick starts this process and offers the opportunity for public and private sector organisations to become role models of working effectively with our fastest growing and most innovative business.

ANNEX 1

VISIBLE SCALEUPS WINNING PUBLIC SECTOR CONTRACTS IN 2018

3B Construction Ltd
8build Limited
A. & B. Engineering (Mechanical Service Division) Limited
A. & B. Glass Company Limited
A.V Browne Advertising
AA Woods Holdings Limited
Abbott Risk Consulting Limited
Abca Systems Limited
Academia Limited
Adams-Morey Limited
Agilityworks Limited
Airedale Catering Equipment Group Limited
Airedale Chemical Company Limited
AKA Group Limited
Alexander Dennis Limited
Allford Hall Monaghan Morris Limited
Allocate Software Limited
Altodigital Networks Limited
Amberon Limited
Amicus ITS Limited
Amvale Medical Transport Limited
ANS Group Limited
Antac Support Services Ltd
APS Group
Aran Services Ltd
Arlingclose Limited
Arrow Business Communications Limited
Asite Limited
Aspens-Services Limited
Aspirations Care Limited
At Medics
Avinity Limited
AVM Impact Ltd
Axis Europe
B.B. Price Limited
Baas Construction Limited
Bates Office Services Ltd
Behavioural Insights Ltd
Bell Microsystems Limited
Berry Recruitment Limited
Bertram Nursery Group Limited
Bestway (Holdings) Limited
BJSS
BLU 3 (UK) Limited
Blue Machinery (Scotland) Limited
Bluesource Information Limited
Boston Limited
Braeforge Limited
Bray And Slaughter Limited
Bri-Stor Systems Limited
Bridgehead Software Limited
Bridgeway Consulting Limited
Brightwells Limited
British Ceramic Tile Limited
BTS Group Limited
Buckingham Group Contracting
Budget Energy Limited
Building Recruitment Company Limited
C & C Catering Equipment Limited
C J Thorne & CO Limited
C.G. FRY And Son Limited
C.Wynne & Sons Limited
Cadline Limited
Calber Facilities Management Limited
Camo Ltd
Campbell & Kennedy Limited
Campion Homes Limited
Capstone Foster Care Limited
Carbosynth Limited
Care By Us Ltd

Careline Lifestyles (UK) Ltd
Castlerock Recruitment
Caterers Choice Limited
Celerity Limited
Central Roofing And Building Services Limited
Centrebus Limited
Champions (UK) PLC
Chaucer Group Limited
Chippindale Plant Limited
Cisilion Limited
City Build Manchester Limited
City Lifting Limited
City Technical Services (UK) Limited
Citysprint (UK) Limited
Claremont Group Interiors Limited
Cleanevent Services Limited
CME Medical UK Limited
CMS Enviro Systems Ltd.
Compass Building And Construction Services Ltd
Complete Price Eyewear Limited
Conamar Building Services Limited
Connect Physical Health Centres Limited
Construction Partnership UK Limited
Contractor Umbrella Limited
Cordant Group PLC
Cosmur Construction (London) Limited
Cygnnet Group Limited
D & B Scaffolding Limited
D.A.T.S. (Holdings) Limited
Daisy Holdings Limited
David Phillips Furniture Ltd
Deekay Technical Recruitment Limited
Delatim Limited
Desk Top Publishing Micro Systems Limited
Dexters London Limited
Direct Healthcare Group Limited
Direct Medics Ltd
Diversity Travel Limited
Dixons Contractors Ltd
Donald Ward Limited
Durbin PLC
E.W. Beard
EA Technology Limited
Ecometrica Limited
Edburton Contractors Limited
EDE & Ravenscroft Limited
Eden Scott Ltd
Edwards & Ward Limited
Edwards Coaches Limited
Empiric Solutions Limited
Emtec Group Limited
Equal Experts UK
ESP Global Holdings Limited
Essensys Ltd
Euromonitor International Limited
Evergood Associates Ltd
Excitech Limited
Executive Serviced Apartments Limited
Exponential-E Limited
F.P.Hurley & Sons Limited
F.S.H. (Group) Limited
Fibrax Limited
Financial Data Management
First Call Contract Services Limited
First Mile Limited
Firstnet Data Centres Limited
Fitzgerald Contractors Limited
Fleming Buildings Limited
Focus 4 U Ltd.
Fonacab (Belfast) Limited
Fordway Solutions Limited

Fox Building & Engineering Ltd
Fpcr Environment And Design Limited
Fundraising Innovations Limited
Future Cleaning Services Limited
Future Industrial Services Limited
Futures For Children Limited
G. O'Brien & Sons (Nationwide Demolition Contractors) Ltd
Gaia Technologies PLC
Gainford Care Homes Limited
Ganymede Care Limited
GAS World Ltd
Gemserv Limited
Generator Power Limited
Genmed.Me Limited
Geotechnics Limited
Gerald D. Harries & Sons Limited
Gibbs Hybrid Limited
Gigaclear PLC
Compass Building And Construction Services Ltd
Goodman Masson Limited
Graham
Graysons Hospitality Limited
Green Park Interim & Executive
Gulliver's Truck Hire Limited
H & A Mechanical Services
H.H. Smith & Sons Co.. Limited
Hales Group
Harris Construction Management Limited
Healthcare Environmental Services Limited
HGF Limited
Hi-Spec Facilities Services PLC
High Court Enforcement Group Limited
Hill Care 3 Limited
Hill Holdings Limited
HIT Training Ltd
Hlmad Limited
Hodgson Sayers Limited
Holt Doctors Limited
Holy Cross Care Homes Limited
HPS Marketing Communications Limited
Hugh L S Mcconnell Limited
Huntswood CTC Limited
Hutton Construction Limited
Hydraquip Hose & Hydraulics Limited
I. & H. Brown Limited
Iansyst Limited
ID Medical Group Limited
Ikon Science Limited
Inoapps Limited
Intechnology PLC
Integra Buildings Limited
Interact Medical Limited
Intercity Technology Limited
ITC Concepts Limited
J.C. Peacock & Co., Limited
J.Mallinson (Ormskirk) Limited
Jackson, Jackson & Sons Limited
James Hargreaves(Plumbers'Merchants)Limited
James Mason Limited
Jet Plant Hire Limited
JOE Roocroft And Sons Limited
John A. Russell (Joinery) Limited
John Flowers Limited
John Nixon Limited
Jumar Solutions Limited
Keltbray Group Limited
Keytree Limited
Kingdom Services Group Limited
Knights Care Limited
Knights Chemist Limited
Laker Building Management Solutions Limited

Lancer Scott Limited
Lanes Group
Larchwood Care Homes (North) Limited
LCC Group Limited
Lexon (UK) Limited
Liaison Financial Services Limited
Lifetime Training Group Limited
Liftec Lifts Limited
Lignacite Limited
Linbrooke Services Limited
Lincs. Electrical Wholesalers Limited
Linden Care Homes Limited
Logan Construction (South East) Ltd
Lookers PLC
Lucion Services Limited
M & J Group
M J Church (Plant) Limited
M.A.C. (Roofing & Contracting) Limited
M.J. Hickey Plant Hire & Contracts Limited
Macc Care Limited
Mansion House Consulting Limited
Mast Group Limited
Matthews & Tannert Limited
Maxwell Stamp PLC
Maxxima Limited
Mcgill & CO Ltd
Mcginley Support Services (Infrastructure) Limited
McLaughlin & Harvey Construction
Mcsa Group Limited
Mediaworks UK Limited
Medigold Health Consultancy Limited
Medstrom Ltd
Mellors Catering Services Limited
Memset Ltd
Metalliform Holdings Limited
Methods Advisory
Mick George Limited
Mildren Construction Limited
Millgate Computer Systems Limited
Mills Contracts Ltd
Monarch Acoustics Limited
Montpeliers (Edinburgh) Limited
Morningside Pharmaceuticals Limited
Morrow Contracts Limited
Morson Group Limited
Mosaic Island Ltd
Motion Picture Solutions Limited
MSI Group Limited
MTS Cleansing Services Limited
Munro Building Services Limited
Murray & Willis Limited
MV Commercial Limited
MWR Infosecurity Limited
Napp Pharmaceuticals
Network Utilities (Systems) Limited
Newport Paper Company Limited
Ngage Specialist Recruitment Limited
Niblock (Builders) Limited
Nisbets PLC
Norse Limited
Novosco Ltd
Nurse Plus And Carer Plus (UK) Limited
O'Connor Utilities Limited
Objectivity Limited
Odyssey Interactive Limited
Off Site Solutions (R T) Limited
One Medical Group Limited
ONI PLC
Optimum Group Services PLC
Options Resourcing Ltd
Outsource UK Limited

Ovenden Earthmoving Co. Ltd
Oxford Economics Limited
Oxford Nanopore Technologies Limited
P55 Limited
P.J. Thory Limited
Paragon Interiors Group PLC
Paramount Office Interiors Limited
PC Specialist Limited
Phelan Construction Limited
Pilgrim Foodservice Limited
Plan B Healthcare PLC
PLP Architecture Ltd
Popular Care Ltd
Potensial Limited
Powerday PLC
PPB Ltd
Practicus Limited
Pragmatic Printing Limited
Precision Industrial Services Limited
Premier Moves
Prepaid Financial Services Limited
Probrand Limited
Procare Group Limited
Procters Coaches (North Yorkshire) Limited
Prolinx Limited
PTS Consulting Group Limited
Qmac Construction Ltd
QS Quacquarellisymonds Limited
Quanta Dialysis Technologies Limited
Quod Limited
R & M Williams Limited
R Sons (Homes) Limited
R.B.A.Moody Bros(Contractors)Limited
R.J. Heathman (Contractors) Limited
R.J. Mcleod (Contractors) Limited
Radnor Hills Mineral Water Company Ltd
Red Snapper Recruitment
Redrock Consulting Limited
Reece Group Limited
Reliance High-Tech Limited
Renal Services (UK) Limited
Repl Group Worldwide Limited
Repl International Limited
Reply Limited
Republic of Media Limited
Riverside Truck Rental Limited
Robovision Limited
ROY Hankinson (Holdings) Limited
Royle Recruitment Limited
Rullion Limited
Runtime Collective Limited
Ryder Architecture Limited
S.H.B. Hire Limited
Safedem Limited
Sanctuary Personnel Limited
Scott Logic Limited
Searchlight Care Services Limited
Securigroup Limited
Seetec Business Technology Centre Limited
Select Health Care Limited
Sers Energy Solutions Limited
Service Care Solutions Ltd
Servium Limited
Sevacare (UK)
Shaftesbury Care GRP Limited
Sheringhams Fine Foods Limited
Show & Events Security Limited
Silverlink Software Limited
Smart Solutions (Recruitment) Limited
Smartpay Limited
Smartsourcing PLC

Snape Construction Limited
Solsbury Solutions Limited
Space & Time Media Limited
Space Solutions (Scotland) Limited
Specsavers Optical Superstores Limited
Speller Metcalfe
Squibb Group Limited
Stephensons of Essex Limited
Stor-A-File Limited
STR Group Limited
Strategic Team Group
Sunninghill Construction CO.
System Group Limited
T B F Thompson (Garvagh) Limited
T. MET Limited
T.C.L. Holdings (Parent) Limited
Taziker Industrial Limited
Ten10 Solutions Limited
Tercon Limited
The AD Construction Group Limited
The APM Group Limited
The Human Support Group
The ICE Rink Company Limited
The NWH Group Ltd
The Practice (Group) Limited
The Rethink Group Limited
The Right Fuelcard Company Limited
The Skills Network Limited
Thebigword Group
Thomas Sinden Limited
Tillicoultry Quarries Limited
TJW Contract Solutions Limited
TLC Group Limited
Tobias & Tobias Limited
Top Notch Contractors Limited
Toppesfield Limited
Total Computer Networks Limited
Total Recycling Services Limited
Trac International Limited
Tratos (UK) Limited
TTC Group (UK) PLC
Twentysix Limited
UK Power Solutions Limited
Ukfast.Net Limited
Vacuum Furnace Engineering Limited
Vantage Motor Group Limited
Vectaire Limited
Vinshire Plumbing And Heating Limited
Virtua UK Limited
Vysiion Limited
W M Donald Limited
Waitings Limited
Walker Construction (U.K.) Limited
Warmer Energy Services Limited
Wates Group
Wells Farm Dairy Limited
Westbrook International Limited
Westminster Homecare
Whistl UK Limited
Willmott Dixon
Wilson's Auctions Limited
WJM Building Services Limited
WW Martin Ltd
Xoomworks Limited
XYZ Machine Tools Limited
Yeomans Canyon Travel Limited
Your Electrical Supplies, Service And Solutions (A) Limited
Z-Tech Control Systems Limited
Zenith Packaging Limited

AIM-LISTED SCALEUPS

Access Intelligence PLC	Hargreaves Services PLC	Restore PLC
Adept Telecom PLC	Harvey Nash Group PLC	Smart Metering Systems PLC
Adept4 PLC	Ideagen PLC	Smartspace Software PLC
Augean PLC	Idox PLC	Staffline Group PLC
Cloudbuy PLC	Inspired Energy PLC	Telford Homes PLC
Fireangel Safety Technology Group PLC	Iomart Group PLC	TP Group PLC
Gattaca PLC	Pci-Pal PLC	Tracsis PLC
GB Group PLC	Premier Technical Services Group PLC	World Careers Network PLC

ANNEX 2
CONTRACTING AUTHORITIES ISSUING CONTRACTS
TO SCALEUPS IN 2018

CENTRAL GOVERNMENT BUYERS

British Business Bank	Food Standards Agency	NHS Supply Chain
British Film Institute	Foreign & Commonwealth Office	Northern Ireland Transport Holding Company (NITHC)
Business Services Organisation	General Medical Council	Northern Lighthouse Board
Cabinet Office	Government Digital Service	Office for National Statistics
Centre for Process Innovation Limited	Health & Safety Executive	Office of Gas & Electricity Markets
Civil Aviation Authority	Her Majesty's Land Registry	Office of Rail Regulation
Construction Industry Training Board	Highways England	Ofsted
Crown Commercial Service	Historic England	Oil and Gas Authority
Crown Prosecution Service	HM Revenue & Customs	Public Health England
Department for Business, Energy and Industrial Strategy	HM Treasury	Royal Botanic Gardens
Department for Communities & Local Government	Home Office	Royal Mint
Department for Culture Media & Sport	Homes & Communities Agency	Science Museum Group
Department for Education	House of Lords	Scottish Enterprise
Department for Employment & Learning (Northern Ireland)	Invest Northern Ireland	Scottish Procurement Alliance
Department for Environment, Food & Rural Affairs	London Legacy Development Corporation	Scottish Water
Department for International Development	Maritime & Coastguard Agency	Serious Fraud Office
Department for Transport	Medicines & Healthcare Products Regulatory Agency	The Coal Authority
Department for Work & Pensions	Met Office	The Competition & Markets Authority (CMA)
Disclosure & Barring Service	Ministry of Defence	The Education Authority - Northern Ireland
Driver & Vehicle Licensing Agency	Ministry of Justice	The National Archives
English Heritage	National Procurement Service - Wales	The Pensions Regulator
Equality & Human Rights Commission	National Savings & Investments	The Skills Development Scotland Company Limited
FCO Services	Natural England	Trinity House
Financial Conduct Authority	NHS Digital	

LOCAL GOVERNMENT BUYERS

Aberdeen City Council	Chelmsford Borough Council	Essex County Council
Aberdeenshire Council	Chelmsford City Council	Falkirk Council
Antrim & Newtownabbey Borough Council	Cherwell District Council	Fife Council
Argyll & Bute Council	Cheshire West and Chester Council	Gateshead Metropolitan Borough Council
Association of North East Councils	City & County of Swansea	Gloucestershire County Council
Avon & Somerset Constabulary	City of Bradford Metropolitan District Council	Greater London Authority
Avon Fire & Rescue Service	City of London Corporation	Guildford Borough Council
Barnsley Metropolitan Borough Council	Colchester Borough Council	Gwynedd Council
Basildon Borough Council	Cornwall Council	Halton Borough Council
Bassetlaw District Council	Coventry City Council	Hampshire County Council
Bath & North East Somerset Council	Crawley Borough Council	Harrogate Borough Council
Belfast City Council	Cumbria County Council	Herefordshire Council
Birmingham City Council	Darlington Borough Council	Hertfordshire County Council
Black Country Business	Denbighshire County Council	Kent County Council
Blackburn with Darwen Borough Council	Derbyshire County Council	Kingston upon Hull City Council
Blackpool Council	Devon County Council	Kirklees Council
Bolton Metropolitan Borough Council	Doncaster Metropolitan Borough Council	Knowsley Metropolitan Borough Council
Borough Council of King's Lynn & West Norfolk	Dorset County Council	Lancashire County Council
Borough of Poole	Dover District Council	Lancaster City Council
Bournemouth Borough Council	Dudley Metropolitan Borough Council	Leeds City Council
Bristol City Council	Dumfries & Galloway Council	Leicestershire County Council
Burnley Borough Council	Durham County Council	LHC Building Components and Services
Calderdale Metropolitan Borough Council	East Ayrshire Council	Lincolnshire County Council
Cambridge City Council	East Midlands Strategic Commercial Unit	Liverpool City Council
Cambridgeshire County Council	East Riding of Yorkshire Council	London Borough of Barking & Dagenham
Cambridgeshire District Councils	East Staffordshire Borough Council	London Borough of Barnet
Canterbury City Council	Eastbourne Borough Council	London Borough of Bexley
Carmarthenshire County Council	Eastern Shires Purchasing Organisation	London Borough of Bromley

London Borough of Camden	Nottinghamshire County Council
London Borough of Haringey	oneSource
London Borough of Hillingdon	Oxford City Council
London Borough of Hounslow	Oxfordshire County Council
London Borough of Islington	Pembrokeshire County Council
London Borough of Newham	Peterborough City Council
London Borough of Sutton	Plymouth City Council
London Borough of Waltham Forest	Police & Crime Commissioner for Dyfed Powys
London Royal Borough of Greenwich	Police & Crime Commissioner for Gwent
Luton Borough Council	Police & Crime Commissioner for Kent
Manchester City Council	Police & Crime Commissioner for Lincolnshire
Mayor's Office for Policing & Crime	Police & Crime Commissioner for West Mercia
Melton Borough Council	Redcar & Cleveland Council
Metropolitan Police	Rochdale Metropolitan Borough Council
Milton Keynes Council	Rotherham Metropolitan Borough Council
Mole Valley District Council	Sandwell Metropolitan Borough Council
Neath Port Talbot County Borough Council	Scotland Excel
Newcastle upon Tyne City Council	Scottish Borders Council
Norfolk County Council	SE Shared Services
North Ayrshire Council	Somerset County Council
North East Derbyshire District Council	South Gloucestershire Council
North East Lincolnshire Council	South Lanarkshire Council
North Lanarkshire Council	South Tyneside Metropolitan Borough Council
North Lincolnshire Council	Southampton City Council
North London Waste Authority	Southend-on-Sea Borough Council
North Tyneside Council	St Helens Council
North Yorkshire County Council	Staffordshire Constabulary
Northamptonshire County Council	Staffordshire County Council
Northamptonshire Police	Stevenage Borough Council
Northern Ireland Housing Executive	Stockport Metropolitan Borough Council
Norwich City Council	Stockton-on-Tees Borough Council
Nottingham City Council	Stoke-on-Trent City Council

Stroud District Council
Suffolk County Council
Sunderland City Council
Swindon Borough Council
Tayside Procurement Consortium
Telford & Wrekin Council
Tendring District Council
Thanet District Council
The City of Edinburgh Council
Thurrock Council
Trafford Metropolitan Borough Council
Transport for London
Walsall Metropolitan Borough Council
Warwickshire County Council
Welland Procurement Unit
Welwyn Hatfield Borough Council
West Dorset District Council
West Lothian Council
West Midlands Combined Authority
West Midlands Fire Service
Weymouth & Portland Borough Council
Wigan Metropolitan Borough Council
Wiltshire Council
Wirral Metropolitan Borough Council
Woking Borough Council
Wokingham Borough Council
Worcestershire County Council
Wrexham County Borough Council
Wychavon District Council
Yorkshire Purchasing Organisation

HOUSING ASSOCIATION AND NHS BUYERS

HOUSING ASSOCIATIONS	NHS
Albyn Housing Society Ltd	Abertawe Bro Morgannwg University Health Board
Alliance Homes Ltd	Belfast Health & Social Care Trust
Bpha	Cambridge University Hospitals NHS Foundation Trust
Broadland Housing Association Ltd	Care Quality Commission
Castles and Coasts Housing Association	Chesterfield Royal Hospital NHS Foundation Trust
Choice Housing (Ireland)	Christie NHS Foundation Trust
Connect Housing Ltd	Coventry & Warwickshire Partnership NHS Trust
DCH	Dorset Healthcare University NHS Foundation Trust
First Ark	Essex Partnership University NHS Foundation Trust
Great Places Housing Group	Health & Social Care Business Services Organisation
Hanover (Scotland) Housing Association Ltd	Hertfordshire NHS Procurement
KARBON HOMES LIMITED	Hull & East Yorkshire Hospitals NHS Trust
Knowsley Housing Trust	London Purchased Healthcare Team
Leeds & Yorkshire Housing Association Ltd	NHS Arden & GEM CSU
Leeds Federated Housing Association Ltd	NHS Blood and Transplant
Lewisham Homes	NHS Business Services Authority
London & Quadrant Group	NHS Doncaster CCG
Midland Heart Ltd	NHS England
One Housing Group	NHS Midlands & Lancashire CSU
Places for People Group	NHS National Services Scotland
Procurement for Housing	NHS Newham CCG
PROSPER	NHS Shared Business Services
Radian Group	NHS South, Central and West CSU
Rand Associates Consultancy Services Ltd	NHS Wales - Shared Services Partnership
Salix Homes	North of England Commercial Procurement Collaborative
The Regenda Group	Portsmouth Hospitals NHS Trust
Together Housing Group	Princess Alexandra Hospital NHS Trust
Tollcross Housing Association Ltd	Salford Royal NHS Foundation Trust
Trafford Housing Trust Ltd	Salisbury NHS Foundation Trust
Wakefield & District Housing Ltd	Sheffield Children's NHS Foundation Trust
Wandle Housing Association Ltd	Shropshire Healthcare Procurement Service
Waterloo Housing Group	South London & Maudsley NHS Foundation Trust
Weaver Vale Housing Trust	South West London & St George's Mental Health NHS Trust
Your Housing Group	Southern Health NHS Foundation Trust
	St Helens & Knowsley Teaching Hospitals NHS Trust
	Surrey & Borders Partnership NHS Foundation Trust
	Taunton & Somerset NHS Foundation Trust
	UCLPartners Procurement Services
	University College London Hospitals NHS Foundation Trust
	Walsall Healthcare NHS Trust
	Western Health & Social Care Trust
	Whittington Health NHS Trust

OTHER PUBLIC SECTOR BUYERS

CONTRACTING AUTHORITY	CONTRACTING AUTHORITY CATEGORY
Added Value Portal Limited	Private Limited
Alpha Housing (Northern Ireland) Limited	Non Profit Organisation
APUC Limited	Further and Higher Education
Ash Grange Primary School	Schools
Astrea Academy Trust	Schools
Babcock International Group PLC	Public Limited Company
Bedale CE Primary School	Schools
Bedford College	Further and Higher Education
BIP Solutions Limited	Private Limited
Birmingham City University	Further and Higher Education
Bournemouth University	Further and Higher Education
Bramley Grange Primary School	Schools
Cambridge Regional College	Further and Higher Education
capitalEsourcing	Non Limited
Cardiff University	Further and Higher Education
Cavendish Primary School	Schools
City University	Further and Higher Education
Clevedon Learning Trust	Guarantee
Cornwall College	Further and Higher Education
Cornwall Housing Limited	Guarantee
Corserv Limited	Private Limited
Crescent Purchasing Ltd	Schools
Cromarty Firth Services Ltd	Private Limited
Cumbria Housing Partnership Limited	Private Limited
Da Vinci Community College	Schools
Derby Homes Limited	Guarantee
DR Challoner's Grammar School	Private Limited
Dudley College of Technology	Further and Higher Education
Echelon Consultancy Limited	Private Limited
Efficiency East Midlands Ltd	Private Limited
En:Procure Limited	unknown
Energy Systems Catapult Limited	Guarantee
eTenderwales	Non Limited
European Medicines Agency	Unknown
Fusion 21 Limited	Private Limited
GB1 Shelf Limited	Private Limited
GO Shared Services	Non Limited
Grwp Llandrillo- Menai	Further and Higher Education
Guildford Education Partnership	Private Limited
Halle Concerts Society	Charitable organization
High Speed TWO (HS2) Limited	Guarantee
Jisc Services Limited	Private Limited
King Edward VI Community College	Schools
King's College London	Further and Higher Education
Kingstown Works Ltd	Private Limited
Leeds Trinity University	Further and Higher Education
Leidos Supply Limited	Private Limited
Liverty Homes (South West) Limited	Private Limited
London & Quadrant Housing Trust Limited	Industrial/Provident
London Luton Airport Operations Limited	Private Limited

CONTRACTING AUTHORITY	CONTRACTING AUTHORITY CATEGORY
London South Bank University	Further and Higher Education
London Universities Purchasing Consortium	Further and Higher Education
Lordswood Girls School and Sixth Form Centre	Schools
Macclesfield College	Further and Higher Education
MI Concepts Limited	Private Limited
Mowbray Education Trust	Schools
National Nuclear Laboratory Limited	Private Limited
NE1 Procurement Services Limited	Private Limited
Network Rail Infrastructure Limited	Private Limited
NEUPC	Further and Higher Education
New College Lanarkshire	Further and Higher Education
New College Nottingham	Further and Higher Education
Newcastle Bridges School	Schools
Newcastle College Group	Non Limited
Newcastle University	Further and Higher Education
Norfolk Educational Services Limited	Private Limited
North Warwickshire & Hinckley College	Further and Higher Education
Northern Ireland Electricity Networks	Unknown
Northern Powergrid (Yorkshire) PLC	Public, Not Quoted
Northern Powergrid Limited	Private Limited
Notting Hill Housing Trust	Industrial/Provident
Optivo	Non Limited
Opus Lgss People Solutions Limited	Private Limited
Opus People Solutions Ltd	Private Limited
PA Housing Limited	Private Limited
Pan Consulting	Non Limited
Peel Ports Investments Limited	Private Limited
Pelican Procurement Services	Unknown
Place Partnership Limited	Private Limited
Port of Dover	Unknown
Priestley College	Further and Higher Education
Procure Plus Holdings Limited	Guarantee
Queen's University Belfast	Further and Higher Education
Re:Allies Works Limited	Guarantee
Reallies Limited	unknown
Richmond upon Thames College	Further and Higher Education
Royal Free Hospital	Royal Charter
Royal Holloway University of London	Further and Higher Education
Russell Education Trust	Private Limited
Rutland Services Consultancy Limited	Private Limited
Safe Regeneration Ltd	Private Limited
Saint Cecilia's Church of England School	Guarantee
Scape Group Ltd	Private Limited
Sheffield Hallam University	Further and Higher Education
Solihull College	Further and Higher Education
South Devon College	Further and Higher Education
South Farnborough Junior School	Schools
South Tees Site Company Limited	Private Limited
Southway Housing Trust (Manchester) Limited	Industrial/Provident

CONTRACTING AUTHORITY	CONTRACTING AUTHORITY CATEGORY
Spires Catering Consultancy	Non Limited
St Andrew's CofE School	Schools
St Helens College	Further and Higher Education
St Joseph's Catholic Primary School	Schools
Stamford Green Primary School	Schools
Suffolk Sourcing	Non Limited
Supply Chain Coordination Limited	Private Limited
Thames Valley Housing Association Limited	Industrial/Provident
Thames Water Utilities Limited	Private Limited
The ACC Liverpool Group Ltd	Private Limited
The Arts Council of England	Royal Charter
The Blue Coat Church of England Academy Limited	Private Limited
The Chase School	unknown
The Education Alliance	unknown
The Guinness Partnership Ltd	Charitable Organisation
The JCB Academy Trust	unknown
The Jo Richardson Community School	Schools
The Litmus Partnership Limited	Private Limited
The Oxford Academy Trust	unknown
The Queen Elizabeth Hospital King's Lynn NHS Trust Charitable Fund	Charitable Organisation
The Roseland Multi Academy Trust	Private Limited
The UCL Academy	Private Limited
The University Caterers Organisation Ltd	Private Limited
The Wednesbury Learning Community Trust	Charitable Organisation
Tiffin School	Guarantee
Tricon Foodservice Consultancy Ltd	Private Limited
UK Shared Business Services Limited	Private Limited
United Utilities Water Ltd	Private Limited
University for the Creative Arts	Further and Higher Education
University of Bath	Further and Higher Education
University of Birmingham	Further and Higher Education
University of Chester	Further and Higher Education
University of Cumbria	Further and Higher Education
University of Derby	Further and Higher Education
University of Edinburgh	Further and Higher Education
University of Essex	Further and Higher Education
University of Leeds	unknown
University of Nottingham	Further and Higher Education
University of Sheffield	Further and Higher Education
University of Southampton	Further and Higher Education
University of the West of England, Bristol	Further and Higher Education
University of Wolverhampton	Further and Higher Education
Vivark Limited	Private Limited
Welsh Procurement Alliance	Non Limited
Wessex Water Services Limited	Private Limited
Western Power Distribution (East Midlands) PLC	Public Limited Company
WM Housing Group	Non Limited
York College	Further and Higher Education
Yorwaste Ltd	Private Limited

THE SCALEUP INSTITUTE

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.



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