techUK
FOR WHAT COMES NEXT

Scale-Up Action Plan

Scaling with ambition to drive the UK's economic growth story

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Foreword

Julian David OBE
CEO, techUK

At techUK, we always hear of the innovation and impact that our scale-up members have up and down the country.

Our scale-ups are active in all parts of the tech sector. From Pragmatic Semiconductor, who have recently received Series D investment[1] and are world leaders in semiconductor innovation, to Adarga, whose AI tool helps organisations gain actionable intelligence quickly to mitigate risks and act on opportunities, and Riverlane, who are making quantum computing a reality through quantum error correction stack Deltaflow. These tech businesses are innovating to turn groundbreaking ideas into reality.

We endorse the scale-up ambition from this government as a step towards shoring up the UK's international competitiveness, increasing exports and driving investment into the UK. Whether through the Start-Up, Scale-Up review,[2] recent action to pool investment into innovative and high-potential scale-ups through pension reforms[3] or the announcement of the British Growth Partnership,[4] all of these policies mark a commitment to deliver real change.

While scaling is achievable, challenges persist. Limited access to growth capital, talent shortages, and procurement obstacles all continue to hinder business growth, with some scale-ups forced to look elsewhere to meet their potential. For tech scale-ups, better access to world-class computing and data infrastructure, with a planning system that meets future demand is vital.

Scaling the next global tech giant will be a long-term ambition, and likely will take many years. But the UK has an immediate opportunity through Invest 2035: the UK's modern industrial strategy to better support our tech scale-ups and start-ups demonstrating high-growth potential to thrive in the UK.

We have the building blocks to succeed, and the UK has already become the 'scale-up capital' of Europe, ranked third globally for VC investment and home to over 150 tech unicorns created.[5] But our success must not breed complacency. Better support will unlock economy-wide benefits, strengthen supply chains, and raise living standards across the UK. Recent research has shown that UK scale-ups are reporting huge growth rates, with an average annual revenue increase of 43% over the past three years - more than double the OECD benchmark.[6]

Foreword

Irene Graham OBE, CEO, ScaleUp Institute

Ten years ago, the ScaleUp Institute was founded by the private sector, catalysed by the 2014 ScaleUp report, as a research and education institute, with a mission to deepen understanding, and focus on the UK's scale-up economy.

We work across the whole of the UK, and sectors, with private, public and education communities, to remove barriers to scaling in access to markets; talent; funding and space. Recognising that key drivers of local scale-up success include access to skilled talent, strong clusters and hubs, and local growth capital, supported by collaborative ecosystems.

techUK has been a valued partner in this journey, and this report further highlights the vital role of the UK tech scale-up community and the opportunities ahead.

Today we stand at a pivotal moment. The ecosystem across public bodies, business, finance and academia, has embraced the scaleup ambition. We now have 34,180 scale-ups generating £1.4 trillion for the UK economy and employing 3.2million people with a healthy pipeline of 16,450 scaling companies - but we need to further step up to meet their global ambitions and remove the hurdles that impede their way.

The Government is taking significant steps in its Missions, Industrial and Small Business Strategies to focus on the scale-up segment of the economy and the critical factors needed to drive forward further success. Much is already underway by the Government to unlock infrastructure, R&D and investment, including the evolving role of the British Business Bank, establishment of PISCES and ongoing pension and capital market reform. As we and techUK emphasise, these initiatives must continue at pace and deliver to the local scale-up economy across our growth sectors.

At the same time, we need to double down on what works well; remove cliff edges for follow-on funding such as with EIS, and organise ourselves in a much more efficient, targeted and proactive way. It is essential to utilise data to greater effect, to join up public and private services and to unleash procurement, corporate partnerships, funding and export opportunities. Evolving account management structures across the UK taking learnings from our colleagues in the devolved nations and internationally.

This techUK report builds upon critical needs of the scaleup economy and the practical recommendations that the ScaleUp Institute has long evidenced.

Ten years on from the inaugural ScaleUp Report and the founding of the ScaleUp Institute, it is truly encouraging to see that scale-ups are now fully recognised as a vital segment of the UK economy. It is now essential to anchor clear policy into action that matches the ambitions of these dynamic UK companies to continue to grow, scale and stay here.

Executive Summary

techUK, on behalf of our members and Scale-Up Council,[7] call on the government to seize the opportunity and take practical steps to capitalise on the UK's science and technology assets. The ambition should be for the government to build an environment where tech founders who want to build a truly globally competitive business can do so while remaining in the UK.

The UK has firmly established itself as a leading tech and science nation. Our tech sector is now valued at over one trillion dollars,[8] ranks first in Europe and third globally for AI innovation and VC investment.[9] This is driven by a robust innovation and growth ecosystem, a thriving and entrepreneurial start-up environment and solid building blocks for high growth firms, including an outstanding science research base.

The UK also boasts a network of world leading universities, a depth of technical talent, strong capital markets, the stability of law and even a time zone favourable to support scaling tech firms globally. This gives tech founders a strong basis to start from and begin the initial growth stages of their business. However, as businesses scale, the UK's business environment creates barriers to that growth.

The government can, and must, do more to support these ambitious growth-driving businesses driving vital innovations and creating jobs around the UK. While they face tough decisions in the upcoming Spending Review, delivering value to taxpayers has long been a hallmark of success for scaling businesses. Despite representing less than 0.6% of the SME population, scale-ups account for over 55% of UK SME output at £1.45 trillion.[10] They were also on average 42% more productive than other firms in the same sector.[11] Scale-ups are also tech curious and investment in tech and AI are defining factors in scale-up success. According to recent research, 90% of scale-up business leaders credit technology investment as a critical growth driver, with 23% already fully AI-integrated.[12]

techUK and our members welcomed the well thought out initiatives within the AI Opportunities Action Plan to boost the UK's capabilities.[13] These will have positive effects across our society and economy. But now that the government has set out a plan, it is time to deliver. Tech scale-ups will also be crucial to this delivery, whether providing solutions for the public sector to adopt AI or working with the Regulatory Innovation Office and relevant regulators on pro-innovation initiatives.

The UK is also the market leader in emerging technologies including quantum. The UK has 51 active, high-growth quantum technology companies, the largest amount of quantum start-ups in Europe and 12% of global private equity investment into the technology.[14] Many of these start-ups have the potential to scale with the right

environment and government support to do so. The UK's National Quantum Strategy Missions[15] was a great start but now action and sufficient funding must follow to enable delivery.

Ultimately, the government must use its full growth offer, most importantly the industrial strategy, to simplify operations and reduce costs for tech businesses to invest and scale-up in the UK.

First the priority should be to create headroom for growth by preventing early-stage scale-up failures. This means targeted support to help scale-ups find the right talent and access to skills, removing regulatory barriers and utilising catalytic investment to create the right finance options.

Second, the UK should commit to the right framework for investment and send a powerful signal to the rest of the world that it is open for business. At the heart of this should be a dedicated tech and science support package including a scale-up concierge service easing access to other, and home, markets. For businesses at the forefront of emerging technologies, where commercialisation of products and services is a particular challenge, the government should play a role to support market readiness.

By creating an environment that nurtures scaling tech businesses, the UK can empower them to continue tackling some of the most pressing critical economic challenges – from achieving net zero, shoring up the UK's national security and delivering on more efficient public services.

techUK's voice on scale-ups

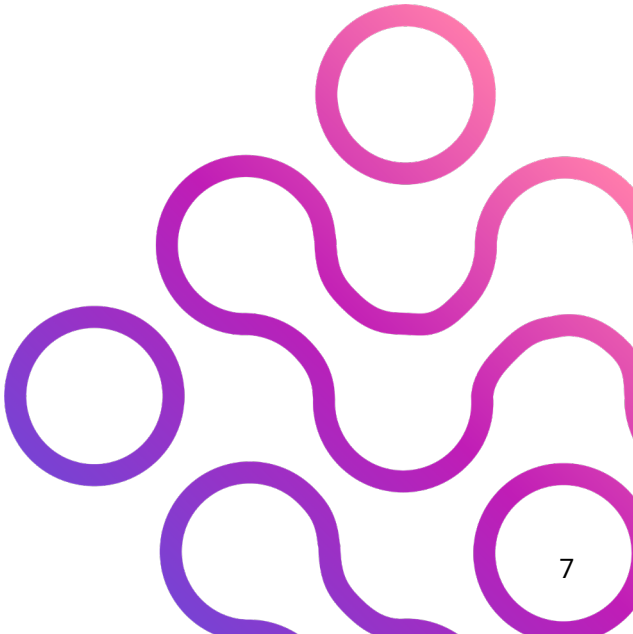
We recognise that we are a part of a rich ecosystem representing scale-ups. There is a wealth of existing literature identifying key challenges and main interventions required to better support scaling tech businesses.

This started with the Scale-Up Manifesto launched in 2014.[16] More recently, the House of Lord's report into AI and creative technology scale-ups,[17] Scale-Up Institute's yearly 'Annual Review', the Future Governance Forum, BVCA and Boardwave's 'A Mountain to Scale',[18] The Entrepreneurs Network and CBI's 'Creating the competitive environment for scaleups to thrive'[19] or Start-Up Coalition's 'Unleashing Regional Start-Up Investment'.[20] All provide actionable solutions that could make an impact and drive change.

This Action Plan seeks to add to the picture and, on behalf of our members, highlight practical recommendations to support the government in realising its ambition to secure the highest sustained growth in the G7.

techUK's membership comprises of over 1,100 members and nearly 700 small and medium-sized enterprises, representing start-ups and scale-ups from across the tech sector. techUK's Scale-Up Council[21] comprises of members from across the scale-up tech ecosystem – including SMEs looking to scale, scale-ups, venture capitalists, and key providers of scale-up support.

Within this Action Plan, techUK follow the OECD definition for a scale-up, defining these as enterprises with an average annualised growth in employees (or in turnover) greater than 20 per cent a year over a three-year period, and with 10 or more employees at the beginning of the observation period.[22] We recognise that this term is often used synonymously with 'high growth' or more of an emphasis on market valuation.



Our recommendations

The government faces tough decisions over the next year. But despite continued economic challenges, making tech scale-ups central to delivery on economic growth will shore up the UK's competitiveness and help secure continued investment into a thriving sector.

Developed with our members, our recommendations will support the government to do this. This does not present the whole picture but focuses on tackling barriers hindering tech scale-ups from reaching the later scale-up stage where they then look to expand to new markets and generate greater economic spillovers.

We note that holistic coordination is needed to ensure success. Ongoing government efforts to support UK tech businesses and SMEs[23] including the Cross-Government Review of Tech Adoption, AI Opportunities Action Plan and small business 'Command Paper' must be consistent and maximise public funds for taxpayer returns.. Bringing this all together, the modern industrial strategy must outline a unified vision to support tech scale-ups.

techUK's Growth Plan,[24] Spending Review representation[25] and response to the government's industrial strategy green paper[26] present further detail on how the government can build the right foundations for tech businesses - including scale-ups and SMEs - to thrive and address challenges such as the provision of digital infrastructure, development of digital skills and adoption of digital technology.

Focus area	Policy recommendation	How to deliver impact
Access customers in other/home markets 	• **The Department for Science, Innovation and Technology should launch a dedicated support package for tech scale-ups, including a concierge service.** techUK outline what this could entail from p.13. • **Government buyers should give** scaling businesses more opportunities when buying tech. • **Utilise the Regulatory Innovation Office for tech scale-ups** and complement the RIO with regulatory sandboxes and test beds.	**Targeted intervention:** Series B and Series C+. **Problem solving:** Companies at series B+ stage may face challenges in securing funding from UK investors and look to explore opportunities to expand into new markets. At this stage of growth, companies are also likely to face regulatory scrutiny. **Government role:** A concierge service should tackle the key challenges for scale-ups. techUK advise a particular focus on removing barriers to entry into other, and home, markets through a dedicated account manager. This would support businesses to navigate the regulatory landscape and access public procurement.
Access to the right combination of finance 	• **Review, streamline and join up the different types of government financial support** (including arms-length Government bodies UKRI, InnovateUK and British Business Bank) to make it easier for scale-ups to access. • **Bolster world-leading EIS and VCT schemes** to better support regional tech start-ups and scale-ups, including increasing the age-limit for firms.[27] • **Continue at pace to advance wider capital market reforms,** helping to maximise the impact on government investment vehicles. • **Apply the success from the French Tibi scheme** to boost investment in innovative tech businesses.	**Targeted intervention:** Series A – Series C+. **Problem solving:** It is well versed that there is a lack of institutional capital to drive growth. This investment gap impacts on businesses' ability to expand within the UK and compete on the global stage. **Government role:** Access to finance support for scale-ups needs to be simplified and joined up. This will create the headroom to better make use of schemes. Taking steer from successful international counterparts, continue to use public investment to catalyse private investment into tech scale-ups.

Focus area	Policy recommendation	How to deliver impact
Access to talent and skills 	• **Better promote the Enterprise Management Incentive (EMI)** as an option for scaling firms to access talent. • **Make the scale-up worker visa[28] more competitive,** removing complexities and making it cheaper. • **Bolster the role of national assets, including universities,** to continue developing a pipeline and network of entrepreneurial talent.	**Targeted intervention:** Series A – Series C+.[29] **Problem solving:** Scale-ups often struggle to compete for talent with larger tech businesses, i.e., in offering competitive financial benefits, such as signing bonuses. Tech scale-ups are also learning to cope with meeting growing customer demands whilst simultaneously developing their managerial and leadership talent. **Government role:** Share options and visas must work to support and meet the needs of fast-growing tech businesses. Drive a culture of entrepreneurship by harnessing existing national assets, including universities, to build managerial and leadership talent.
Develop a pipeline and ecosystem of diverse tech scale-ups 	• **Create stronger evidence on base diverse tech founders** by improving data collection for government and policymakers. • **Work to establish a network of next generation diverse leaders in deep tech and life sciences ecosystem** by continuing the Science and Technology Venture Capital Fellowship Programme.	**Targeted intervention:** Pre-SEED – Series C+. **Problem solving:** Female-led businesses remain vastly underfunded, receiving only a small fraction of scale up capital. Demonstrating the scale of the problem, only one in three UK entrepreneurs are women, a gender gap equivalent to 1.1 million missing businesses.[30] **Government role:** Diversity must be embedded into all government policy – whether targeted at founder, investor or later stage scale ups. Continue to partner with industry to unlock the potential of diverse scale up founders.

How to deliver impact at growth and funding stages

Stages of growth for tech businesses are often aligned with investment rounds and their valuations. Below, we indicate the typical characteristics of scale ups at different stages of growth.

START TO SCALE: SERIES A

For businesses at this stage, this follows SEED stage and is the first significant round of equity financing. Investment size tends to range from **£2 million to £15 million.**

Priorities at this stage tend to be **optimising the viable product and scaling the business.** To succeed, activity includes building and maintaining the right team, ensuring a scalable business model and setting up operations to run smoothly.

techUK member **Datactics** has raised a total of **$6.32 million** Series A funding (approximately £5 million). This has supported the business to continue combining tailored expertise to solve complex data challenges.

SCALING: SERIES B

At the stage of growth, funding size tends to be around **£10 million to £50 million.** Series B funding helps companies to meet the new level of demand generated for their products.

Firms at this stage are typically looking to scale operations by **building out their team, increasing their customer base and finding new markets.** They may have a proven product and a sound operational foundation, but their growth can stall without access to a broader market. At this stage, there is a lack of institutional funding and companies struggle to raise funding from UK investors.

techUK member **Circulor**, who's technology helps businesses improve supply chain visibility has raised $25 million in Series B funding, and **$45 million to date**, enabling the business to continue meeting market demand for more transparent and secure industrial supply chains.

They note that Government support to drive investment into scale ups should ensure access to funds is efficient and streamlined so not to distract from business efforts to scale the business.

EXPANDING: SERIES C AND BEYOND

At this stage of growth, businesses tend to be looking for additional funding to help develop new products and bring products to new markets. Successful scaleups then **potentially prepare for an Initial Public Offering (being listed on stock markets) or acquisition** through subsequent funding rounds.

At Series C+ stage, scaleups are likely to face **regulatory scrutiny and a cultural shift dealing with rapidly growing teams**, along with a navigating a new environment when dealing within new markets.

Enabling techUK member **Pragmatic** to accelerate their UK expansion plans, in December 2023, the semiconductor manufacturer secured **$231 million investment** led by M&G and the National Wealth Fund. The investment will also allow Pragmatic to meet the growing demand for its unique technology from customers worldwide.

In May 2024, techUK member **Wayve** raised **$1.05 billion** Series C investment round. The funding accelerates its mission to reimagine autonomous mobility through embodied intelligence. Wayve have also accelerated their expansion plans and recently established operations in Germany.

Following funding from Innovate UK and the British Business Bank, techUK member **Riverlane** was able to establish the commercial viability of its product and has since been highly successful in raising later stage finance. In August 2024, techUK member **Riverlane** raised **$75 million** Series C funding. The funding is enabling Riverlane to extend its global market leadership in quantum error correction (QEC) technology and chips. Demand for QEC is surging globally as all quantum computers need it to solve the error problem preventing the current generation of machines to scale to their full and transformative potential.

Recommendations in detail

Access customers in other markets/home markets

First, through collaboration with our members, we have observed a shared set of challenges between foreign firms looking to invest in the UK and scale-up companies striving to grow and remain within the country. Both groups seek growth opportunities but may lack familiarity with navigating government information, understanding the UK's financial support and incentive structures, or accessing resources as easily as established or domestic businesses.

Hence, considering global competition for investment, a proactive approach from the government could offer significant advantages to drive investment and sustain economic growth. As outlined in the Harrington Review of Foreign Direct Investment (FDI),[31] and anecdotally by techUK members, the UK currently lacks the broad, ready-to-action support offer available across other countries – including the likes of Singapore, France and Estonia.

Recommendation: The Department for Science, Innovation and Technology should launch a dedicated support package for tech scale-ups, including a concierge service.

techUK recommends that a government-led support package should centre on a 'concierge service' with a specific account management function. We call for such a service to support tech scale-ups to address a range of growth barriers - including international talent, regulation or access to finance - helping them to better navigate government.

Following consultation on key challenges facing our members, we propose that this should have a particular focus on access to markets, both domestically and internationally. This further follows the ScaleUp Institute's insight in 2023 that the majority of UK scale ups (64%) identify access to markets as the number one barrier to growth.[32] This is also a growth opportunity. Recent research outlined that, of 258 leaders in scale-ups surveyed, two-thirds have expanded internationally, and a further 27% are in the process of doing so.[33]

This streamlined, accessible service would connect scaleups with relevant experts across government and industry, leveraging, and working with, successful models like Grow London Global. [34]

For this, the Department for Science, Innovation and Technology could run a specific pilot support

service for a period of 6 months to a year with proactive outreach to a smaller group of scaling firms. Companies taking part could engage regularly with the Department for Science, Innovation and Technology to discuss challenges and address potential barriers. Given the limited headroom to navigate support and being at the growth stage looking to expand to new markets, having a direct report to address any challenges would be of immense value to scale-ups.

This pilot could focus on tech and science scale-ups across the government's identified high-growth sectors in the government's industrial strategy green paper and those with the highest growth potential based on previous funding rounds. techUK would reiterate that, given the lack of diversity within the scale-up ecosystem, the government should look to support diverse founders when setting this up.

This concierge service would not only enable scale-ups to overcome market challenges but also provide the Department for Science, Innovation and Technology with valuable insights and an evidence base to inform system-wide policy interventions and enhance collaboration across HMG departments.

Key features could include:

- **Account manager:** A government account manager, reporting to a senior official, would coordinate partnerships, engage with regulators, and facilitate cross-departmental collaboration on relevant policy inquiries. We point to the success of Enterprise Ireland's relationship management approach to support scaling businesses.
- **Targeted regulatory and policy support:** Unlike existing export programs or trade missions, the concierge would prioritise regulatory guidance tailored to specific industries, enabling businesses to focus on innovation instead of compliance hurdles. Having experts who understand the unique challenges and opportunities within a particular industry enables more practical, relevant support, and allows businesses to focus on innovation rather than regulatory hurdles.

- **Identify market opportunities and high-potential tech scale-ups:** Track tech businesses at scale-up stage, and with potential, to expand to new markets, ensuring promising businesses are noticed early.

How this will support techUK scale-ups:

- **A techUK scale-up member** who assess health and care apps, and digital health products noted that for later-stage scale-ups, one of the most critical and often under-addressed needs is access to markets. While many scale-up programmes offer funding, mentorship, and operational support, fewer programs focus on direct market access, which is crucial for sustainable growth and expansion.

- **The same member** noted market access means more than just entering new regions or demographics - it involves tapping into established networks, forging partnerships with larger corporations, and building visibility among potential customers on a national or global scale.

- **One techUK scale-up member** who develops autonomous vehicles noted that the needs of the UK's tech scale-ups aren't sufficiently served by existing government support programmes, which need to be designed to assist with international expansion and overseas regulatory engagement.

- **In particular, this member** noted that connectivity among international regulators and policymakers is important for AI companies at the point at which they start making plans to expand abroad. This poses particular challenges for international expansion, as engagement with overseas regulators and agencies is a significant hurdle for fast-growing businesses. As an example, exploring different regulatory environments for testing AVs on public roads requires an in-depth understanding of different countries' laws, departments, and agencies.

To ensure success:

While we expect that such a suggested 'concierge service' would be piloted with a certain number of scale-ups, the government should still look to use this as an opportunity to market and showcase the innovation and growth potential of tech and science scale-ups. In particular, as a key growth lever for the UK economy and to support the delivery of the government's wider Invest 2035 mission.

This would further tackle the challenge of scale-ups gaining visibility outside their established markets. Without substantial marketing budgets or established partnerships, expanding brand awareness across new sectors or regions remains a significant hurdle.

Alongside this, to ensure that support has the greatest impact possible, we suggest that the newly bolstered Office for Investment should play a role in further promoting and marketing government-led support (concierge service / 'one stop shop' homepage etc), as part of the government's pitch to drive further investment into the UK. The BVCA also emphasises the Office for Investment be supported by a stable, competitive ecosystem that positions the concept of UK nations and regions as a global investment hub. The government should capitalise on having market-leading companies to promote its approach globally, making it easier for UK companies to scale globally.

Spotlight: Grow London Global provides tailored assistance for scale-ups to expand their operations globally

Grow London is an initiative by London & Partners, the city's official growth agency, offering tailored assistance to support companies establish, expand and innovate in the capital.

Key programmes and services include:

- **Grow London Global:** This 12-month initiative supports London-based scale-ups (with an annual turnover greater than £1 million and less than £40 million) aiming for international expansion. The programme offers mentorship, access to trade missions aimed to meet the needs of specific participating scale-ups, and networking opportunities to facilitate global growth.
- Demonstrating success, over the past seven years, the programme has helped more than 1,400 London scaleups to expand their businesses internationally.
- **Grow London Local:** Tailored for small and micro businesses within London, this platform provides access to a comprehensive library of resources, including event, support programmes and expert-led content.
- Of note, businesses receive personalised recommendations through the Business Success Clerk or consult with Business Support Managers to signpost relevant support.

Lessons that can be learnt:

- For the Grow London Global programme, scale-ups benefit from additional dedicated account managers with specialist sectoral expertise, and a breadth of partners and connections whose knowledge and skills they can leverage.
- techUK further note that the sixth cohort of Grow London Global comprises London's tech scaleups from across key subsectors linked to the government's identified growth-driving sectors within the industrial strategy green paper.

Recommendation: Government buyers should give scaling businesses more opportunities when buying tech.

Scale-ups are often missed out of public procurement opportunities. Scale-ups account for just 1% of government procurement spending whilst SMEs, many of whom are seeking to scale, account for 20%.[35] Anecdotally, techUK members have outlined that the procurement system often acts as a sign-off procedure rather than a formative part of the decision-making or selection process.

techUK members outline that this impacts on their ability to scale and stay in the UK, with a system that often hinders newer and smaller companies. In the US, for example, public procurement is often also better utilised by the government to create an anchor for domestic company growth. This is notably the case through their Small Business Administration representing an at-scale, long-term intervention to support scale-ups access in the procurement process.

As well as the revenue, such opportunities allow these businesses to demonstrate they have the capability to deliver services with well recognised buyers, something which can be leveraged to land business.

- **One techUK scale-up member** reiterated that scale-ups have proven their capacity to gain investment and grow. However, they tend to be stuck at the tricky middle stage where policy can easily hinder the business. They also do not have the access to engage with the government on the same level as large companies.
- **Another techUK scale-up member** noted there is a large number of procurement portals and ways that the government procures making this extremely difficult to track. The experience of signing up to frameworks is a long and slow process. They further noted a lack of transparency over timelines. It is often not clear to companies when their services will be procured by the public sector. This can be very difficult for smaller and scaling businesses who need to plan their cashflow.

- **techUK members** have also raised the need for better collaboration between businesses and regulators, expressing concern that this relationship often operates on the premise that businesses are trying to do something wrong.

The government should look to support the UK's innovative scale-up companies by streamlining public procurement to remove entry barriers and utilising public procurement more effectively. As previously advocated by the ScaleUp Institute,[36] this does not need to mean greater expenditure, but could involve ring fencing of proportion of departmental procurement budgets to be harnessed directly towards highly innovative scaling companies.

Other priorities should include:

- Better transparency of tenders, pipeline and spend data.
- A clearer framework to support SMEs and scale-ups to define social value commitments.
- Consultation to introduce financial viability requirements. Regular consultation also helps maintain a relationship between the government and industry, preventing businesses from feeling blindsided by decisions.
- Webinars and pre-market engagement more accessible for SMEs and scale-ups.

Recommendation: Utilise the Regulatory Innovation Office for tech scale-ups and complement the RIO with regulatory sandboxes and test beds.

The Regulatory Innovation Office aims to reduce red tape and accelerate access to new technologies. To do so, it will update regulations, streamline approvals, and enhance collaboration among regulators. The new unit will initially support four fast-growing technology areas including engineering biology, space, AI and digital in healthcare, connected and autonomous technology.[37]

The RIO's identified priorities are an opportunity to act on the Regulatory Horizon Council (RHC) recommendation to ensure that regulators are empowered with the tools and resources needed to better support innovative startups and scale-ups.[38]

To ensure the RIO truly supports tech scale-ups, we propose:

- At the heart of RIO should be clear communication of political direction and vision to provide regulatory certainty and investor confidence, along with a clear pathway for scale-ups to market their products.
- techUK have also called for the establishment of a Commercialisation of Tech Taskforce[39] within the RIO, which would identify key emerging technologies and run 12-month 'sprints', whereby major barriers to commercialisation in these markets could be identified and resolved.

- RIO is complemented with regulatory sandboxes and test beds to provide opportunities for scale-ups and regulators to test out regulations for new products and services within a controlled environment.

On the latter point, this could take inspiration from the likes of Singapore where sandboxes have supported AI businesses to scale. In Singapore, the GenAI Sandbox 2.0,[40] building on the initial GenAI Sandbox, supports SMEs and scale-ups to test innovative solutions for wider market adoption, while strengthening the country's AI capabilities and ecosystem. This it is expected to benefit around 300 SMEs. Demonstrating success, the first Sandbox 1.0 concluded in May 2024 with more than 150 SMEs taking part and approximately 80% of them continued to use solutions after the 3-month period.

Access to the right combination of finance

There is a wealth of UK government policy that supports scale-ups across the digital economy. This includes the likes of:

- Grants and financing options through the government's arm's length body of InnovateUK and public finance institutions including the British Business Bank and British Patient Capital.
- Tax subsidies for private investors in early-stage companies through the
- Enterprise Investment Scheme (EIS), Seed Enterprise Investment Scheme (SEIS) and Venture Capital Trust (VCT) schemes.
- R&D tax reliefs, including the R&D tax and expenditure credits.
- Business Relief and its role in supporting unlisted and Alternative Investment Market (AIM) listed companies.

However, our scale-up members note that the government can do more to streamline existing financial support and ensure that plans to drive institutional investment into tech scale-ups make an impact.

Specifically for R&D tax reliefs, techUK provide key recommendations to ensure the R&D tax credit remains fit for purpose and taxpayers' funds are used effectively within our recent R&D tax relief plan.[41] This includes a call to extend the qualifying categories to include capital expenditure used solely for R&D purposes. Along with reintroducing sector specific expert teams within HMRC to help evaluate the impact of the tax relief on a sector-by-sector basis and better understand how the scheme supports the UK's identified high-growth industries.

Recommendation: Review, streamline and join up the different types of Government financial support (including arms-length government bodies UKRI, InnovateUK and British Business Bank) to make it easier for scale-ups to access.

Scale-ups focused on the next stage of growth often lack the headroom to navigate the support and funding landscape out there. techUK members consistently speak of a fragmented and hard-to-navigate array of innovation and scale-up grants and loans, often with tight competition windows that create barriers when seeking funding.

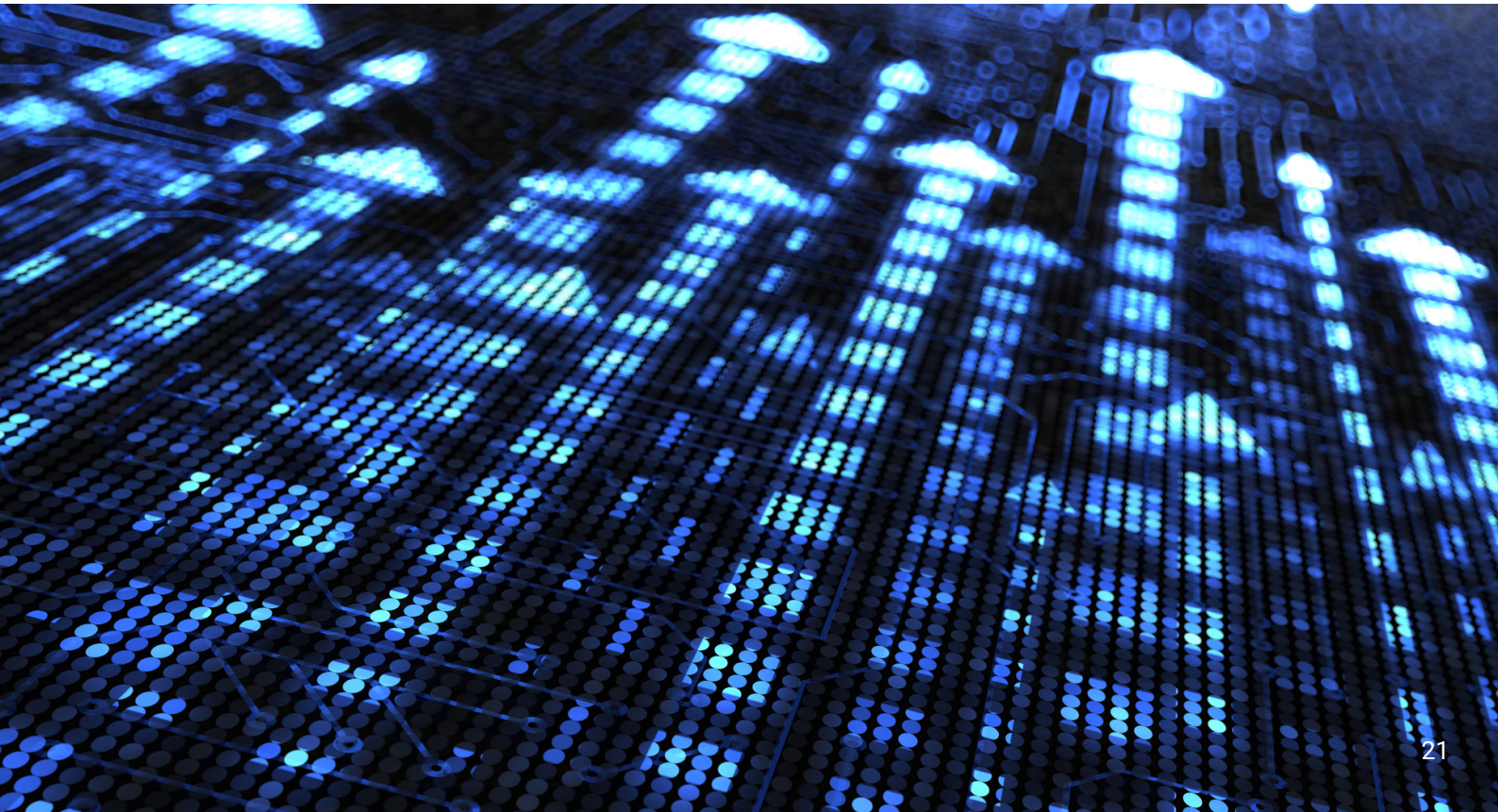
That is not to say techUK members have not benefited and are supportive of programmes that have guided their development and growth. For example, one member who recently

received series C investment spoke positively of InnovateUK grants that enabled them to get to that growth stage.

We point to the British Business Bank's Future Funds: Breakthrough[42] as a programme that has already been successful in scaling later stage funding rounds for UK tech companies. Independent evaluation on the early impact of the programme showed that 85% of recipient firms increased the number of staff employed or hiring individuals to fill key positions to expedite growth fund.[43] Ahead of the multi-year spending review, techUK urged the government to continue support for the programme.[44] In particular, we note that 28% of the funds' portfolio companies are led by female or ethnic minority CEOs, surpassing the market average of 17% in life sciences and 10% in deep tech.

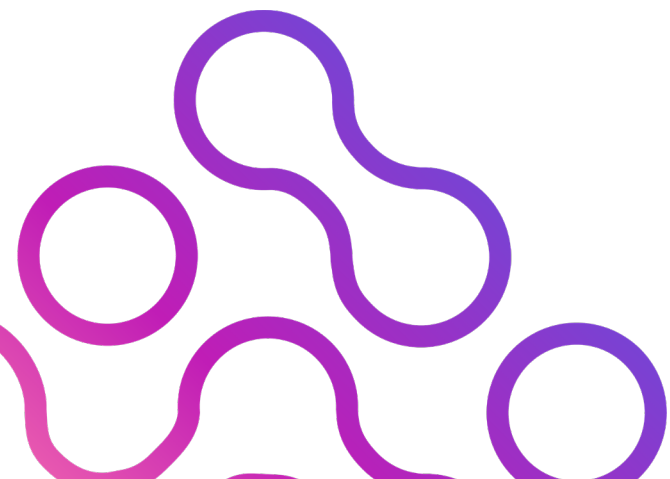
However, looking ahead, the government should look to streamline and unify its financial support system. This was a recommendation made within the Council for Science and Technology's advice for on scale-up finance for innovative science and technology companies.[45]

To support tech scale-ups, the Department for Science, Technology and Innovation should look to provide a one-stop shop homepage or 'information hub'. While there are existing sites, for example run by UKRI and their 'Innovation Hub',[46] this should aim to provide a single, user-friendly portal that consolidates all financial support options supported by the government for tech and science scale-ups. Along with solving the existing problem of a difficult support system to navigate.



techUK provide some guidance on how the government could get started on this:

- **Join up:** Any efforts to join up the support landscape should be linked to ongoing efforts through the Department for Business and Trade's Business Growth Service. This aims to streamline access to government advice and support for SMEs in one place[47] – something that our members are supportive of and consistently call for. For tech scale-ups, there could be a specific tab outlining government-backed financial support options.
- **Monitor:** consistently monitor use of the hub, including click-through rate to listed support programmes. Engage with scale-ups to better understand how the page can be user-friendly and support their growth journey (noting their often-limited headroom).
- **Data:** Once up and running, this 'information hub', should look to provide wider market insight tools – including data on scale-up growth and investment across UK regions. Similar to the previous Innovation Cluster Map[48] run by the Department for Science, Innovation and Technology, such data would support industry, investors and policymakers to better understand, engage with and invest in the UK's scale-up ecosystem.



Recommendation: Bolster world-leading EIS and VCT schemes to better support regional tech start-ups and scale-ups, including increasing the age-limit for firms.

techUK members consistently speak of the world-leading EIS and VCT schemes that have enabled them to start and scale their business within the UK. The schemes are non-structural tax reliefs intended to drive investment in higher-risk, small businesses with strong growth potential. techUK were pleased to see the recent extension of schemes to April 2035, providing much-needed certainty and continuity for investors and tech scale-ups.

HMRC's evaluation suggests that the EIS had a positive impact on the companies it supported. Three quarters of EIS investees (75%) strongly agreed that the finance led their company to grow. Around half (53%) of EIS investees thought it unlikely they would still be in business without the scheme.[49] The same research revealed that, in the absence of VCT, two-thirds of investors would have made investments in less risky ways.

However, while the government has made strides in addressing the concentration of VC investment in London (49% of businesses, backed by VC in 2023 were located outside the capital in 2023),[50] existing schemes could be bolstered to better support scale-ups across UK regions.

This should begin by consulting with industry. But as a start, the government could look to increase the EIS and VCT company age and funding limits. This would recognise that scale-ups elsewhere in the UK can take longer to become established and support the findings from the HM Treasury

Committee concluding further work further work is needed to broaden the Venture Capital sector.[51]

Recommendation: Continue at pace to advance wider capital market reforms, helping to maximise the impact on government investment vehicles.

First, to continue to make the UK a competitive and leading tech nation, the government must make the UK's capital markets appealing to founder-led businesses and act to generate greater interest in UK listed high-growth companies among institutional investors. This is a vital part of the puzzle to support tech businesses to start, scale and stay in the UK.

Recent steps, including the Financial Conduct Authority's (FCA) overhaul of the listing's regime, better aligning the UK with international market standards,[52] and PISCES, an innovative stock market and a world first crossover market between private and public markets, mark steps in the right direction. Ongoing engagement with the tech sector is vital to get this right and ensure measures work to support UK-listed companies to compete fairly with international counterparts.

Second, the government must continue at pace to increase the availability of risk capital for tech scale-ups.

Recent and continued action from the government mark significant developments. This includes increasing investment from UK pension schemes into UK private capital funds.[53] In November 2024, the Government announced its intention to establish UK pension 'megafunds' through the consolidation of defined contribution schemes and pooling assets from the 86 Local Government Pension Schemes (LGPS) authorities, into eight pooled funds which would be required to be FCA regulated investment management companies.

These larger pension funds can invest more significantly in high growth, long-term assets like infrastructure, start-ups and scale-ups, increasing

investment into UK businesses while delivering strong-returns for pension savers.

Complementing the pension reforms, the announcement of the British Growth Partnership, subject to regulatory approval, through the British Business Bank has been largely welcomed by scale-ups.[54] Done right, this will turbo-charge greater UK pension fund investment into the nation's most innovative scale-ups and solve the access to capital problem.

To deliver the most impact of programmes within fast-moving and emerging tech markets, the government must continue to move at pace with delivery and ensure technology expertise among institutional investors. Financial reforms should include oversight by tech sector experts who manage funds, ensuring pension funds allocate investments effectively.

Recommendation: Apply the success from the French Tibi scheme to boost investment in innovative tech businesses.

To ensure success of ongoing initiatives to plug the scale-up capital gap, lessons should be learnt from the French Tibi scheme.[55] This was a recommendation techUK made within our Seven Tech Priorities report.[56] The Tibi scheme brings institutional investors together with accredited VC firms and mandates them to invest in a set of funds that are focused on a sector of the economy – in this case the tech sector.

Demonstrating success, phase one of the Tibi scheme successfully mobilised over €6 billion. The second phase, initiated from June 2023, aims to raise €7 billion and has a renewed focus on decarbonisation and high-tech projects.[57]

The French Tibi scheme is an important international example to consider and was recognised in this government's 'Start-Up, Scale-Up'[58] review. Of note, success was delivered through strong political will and the appetite of institutional investors to support the French government's strategic tech ambition.

techUK and our members note that the UK is riding a current wave of growing tech sector success, where the market is now valued at over $1.1 trillion and is the number one tech ecosystem in Europe.[59] Digital and Technology is further identified as a high-growth sector in the government's industrial strategy green paper. While challenges for tech scale-ups remain, to continue momentum, the UK should seek to emulate the scheme as part of the broader suite of policies tuned to improve the investment environment for tech scale-ups.

techUK point to the BVCA's views on key features of the French Tibi Scheme that should be emulated within in a UK context. This includes:

- **Senior government leadership** where the development of any UK initiative must be underpinned by the personal commitment and close involvement of a high-profile Government figure to secure the participation similar to the convening power from the French President for the tibi scheme. This was further recommended by the BioIndustry Association, as a scheme that should be championed at the highest level of government.[60]
- **Simple accreditation process** a UK scheme should have a simple, industry-led accreditation process, independent from Government, to give DC investors' confidence in the assets and funds included within the scheme.

The Scale-Up Story so far - A record of growth and a commitment to more

In 2023, techUK identified nearly 100 companies within our membership who are defined as scaleups by the OECD. These companies have grown their revenue more than 20% per year for at least the last three years.

Where and who are they?

Demonstrating their regional spread, techUK's scaleup members are based across the UK. While there is a sizable cohort in London and the Southeast, techUK's scaleup members are based across the English regions, as well as in Scotland, Northern Ireland and Wales. The majority of the group were founded after 2014, with a significant proportion founded between 2016 and 2020.

What do they do?

techUK's scaleup members cut across a range of subsectors in UK tech. While most of the activity is in cyber, fintech, AI and data infrastructure, the group contains a wide range of companies across the **semiconductor, payment, health tech and quantum sectors.**

How many people work for techUK scaleups:

The vast majority of our scale-ups are SMEs (with 250 staff or less) however 13 companies in the group have over 250 employees.

In total, our scale-ups employ 11,000 people across the UK. They have seen a huge increase in headcount, more than doubling the number of staff employed since 2019. If trend growth can be supported techUK's scale-up members could employ over 20,000 people in the next few years.

How much have they grown by?

techUK's scale-up members had an estimated total turnover of £1.4 billion in 2022. In terms of investment our scale-up members have raised around £2 billion of private investment according to Dealroom. The group benefited from significant funding rounds in 2020 and 2021. The group has won over £100 million in InnovateUK grants across 34 successful bids. A large number of successful bids were completed in 2023.

Future growth:

With the right support techUK's scale-ups members have the potential for significant growth. techUK analysis on Data City estimates an average headcount growth rate of 36.6% for the group and the potential to reach over £2 billion in turnover in the near future.

Access to talent and skills

The government must anchor tech talent in the UK and ensure access to this talent for scaling businesses to support their sustained growth. While scale-ups generally share similar recruitment challenges with larger businesses, they often lack additional incentives to recruit and retain talent. techUK members acknowledge challenges in competing with larger tech businesses on salaries, financial incentives, and perks like signing bonuses.

There is an especially intense competition for talent in AI-related roles, such as AI engineers, where demand is particularly high. As per the forthcoming AI Sector Study 2023, 62% of UK AI sector firms say access to people with the right skills is a barrier to further growth.[61]

Recommendation: Better promote the Enterprise Management Incentive (EMI) as an option for scaling firms to access talent.

The Enterprise Management Incentive (EMI) is a government scheme that supports SMEs to attract and keep skilled employees. It enables eligible companies to offer share options to employees, allowing them to buy company shares in the future at a set price with tax benefits.

Recent HMRC research[62] revealed that over half (53%) of EMI claimants considered it to have been more impactful than other incentives in helping to recruit and retain staff. However, according to the same research,[63] just under 3 in 10 sampled businesses (28%) said they were familiar with the concept of tax-advantaged share schemes.

Better promotion, and a possible extension of the scheme, would bolster the use and attractiveness of the scheme among scale-ups. This should be done through HMRC, and amplified across the Department for Science, Innovation and Technology as an option to support their growth (i.e., through the one-stop shop homepage or 'information hub').

Recommendation: Make the scale-up worker visa[64] more competitive, by removing complexities and making it cheaper.

In 2021, the government introduced the Scale-Up Worker visa specifically to address the skills and talent gap. This visa simplified the process for scale-up businesses to recruit top international talent and was implemented following HM Treasury's Kalifa Review of UK Fintech.[65]

The Scale-Up Worker visa offers several benefits for skilled workers. This includes the opportunity to work in the UK for a high-growth company, the flexibility to change jobs after six months without

needing to update the visa, and a pathway to long-term residency through Indefinite Leave to Remain (ILR).

However, currently costs are over £822 for the application fee alone.[66] In addition, applicants must pay the Immigration Health Surcharge (IHS), which is usually £1,035 per year of leave. This compares to approximately £80 in Estonia.[67] Estonia's scale-up visa[68] also makes it easier to attract international talent by enabling scaling firms to sponsor non-EU nationals without being subject to immigration quota and unemployment fund permission. Given the Scale-Up Worker visa only lasts two years, an option to ensure continued support for growth could be that fees are waived for further visas after the scale-up visa has expired.

The government should also look to address barriers other visas present that currently deter international tech talent from moving to the UK. The Royal Society analysis, for instance, shows total upfront UK immigration costs are higher than other competing countries, including the US and France.[69]

This was identified in the AI Opportunities Action Plan, with a nod to ensure the existing immigration system attracts graduates from universities producing the top AI talent. The Plan points to the Start Up Coalition suggestion to expand the High Potential Individual visa to 'include specialist education institutions and universities that excel in a tech-related field'.[70]

As techUK identified in our recent UK Plan for Chips report,[71] streamlining the visa application process and making it more straightforward would not only benefit businesses but could reduce administrative burdens for both applicants and government agencies, leading to more efficient processes. This will prove especially fruitful for SMEs and scale-ups, who are set to benefit most through saved financial and resourcing costs.

Recommendation: Bolster the role of national assets, including universities, to continue developing a pipeline of entrepreneurial talent.

Empowering founders with strong leadership support throughout their growth journey is crucial for scale-up success. To support this, our tech scale-ups call for a more entrepreneurial mindset from the government. A cultural shift will better develop and retain talent for high-growth businesses – looking to examples such as Estonia and the US. techUK note that existing national assets, including universities, continue to play a key role in developing entrepreneurial mindsets and creating natural hubs for follow-on leadership support.

The UK is renowned for world-leading technological and innovative universities such as Oxford, Cambridge, Manchester, Imperial College London, and UCL. These institutions not only spearhead cutting-edge research but also attract and cultivate top technical talent vital for growing tech companies. Many of the UK's renowned tech unicorns, including Arm and Darktrace, spun out of UK universities.

Universities themselves are providing a range of support to shore up scale-up success. An example, built in collaboration with Imperial College London, Scale Space White City is a 23-acre innovation hub fostering entrepreneurship in life sciences and tech.[72] It connects venture builders, universities and scale-ups, providing dedicated work and networking space. Addressing the critical need for suitable lab space, it also provides wet labs (500–1,000 sq. ft.) for product development and testing up to Containment Level 2.

Manchester, a thriving tech city where tech companies raised a record £532 million in 2022 alone,[73] Sister is providing a home for the UK's new innovative ideas and disruptive technologies.[74] A joint venture between Bruntwood SciTech and the University of Manchester, this innovation district is located on the former North Campus and UMIST site – steeped in science and engineering history and creating a direct link to the University. Sister provides a network for spinouts and scale-ups to meet and nurture new talent, a hub for capital to be invested and a network for sharing institutional expertise. This model will help scale innovative products and technologies.

Further examples include SETSquared,[75] a business incubator and enterprise partnership comprising six research-intensive universities: Bath, Bristol, Cardiff, Exeter, Southampton and Surrey. In 2023, SETsquared supported the raising of £72 million in collaborative R&D funding for scale-up member companies and £14.2 million in collaborative funding for the SETsquared partner universities.

Ahead of the Spending Review, the government must act to sustain national assets, like catapult networks and academic institutions, that nurture talent and connect key stakeholders in science and tech. To do so, techUK and our members point to the Independent Review of University Spin-Out Companies in 2023[76] - a significant contribution on this topic, with many recommendations backed by the tech sector.

To improve links between academia and industry, techUK point to recommendation 8[77] in the Independent Review suggesting that UK Research and Innovation (UKRI) ensure all funded PhD students have the voluntary option to attend high-quality entrepreneurship training.

Along with increasing the opportunities for them to undertake internships in local spinouts, venture capital firms or TTOs.

By providing robust support, universities can help develop the next generation of founders and high-growth businesses, along with nurturing a strong pipeline of talent and leadership essential for scale-up growth.

Develop a pipeline and ecosystem of diverse tech scale-ups

Embedding diversity (whether age, disability, gender, ethnicity) across government policy is crucial to drive innovation, sustain growth, and unlock the full economic potential of tech scale-ups. This is important for all aspects of the scale-up policy ecosystem – whether policy to support founders, investors or later stage scale-ups.

For gender diversity, the scale of the problem is stark. In 2022, of the UK's multi-billion-pound venture capital funding, female entrepreneurs consistently received less than 2% of the UK's share of investments made each year.[78] For bank lending, the average loan to a women-led business standing at roughly one-third of the average for male-led businesses. For every £1 of equity investment in the UK, just 2p goes to fully female-founded businesses.[79]

This is further a problem within the UK tech sector. Research from BCS reveals that progress over the past five years has been slow in increasing the representation of women and individuals from underrepresented groups in tech.[80] Women continue to make up just 21% of IT specialists in the UK, a stark contrast to the 51% of women in the working-age population. This persistent underrepresentation highlights a significant missed opportunity to harness the full breadth of talent and potential within the UK. Indeed, if women started and scaled their businesses at the same rate as men, it could mean unlocking a staggering £250 billion for the UK economy.[81]

One techUK member noted that female founders do not have the same access to high-net worth individuals, who are typically men, and there are simply not enough women making decisions around investment or enough female led organisations. As such, "talking to tech companies and investors, 99% are male and the unconscious bias is still very noticeable."[82]

It is encouraging to see that the government acknowledged the importance of expanding the diversity of the talent pool in its AI Opportunities Action Plan, highlighting that only 22% of professionals in AI and data science are women. A welcome step, the plan also recommends exploring school-based initiatives that have successfully improved diversity in other industries.

Recommendation: Create a stronger evidence base on diverse tech founders by improving data collection for government and policymakers.

The UK has the potential to be the world's leading hub for diverse founders to build a tech business. However, the data collection must be improved to better understand how to make the right interventions to support diverse founders, and to build a stronger evidence base to make the case for change.

In its role as a convenor, the government could act right away to improve access to data collection on growth businesses. This should be led by the Office for Equality and Opportunity[83] working with HM Revenue & Customs and Companies House.

Alongside this, the government should work to provide statistics on returns offered by diverse-founded businesses at each growth stage, encouraging investment into female and ethnically diverse-led scale-ups. As Beauhurst highlights,[84] a lack of robust diversity data - spanning gender, age, and nationality - limits the ability to address systemic inequities, although anecdotal evidence strongly points to underrepresentation.

techUK point to existing sources that are making an impact and monitoring progress in female founders and entrepreneurs. These include The Gender Index, which monitors the representation of women in high-growth sectors, such as the tech sector, and Investing in Women Code, which tracks the proportion of venture capital and private equity funding allocated to female-led businesses. But the UK Government has a vital role to play in ensuring consistency, tracking progress, and closing the gender and diversity investment gap.

Recommendation: Better establish a network of next generation diverse leaders in deep tech and life sciences by continuing the Science and Technology Venture Capital Fellowship Programme.

Given the ambition to support UK growth and facilitate the deployment of greater risk capital in the coming years, it is critical to simultaneously develop a cohort of diverse investors with the knowledge and networks needed to raise and deploy VC into science and technology ventures.

This comes as the British Business Bank reports that 13% of first-time equity deals went to all-female founder teams in 2022 and 10% to all-Ethnic Minority teams.[85] This is despite the fact that the UK population is diverse and around 18.3% of the UK population.[86]

To support this, the Science & Technology Venture Capital Fellowship[87] is a programme designed for mid-career investment professionals in the UK with a keen interest in science and technology. The 12-month fellowship seeks to fast-track the growth of UK-based venture capital investors while building a robust talent pipeline for science and technology VC investment in the UK. Demonstrating a tailored support offer, the programme involves knowledge sharing, leadership development, hands-on learning and mentoring (particularly deep tech and life science).

As part of a wider cultural shift to drive more diversity into the ecosystem, the government should look to continue this programme with Imperial College London and the Royal Academy of Engineering. This should place a greater emphasis on creating a network of next generation female and ethnic minority leadership through certain eligibility criteria to participate in the programme.

Spotlight:
Public and private sectors working together to help unlock the potential of female founders through the Invest in Women Taskforce

The Invest in Women Taskforce is a key programme breaking down the systemic barriers faced by women entrepreneurs and investors. Backed by support from the Chancellor Rachel Reeves, this initiative aims to drive future economic growth. This comes as research reveals that if women started and scaled businesses at the same rate as men, it could unlock a staggering £250 billion for the UK economy.

Leading investors - including Barclays, M&G, the British Business Bank, Morgan Stanley, Visa Foundation, BGF, and Aviva - have pledged their commitment to the Taskforce. This backing will be provided either directly or through the 'Women Backing Women' fund. The selection process is now underway to appoint fund managers to deploy the capital.

This milestone surpasses the Taskforce's ambitious goal to establish one of the world's largest investment pools of £250 million for female-led and mixed-gender businesses.

By breaking down barriers to opportunity, this initiative will ensure more women have access to the capital they need to succeed. In doing so, supporting the productivity and growth of the wider economy.

Conclusion

The UK remains an exciting place to innovate and build a tech business and is still the leading European nation for tech investment.

Scale-ups from across the tech sector, with their innovative approaches and greater tolerance for risk, are uniquely positioned to continue driving transformative innovation across high-growth sectors and tackle the UK's most pressing economic challenges.

But we need to get better at helping these businesses grow. Otherwise, we not only risk losing them, but risk missing a real opportunity for the government and for the UK.

techUK and our members reiterate that collaborating with scale-ups on policy is critical. They are uniquely placed as non-incumbents to understand the changes policy will have on growth and the overall investment environment. Barriers and opportunities for growth should be shared and continually inform future policy making. The dedicated support package, including a concierge service, is a way to do this.

By prioritising better scale-up support, the government can drive real progress on its five missions. Ultimately, high-growth businesses such as tech scale-ups will be the engines of growth in high-growth sectors that are at the core of the government's economic and industrial strategy.

techUK, on behalf of our members, remain committed to working with the UK government to realise, and deliver, on the full potential of the scale-up ambition.

Annex 1: Tech scale-ups – how techUK members are delivering the government's missions

Government Mission	techUK member
Secure the highest sustained growth in the G7 	**Pragmatic Semiconductor** are pioneering flexible semiconductor technology, enabling sustainable item-level intelligence at scale and speed for global customers. **Tussell** provide market insights to help companies enhance their public sector business development and public sector bodies to get better value from their procurement. **Wayve** is developing technology to power future self-driving vehicles through embodied AI. Their AI technology does not require HD maps, allowing it to scale easily to new roads and cities. **Riverlane** are advancing quantum technology. Deltaflow, their flagship product, combines proprietary quantum error correction chips, hardware, and software to rectify billions of errors per second, improving the reliability and scalability of quantum computers.

Driving forward the net zero ambition 	**Circulor** digitises and monitors your supply chain, driving supply chain transparency, responsibility and sustainability. **Oxa** is a global leader in autonomous vehicle software for businesses. Their self-driving vehicles can be lighter, use less energy and operate safely for longer, helping reduce operational costs. **Opencast** worked with Offshore Renewable Energy (ORE) Catapult, the UK's leading technology research centre for off-shore renewable energy, helping to build the world's first wind turbine data analytics platform. They developed a suite of web-based tools to help wind farm owners and operators globally to improve performance and reliability, while driving down the cost of operations and maintenance.
Build the NHS fit for the future 	**FacultyAI** have developed valuable use cases to accelerate the adoption of AI in the NHS. See more here. **ORCHA Health** provides the core infrastructure to overcome barriers to digital health and introduce digital health safely.
Make Britain's streets safe 	**Datactics** worked with the UK Home Office and policing to develop a National Quality Improvement Service. Read more here.
Break down the barriers to opportunity at every stage 	**Plexal** is an innovative company and coworking space that turbocharges collaboration, creating opportunity and growth for startups and scale-ups. **The Data City** provide real-time database of 100 million businesses and AI-driven insights into emerging markets. Their cluster analysis provides insight to map and understand economic clusters across UK regions.

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Further information

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About techUK

techUK is a membership organisation launched in 2013 to champion the technology sector and prepare and empower the UK for what comes next, delivering a better future for people, society, the economy and the planet.

It is the UK's leading technology membership organisation, with more than 1,100 members (the majority of which are SMEs) spread across the UK. We are a network that enables our members to learn from each other and grow in a way which contributes to the country both socially and economically. By working collaboratively with the government and others, we provide expert guidance and insight for our members and stakeholders about how to prepare for the future, anticipate change and realise the positive potential of technology in a fast-moving world.

techUK
FOR WHAT COMES NEXT


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