

# The Value of techUK Membership

## 2024



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# About techUK

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techUK is the membership body for the tech industry in the UK.

We support tech firms, their customers, regulators and Government, to capitalise on the benefits that technology can provide.

We inspire collaboration and innovation across business and government to provide a better future for people, society, the economy and the planet.

Our work can be categorised under three core focus areas:

- 1 Developing Markets**  
We work with members to identify where technology can power progress and advance innovation across different markets.
- 2 Championing Tech and Innovation**  
We work with members and industry stakeholders to explore the application of new technologies and champion their use.
- 3 Shaping Policy and Regulation**  
Our relationship with government and regulators helps create the right market conditions for technology, and our members, to flourish.

# Our Members

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We're pleased to represent over 1000 members, from household names to ones-to-watch. Our members include SMEs and multinationals, firms from every nation and region in the UK, with a breadth of interest, from AI to Quantum, and from Digital Transformation to Telecoms.

Our members are the driving force of our work. Members participate in networks and workstreams relevant to their business. They lead our boards and working groups, and they set the agenda for our workstreams.

We work with members to define policy positions that will benefit the industry, and to champion tech as a driver of the economy.

Members have access to timely insights, events, breaking news, thought leadership, and policy updates.

Members join our community to build strong relationships with potential customers, partners, regulators, Government, and peers across the UK.

[Visit our Member Directory](#)

# Our Value to Members

techUK membership  
has five core benefits

*"Being a member of techUK provides KPMG with an invaluable amount of insight, not just from industry, but from our wider ecosystem. It gives us that fully rounded view; it's fantastic to be able to hear from the experts in the industry and our colleagues from across the ecosystem."*

**Laura Webb, Partner, Public Services  
Technology Transformation, KPMG**



# 1 Industry Access

We are a community of 1000+ members plus policy makers, regulators, decision makers and thought leaders from across the UK and beyond. We help our community to build strong relationships, affect industry change, reach their customers, and grow their business. This is easier with us, than without us.

# 2 Influence Policy

We help our members to create the best environment for growth. Our relationships with government and regulators allow us to advocate for regulatory solutions and policy that help our members to compete and grow. Being part of this process helps members to strengthen their influence, raise their profile, and reduce their risk and costs.

# 3 Inside Track

We provide our members with the inside track on the tech sector. Our teams are at the forefront of UK tech innovation projects and policy that impact our members and our industry. We interpret, filter, provide insight and guidance to members, to help them identify opportunities and risks and prepare for the future. We give our members the edge.

## 4 Impact Performance

Through the opportunities and advantages of techUK membership, members can impact their performance. Members raise their profile, meet suppliers, partners, and customers, and react better to the market. They are compliant with regulation and legislation, they build better strategies, and they are better prepared for what comes next!

## 5 A Return on Investment

techUK membership provides an ROI for every member. Across 21 workstreams our expert teams help our members to achieve their business objectives. We help members to affect policy beneficial to their business. We showcase their products, services, and insight. We demonstrate their leadership and expertise, and we facilitate hundreds of meetings and events, creating opportunities to meet customers, suppliers and regulators.

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**Our aim is to help our members build relationships critical to their growth.**

# How Members Shape our Work

Members lead our activities to align  
with their strategic priorities.



*"Through our techUK membership we have been able to work collaboratively to successfully advocate for regulatory and legislative regime. This, in turn, has improved our insights into the tech ecosystem, and national and international priorities, which helps us support the current and future needs of our global customer base."*

**Kat Sommer, Head of Public Affairs,  
NCC Group**



As a member-led body, our members shape our strategy, outputs, and programme of activities. Dependent on their strategic priorities, members can work with us in three distinct ways:

- 1 Programmes**  
techUK teams are focused on 21 distinct programmes of activity ([see the next page](#)). These 21 Programmes sit under our three core focus areas: Developing Markets, Championing Emerging Technologies, and Shaping Policy and Regulation. Members can access these workstreams as part of their membership.
- 2 Steering Boards**  
Each of our Programmes has a representative steering board. Members lead these boards and shape our activities, bring focus to our policy objectives, and provide a consultative industry panel for government and other stakeholders.
- 3 Working Groups**  
techUK also manages around 100 working groups which oversee and direct specific techUK outputs and activities. Working groups cover a range of workstreams and help us to identify challenges and best practice.

# Our 21 Programmes

## Developing Markets

- Central Government
- Climate, Environment, and Sustainability
- Communications Infrastructure and Services
- Cyber Security
- Data Centres
- Defence
- Financial Services
- Health and Social Care
- Justice and Emergency Services
- Local Public Services
- National Security
- Nations and Regions
- Smart Infrastructure and Services

## Championing Emerging Technologies

- Cloud Computing
- Data Analytics, and AI
- Digital ID
- Tech and Innovation

## Shaping Policy and Regulation

- Consumer Tech and Regulation
- International Policy and Trade
- Policy and Public Affairs
- Skills, Talent and Diversity



# Developing Markets

## Central Government

The Central Government Programme advocate for the govtech sector, evangelise tech as a solution to public sector challenges, facilitate market engagement and help make the public sector easier to operate within.

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[Learn more about this Programme](#)

## Climate, Environment and Sustainability

Technology offers significant opportunities to support the net zero transition. We work closely with members, government, regulators and stakeholders to realise the positive benefits of tech as we transition to more sustainable systems and business models.

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[Learn more about this Programme](#)

## Communications Infrastructure

World-leading communications infrastructure underpins the UK's aim of an open digital economy. techUK's Communications Infrastructure Programme brings together FTSE 100 companies and SMEs from across the sector - fixed, wireless, mobile, satellite operators, equipment suppliers - to advocate a connected future for all.

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[Learn more about this Programme](#)

# Developing Markets

## Cyber Security

The Cyber Security Programme provides a channel for our industry to engage with commercial and government partners to support growth in this vital sector which underpins all organisations. The Programme brings together industry and government to overcome challenges and to pursue opportunities to ensure the UK remains a leading cyber nation.

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[Learn more about this Programme](#)

## Data Centres

Data centres provide the core infrastructure that underpin all digital activity. techUK's award-winning Programme provides a collective voice for UK operators. We work with government to improve the business environment for our members, we alert members to business risks, we mitigate regulatory impacts and we raise awareness of the importance of the sector.

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[Learn more about this Programme](#)

## Defence

The Defence Programme works to help the UK's Defence technology sector align itself with the MOD, specifically Defence Digital. Our members play a vital role in supporting the MOD to procure digital tech in a way that generates added value for end-users across the Defence ecosystem, from internal business functions to frontline operations.

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[Learn more about this Programme](#)

# Developing Markets

## Financial Services

techUK's Financial Services Programme brings the 'technological art of the possible' to the reform and evolution of the financial system. The Programme focuses on digital banking, insurance, payments, cyber security, financial inclusion and the adoption of DLT. The Programme also represents the tech industry in the fast-evolving policy and regulatory developments affecting the sector.

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[Learn more about this Programme](#)

## Health and Social Care

With health and care systems around the globe facing increasing pressures, the use of digital technology has never been more important. Supporting a vibrant ecosystem with the potential to become a world leader, techUK is helping its members navigate the complex space of digital health and care in the UK and ensure our NHS is prepared for the challenges of the future.

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[Learn more about this Programme](#)

## Justice and Emergency Services

Working with public safety and justice partners, we aim to understand the challenges being faced and the role of technology as a solution. Our forums encourage industry engagement and the exploration of emerging technologies in supporting frontline staff. From interoperability across policing, to driving digital transformation across the criminal justice system.

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[Learn more about this Programme](#)



# Developing Markets

## Local Public Services

Local public services face a number of challenges. techUK brings our members together with local government to find solutions that help create thriving, productive, greener and safer places for citizens. We help members to navigate the complex Local Government market and champion the innovations that can create truly digital local public services.

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[Learn more about this Programme](#)

## National Security

techUK's aim is to lead debate on emerging and new technologies which present opportunities to strengthen UK national security, but also expose vulnerabilities. Through market engagement and policy activities we assess the capability of this technology against national security threats, developing thought-leadership on procurement, innovation, diversity, and skills.

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[Learn more about this Programme](#)

## Nations and Regions

techUK works with Combined Authorities, Local Enterprise Partnerships, and key local community and industry stakeholders to identify solutions to local challenges, ensuring that policy reflects local experiences and priorities, and that it is fit for purpose for each region and nation in the UK.

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[Learn more about this Programme](#)

# Developing Markets

## Smart Infrastructure and Systems

This Programme champions smart infrastructure deployment in the UK, and the economic and societal benefits that smart tech can deliver. We focus on the innovative application of emerging technologies to traditional forms of infrastructure (such as mobility, energy, and water), bringing communities together to consider how to reduce costs, and deliver better performance.

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[Learn more about this Programme](#)

# Championing Emerging Technologies

## Cloud Computing

Cloud computing is a key driver of the UK's data-driven economy. techUK ensures the UK stays at the forefront of cloud adoption. We are a single point of contact for Government and stakeholders on issues impacting the UK cloud market and industry.

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[Learn more about this Programme](#)

## Data Analytics and AI

The Data Analytics and AI Programme unlocks the value of data analytics and has a mission to ensure the UK remains a world leader in AI. We do this by continuing to be the authoritative voice on behalf of the data analytics and AI industry, on key issues impacting data analytics and AI, and developing market opportunities to drive adoption across the UK.

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[Learn more about this Programme](#)

## Digital Identity

Digital identities will provide a gateway into the digital economy ecosystem. Consumers will be able to give permission for the secure use of their data, allowing innovative players to create new services. Through market-wide standards, digital identities will bring economic and social benefits, deliver trust, security and privacy for citizens and save the public and private sector millions.

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[Learn more about this Programme](#)

# Championing Emerging Technologies

## Tech and Innovation

This workstream explores the transformative tech driving the UK's digital economy, including quantum, high performance computing, immersive tech, intelligent automation and more. The Programme explores how the convergence of these technologies will enable the UK to become a science and technology superpower and identifies opportunities to drive adoption.

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[Learn more about this Programme](#)

# Shaping Policy and Regulation

## Consumer Tech and Regulation

techUK's Consumer Tech Programme helps members understand, shape, and comply with the increasingly complex array of regulations and laws that underpin international trade. We work with government officials and legal experts to help members understand standards, technical regulations, sanctions, trade policy and export controls - helping tech firms to trade internationally.

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[Learn more about this Programme](#)

## International Policy and Trade

techUK's International Policy and Trade Programme works with UK Government and global partners to represent the tech sector in trade-related matters seeking to expand opportunities for business growth. We help our members access export opportunities in key strategic markets and work with industry to shape the government's trade agenda.

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[Learn more about this Programme](#)

## Policy and Public Affairs

techUK's Policy and Public Affairs Programme makes the case to government and policymakers across Westminster, Whitehall, Brussels and the devolved nations on the most pressing issues facing businesses and the tech sector.

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[Learn more about this Programme](#)



# Shaping Policy and Regulation

## Skills, Talent and Diversity

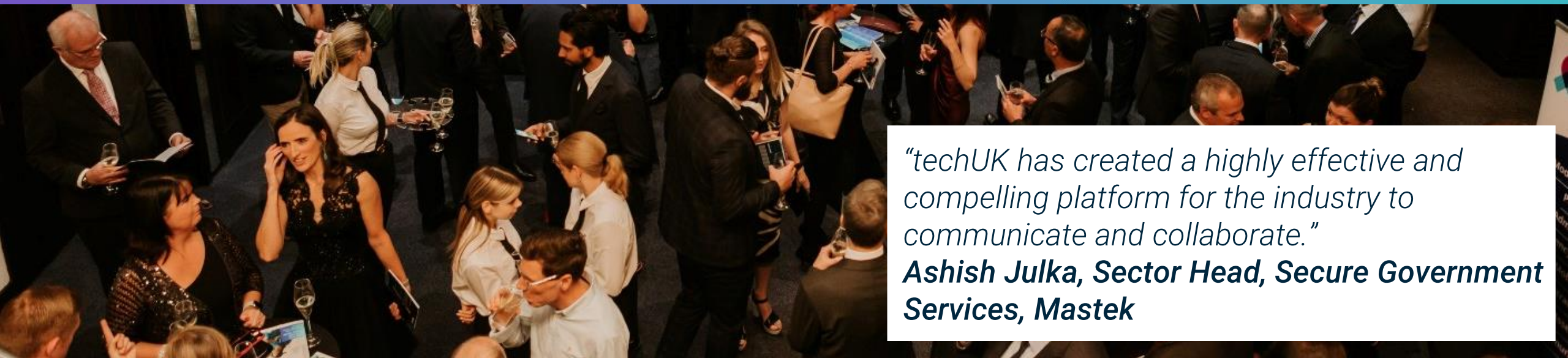
Making the UK the best place to start and grow a digital business is contingent on our ability to skill, attract and retain the brightest talent. techUK seeks to ensure the UK has a world-leading tech workforce by equipping the pipeline of talent with digital skills, attracting and retaining a diverse workforce, and making sure the UK is an attractive location for talent.

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[Learn more about this Programme](#)

# Features of Membership

techUK members have access to  
a variety of industry activities



*"techUK has created a highly effective and compelling platform for the industry to communicate and collaborate."*

**Ashish Julka, Sector Head, Secure Government Services, Mastek**

## Policy Engagement

techUK is in constant dialogue with policy makers across Whitehall and Westminster to represent the sector and make the case for how tech can help address some of the UK's greatest challenges. We talk to government departments on a daily basis and have regular discussions with Ministers, MPs and Peers on policy and legislation. Members talk directly to key decision makers at industry briefings and events.

100+

Government and key industry events with a techUK or member speaker

70

Significant industry groups where a techUK employee is a member

100+

Engagements with Ministers, MPs and Peers

9

Government consultations responded to

19

Round tables and group meetings held with member companies and civil servants

## Events

Developing networks and helping members build **valuable relationships** is a **key part of what we do at techUK**. From conferences and dinners to market briefings, webinars, and roundtables, we run a full calendar of events where we connect members to their **peers, government stakeholders and potential customers**.

400+

Free to attend events for members

17

Flagship events including dinners and conferences

4,000

Guests at our flagship events from industry, government and regulatory bodies.

100,000

Visits to event web pages in 2023

30,000

Delegates and guests at techUK hybrid events in 2023.

## Thought leadership - Blogs, Podcasts and Webinars

**Our position at the forefront of UK tech projects and policy, helps our members to benefit from timely news and thought leadership critical to their business. We publish regular newsletters, blogs, podcasts and webinars and members are invited to provide their own perspective, and share best practice and strategies with the sector through these channels.**

81

Sector specific  
working groups with  
up-to-the-minute  
insight

18

Podcasts on key  
issues affecting  
the industry

20+

Industry reports  
providing thought  
leadership each year

18

Member-led  
Campaign weeks  
with c40 pieces of  
content

124

Webinars delivered  
by both members  
and techUK

130+

Blogs published  
per month



## Brand Engagement

One of the benefits of techUK membership is a range of brand awareness and marketing activities to help you to enhance your leadership in the industry. Members are invited to speak at events and on podcasts, they can write blogs for our website, and they can take part in campaigns focused on timely industry topics. All activities are marketed through a range of techUK channels.

120,000

Monthly visitors to  
our website

500

Average readership  
of member blogs

9,000

Average page views  
for campaign  
focused content

20,000

Subscribers to our  
22 newsletters

40,000

Twitter followers

37,000

LinkedIn followers

## The benefit to SMEs

Over 550 techUK members are SMEs. Across our 21 dedicated programmes our expert teams help our SME members to do things they may struggle to do alone.


We provide our SME community with opportunities to meet, network and collaborate with their peers, industry leaders, and customers in both the private and public sector. Ultimately, we help our members to achieve their business goals and support a return on investment for their membership.

There are 3 core benefits to SMEs:

- 1 Inside Track**  
techUK provides SME members with access to business opportunities such as early market engagement sessions, procurement launches and networking sessions with potential collaborators and customers.
- 2 Influence Policy**  
Our relationship with government and regulators allows us to advocate for regulatory solutions and policy that help our SME members. Whether it's ensuring R&D tax credits continue to benefit SMEs or making it easier for SMEs to access public procurement, being part of this process helps SMEs to strengthen their influence, raise their profile, and reduce their risk and costs.
- 3 Impact Performance**  
Through our insights and networking opportunities, members can make informed decisions on where to prioritise their focus to maximise business opportunities. SME members can raise their profile within the industry, and with potential customers more broadly.

# Business Services

techUK provides a range of free services and extra benefits to help members to grow and protect their business.



*'At the moment, we have one central government customer and we're trying to find ways to work with other parts of the Government and other parts of the public sector. techUK have been really helpful in explaining how the environment works and introducing us to the ecosystem with other suppliers.'*

**Abigail Wyndham, William Alexander Consulting (SME)**

## Software Escrow

Our Software Escrow service helps software owners and users protect their IP. We offer techUK members escrow protection at our highly secure facility at a discounted and highly competitive price.

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[Learn more about this service](#)

## Software Validation

Our source code validation service checks source code that is deposited with our software escrow service to ensure it is valid, complete, and as described by the software developer. We check the source code is as claimed, reassuring software users that it meets validation criteria.

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[Learn more about this service](#)

## Cyber Essentials

techUK has partnered with Crossword Cybersecurity to help members to self-assess their alignment with the UK Government's Cyber Essentials scheme. On completion of the assessment, members will receive a report with a cyber risk overview to help them identify areas of weakness.

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[Learn more about this service](#)

## HR Support

Membership includes free support to help with HR issues, reducing risks to your company. techUK have partnered with HR Solutions to offer a free 30-minute call with their HR advice line, plus access to a searchable resource with easy-to-use HR templates, letters, guides and customisable policies.

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[Learn more about this service](#)

## Legal Support

techUK has partnered with legal practices specialising in ICT law to help members seek guidance on commercial and corporate issues, and regulatory obligations. Members have priority access to lawyers with track records of dealing with a variety of ICT issues.

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[Learn more about this service](#)

## Tech Recruitment

techUK have partnered with Learning People to help our members to access qualified candidates without recruitment fees. Learning People are Europe's leading digital school - educating students to professional industry standards in IT, code and project management.

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[Learn more about this service](#)



## Sales Skills

Given the importance of effective selling, we have teamed with the Institute of Sales Professionals, to help our members access the full scope of business sales competency; to acquire both the hard and the soft skills, covering the knowledge, skills and behaviours that are needed to drive success in sales.

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[Learn more about this service](#)

## Meeting Rooms and Member Hotdesks.

At our London HQ we have conference rooms available to members at a discounted rate. We cater for business meetings, events (up to 120 people), training sessions, and workshops. We also offer a separate networking area, including 30 free hot desks, where members can meet clients over coffee.

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[Learn more about this service](#)

# Profile Opportunities

**Boost your profile by sponsoring our  
flagship activities.**



## Profile Opportunities

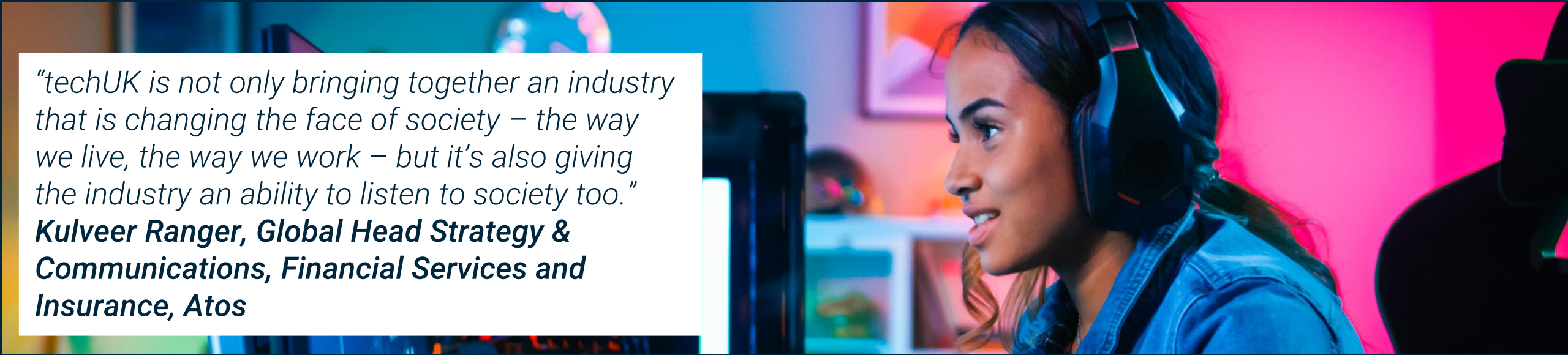
Our activities provide a fantastic opportunity for members to work with techUK on strategically important topics. They provide an opportunity for members to shape content, promote thought leader, and elevate their profile with industry and policy makers. From sponsoring our flagship events to curating webinars or podcasts we have a range of options available.

[Visit our website for more information.](#)

- 1 Flagship Events (POA)**  
From dinners and drinks receptions to larger conferences, each present sponsors with a range of fantastic opportunity to network with peers, prospects, government, and regulatory stakeholders.
- 2 Sponsored Webinars (from £3000)**  
Sponsor and develop a thought leadership webinar to share your insights and case studies with our community.
- 3 Sponsored Podcasts (from £2000)**  
Sponsor a single or series of podcasts to discuss a timely topic and get your views heard.

# Join techUK

## Become a member



*“techUK is not only bringing together an industry that is changing the face of society – the way we live, the way we work – but it’s also giving the industry an ability to listen to society too.”*

***Kulveer Ranger, Global Head Strategy & Communications, Financial Services and Insurance, Atos***

# Join techUK

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Corporate membership of techUK means that all colleagues have access to our activities. There are two categories of membership:

**Full Member** – Any company that provides a digital technology, product, service or application.

**Affiliate Member** - Any business with an interest in the technology sector e.g. law firm, consultancy, or accountancy practice.

If you would like to find out more about techUK membership, please contact our membership team in one of three ways:

- 1 Complete our online form**  
Please complete our [online enquiry form](#) and our membership team will be in touch.
- 2 Email the team**  
You are welcome to contact us at [membership@techUK.org](mailto:membership@techUK.org) for further information.
- 3 Call us**  
Our membership team would be happy to speak with you to answer any questions on membership of techUK, please call us on **020 7331 2026**.