

2024



TECH CLIMBERS YORKSHIRE 2024 ENTRIES REPORT

# SCALING WITH CONFIDENCE

IN PARTNERSHIP WITH



BROUGHT TO YOU BY



# THIS YEAR'S PARTNERS

## HEADLINE PARTNERS



## ECOSYSTEM PARTNERS



## NATIONAL PARTNERS



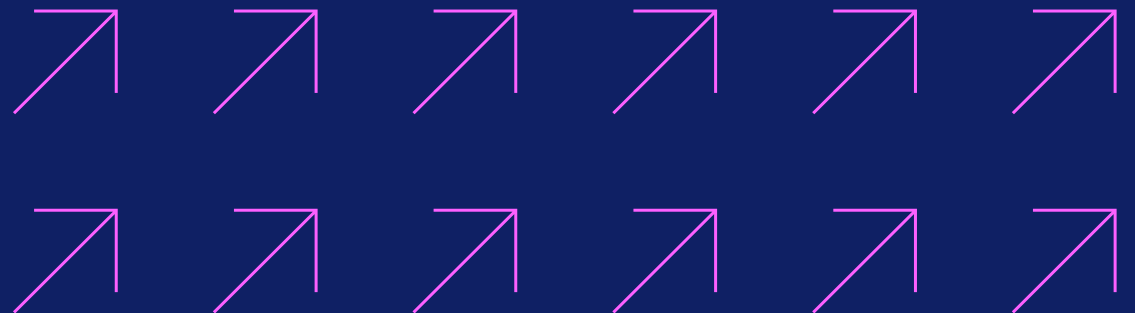
## BROUGHT TO YOU BY



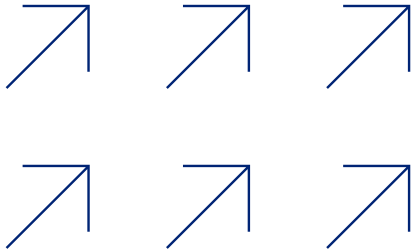
# WHAT IS TECH CLIMBERS?

Tech Climbers is a regional list that showcases the top-performing, product-led technology businesses in growth regions across the UK. Published with BusinessCloud and TechBlast, our mission is to shine a light on scaling tech businesses across the UK.

Through our list and our events programme, we offer a platform for startups and scaleups to raise their profile, while putting them in front of the right people who can support their growth journey.



# THE CRITERIA

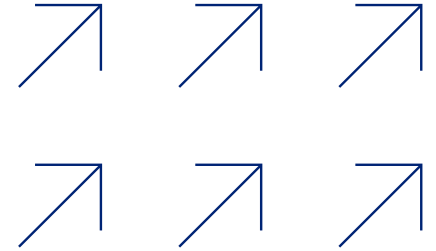
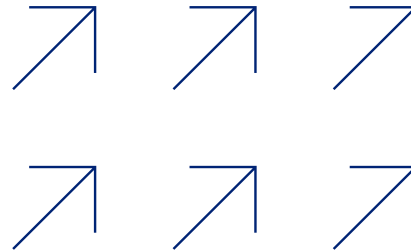
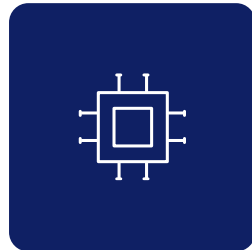


## IMPACT

Is the company solving world problems, generating economic growth, and creating positive environmental or social outcomes?

## INNOVATION

Is the company developing cutting-edge technology or making groundbreaking digital advancements?



## INVESTMENT

Is the technology and commercial model scalable? To date, does the company have an impressive growth record that would attract investors?

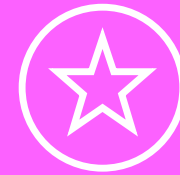


# THE LIST INCLUDES



## THE MAIN LIST

Celebrates the leading lights in the region, making Yorkshire an exciting tech destination in the UK.

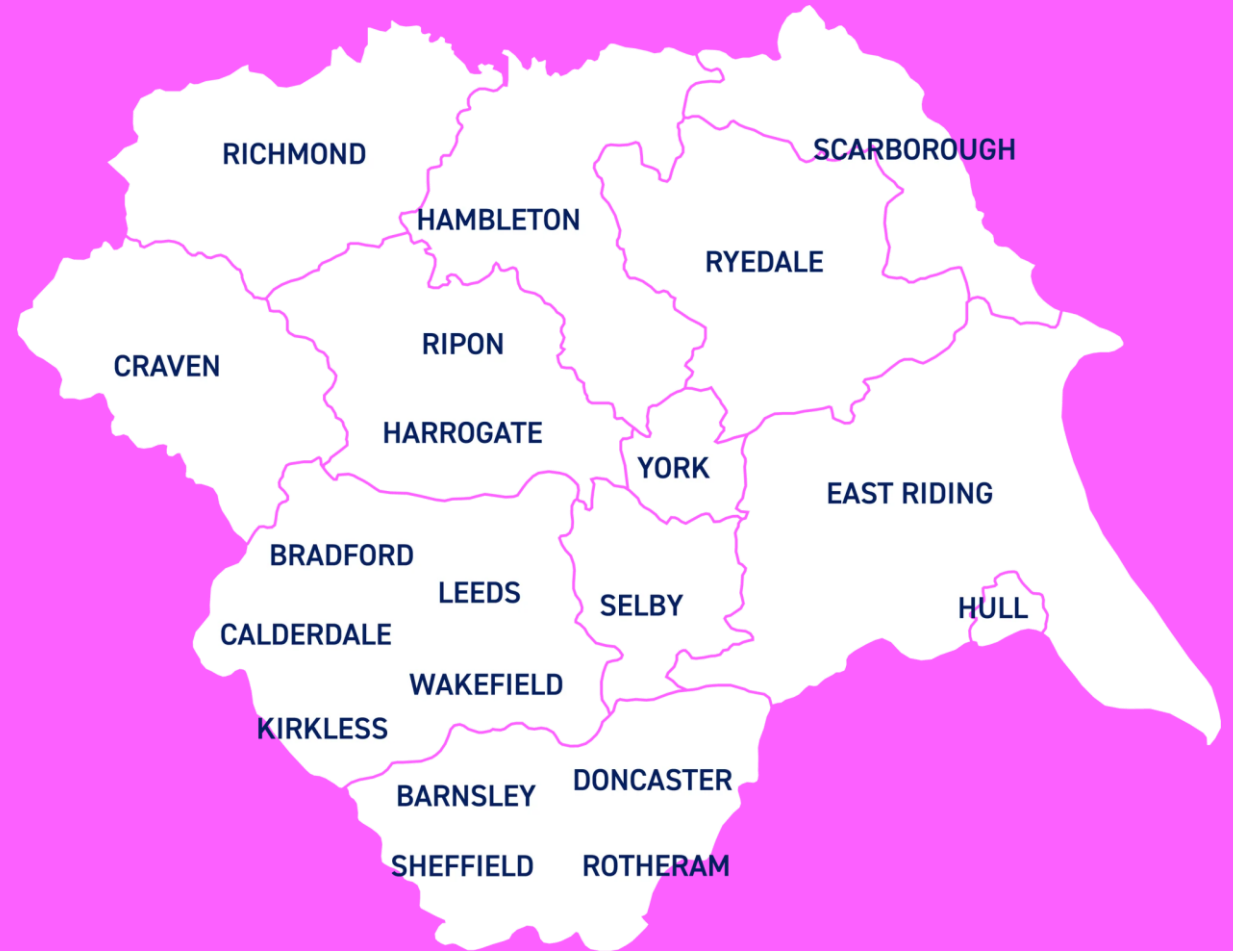


## ONES TO WATCH

Shines a light on the up-and-coming businesses with bags of potential, which are on track for future success.

Entries were judged and reviewed by senior representatives from our partner organisations.

ENTRIES SOUGHT  
FROM ACROSS THE  
YORKSHIRE REGION





# THE LIST

 bartec  
Municipal  
Technologies

 **BOXPHISH**

 c365cloud  
Transforming compliance

 CURVEBLOCK™

 **FourJaw**  
Manufacturing Analytics

 GOLD  
STANDARD  
PHANTOMS

**HNR** 

 HyperFinity



 Little  
Journey

**panintelligence**  
always thinking.

 PentestPeople®

 **SI**  
SCALED  
INSIGHTS

 THE CURVE

 TRIBOSONICS®

WHITE  
LABEL  
LOYALTY

 YEMETECH

# THE ONES TO WATCH



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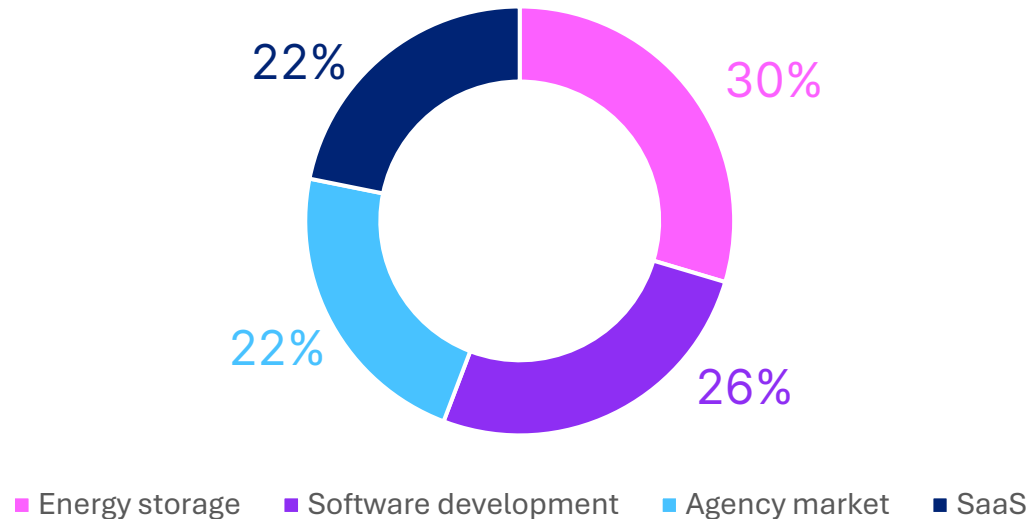


**TUBR**



# YORKSHIRE AT A GLANCE

Yorkshire's fastest growing sectors:



\*Data based on The Data City's classification of a tech-based company in the Yorkshire region.

Energy storage is a positive growth driver for South Yorkshire, with a 38% increase in renewable sites in Sheffield between 2017 and 2022. Meanwhile, Leeds has become a hub for software growth, offering the largest share of businesses across the region.

# ENTRIES AS A REFLECTION OF YORKSHIRE'S TECH LANDSCAPE

47.5%

of businesses are based in  
South Yorkshire

39%

of businesses are based in  
West Yorkshire

13.5%

of businesses are based in  
North Yorkshire

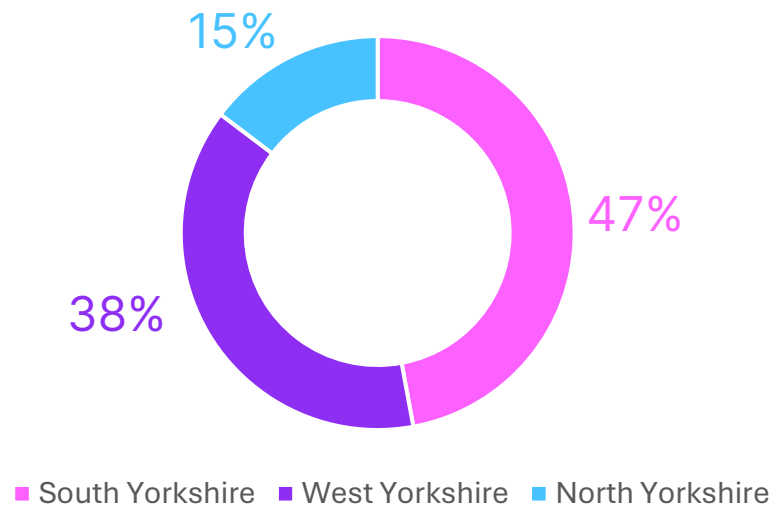
This year's entrant data reflects Yorkshire's efforts to create a vibrant tech ecosystem that stretches beyond Leeds. With initiatives like Sheffield Technology Parks and Barnsley DMC offering support and guidance to those based in the South, it's encouraging to see an increase in startups emerging from the landscape and successfully raising funding.

# THE INVESTMENT SPLIT ACROSS ENTRIES

57.6%

of entrants have already  
received funding

Entrant funding by region



"It's great to see South Yorkshire's tech community in the spotlight. The level of startups and investment emerging from our region is testament to key ecosystem players' commitment to creating a vibrant cluster that's now being recognised as a complimentary tech hub to Leeds and West Yorkshire. And when coupled with Manchester, all three key northern cities are forging the Northern Triangle narrative on a national and international scale."

**TOM WOLFENDEN**

CEO,  
Sheffield Technology Parks

# RAISING FUNDS WITH CONFIDENCE

**72.9%** of entrants are looking for funding to grow.

Adding to the £45.6M\* of total investment raised by Yorkshire's tech businesses in 2024 so far.

## OUT OF THESE...

**60.5%**

are looking to raise  
seed funding

11.5% YoY increase

**14%**

are looking for series  
A funding

**69.8%**

said they are 'very  
confident' that  
they'll secure the  
investment needed  
for growth plans.

Although funding continues to be the largest barrier to growth, the optimism for investment continues after businesses in Yorkshire and Humber saw an uplift of 20% in venture capital investment in 2023, reaching highs of £200m in funding. And following the announcement for West Yorkshire's HealthTech and Digital Tech Investment Zone, we only expect the confidence and funding to grow.

\*Data based on The Data City's classification of a tech-based company in the Yorkshire region.

# A SUCCESSFUL START TO GROWTH

64%

of entrants are new  
to Tech Climbers

50%

of entrants (under a year) have  
already received funding

94%

of entrants (under a year) are  
looking for funding to grow

11% YoY increase

This year over a half of our entrants are new to Tech Climbers, with 88% of the new entrants still operating within their first year. South Yorkshire is a brilliant example of early growth, with a record of 617 startups formed in the region in 2023, pushing the tech sector past 4,500 companies for the first time.

This is a reflection of Yorkshire's continued commitment to supporting a collaborative, multi-city tech ecosystem, positioning the region as a thriving startup location and investment alternative to Manchester and London.

# INVESTING IN TECH TALENT

66%

of entrants currently employ between 1-10 people within their company

279+

jobs projected to be created over the next year

89.9%

of entrants have or are working on a diversity and inclusion strategy

50.9%

of entrants set aside a learning and development budget



"The addition of technology jobs across Yorkshire is warmly welcomed by the universities in the region. The recent launch of South Yorkshire's Institute of Technology is just one example of Yorkshire's commitment to drive education around digital advancements and innovation, positioning the region as a hub for tech talent."

**DHARAM SHADIJA**

Head of Department of Computing,  
Sheffield Hallam University

# CONCLUSION

The future is bright for Yorkshire's tech scene. Due to the commitment across Yorkshire's cities to support tech businesses and digital skills, the region's opportunities outweigh the adversity and challenges in the investment landscape, which is reflected by the positive funding attitudes and rise in startups evidenced in the entrant data.

As Yorkshire continues to attract investment and businesses to the North, our report and list showcase and support the increase in relentless founders as well as the community's drive for growth, positioning their digital landscape as a competitive alternative that can successfully nurture and scale early-stage startups to success.



"I love to see the level of confidence coming through from this year's entrants – Yorkshire knows it's got talent and it's not afraid to put itself out there, competing with other regions for investment. I'm delighted that Tech Climbers can play a role in showcasing that talent and hunger for growth."

**ANNA HEYES**

Founder and Creator,  
Tech Climbers



# HEADLINE PARTNERS



BDO is the leading UK accountancy and advisory firm focused on ambitious, entrepreneurially spirited and fast-growing businesses. Their broad range of technology clients from across the region are key contributors to Britain's economic engine.



TD SYNnex is the TUK's only provider of all the leading public cloud platforms and is Microsoft's number 1 provider globally. Their team are uniquely placed to support ISV partners on their journey to the cloud and to success, in the UK and beyond.



Ward Hadaway is a full-service law firm offering a huge variety of services to a wide cross-section of client groups such as business, built environment, healthcare, public and third sector and private individuals.

# ECOSYSTEM & NATIONAL PARTNERS

## ECOSYSTEM PARTNERS

**Climb24**

**DMC**



Sheffield  
**Technology  
Parks**

**Sheffield  
Hallam  
University**  
Knowledge Applied



**UK  
TECH  
WEEK  
2024**

## NATIONAL PARTNERS

**techUK**

**HubSpot**

  
**datacity**

**innovate<her>**

# BROUGHT TO YOU BY



Active Profile helps tech scaleups deliver marketing and PR growth strategies at each stage of their journey, towards exit, for over 15 years. From crafting compelling content to building out brilliant brand awareness plans, the team go 'all in' to support the growth of ambitious businesses.



BusinessCloud brings you news and views from the nation's tech scene, highlighting the businesses and platforms you need to know about. Their website and weekday morning email newsletter reports on funding announcements, deals, appointments and launches and much more



Building a business is hard – but, thanks to technology, the opportunities for growth are more numerous than ever before. TechBlast hears from the people who have been there and done it; those who are on the journey; and figures supporting the UK startup scene.

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