



GP. Bullhound
presents

NORTHERN TECH *Awards* 2018



22 MARCH 2018 / THE HUB / EDINBURGH

A WELCOME MESSAGE

from

HUGH CAMPBELL

Managing Partner, GP Bullhound

I want to wish you all a very warm welcome to Edinburgh and our fifth Northern Tech Awards. It is my pleasure to be your host for the evening, together with such an illustrious group of leaders from around the technology industry.

2018 marks the first year in which we have taken the event outside of England in an effort which we hope will strengthen ties across the border. Scotland is already famous for delivering world-famous technology companies such as Skyscanner and Fan Duel, however we are also excited by the long list of fast growing businesses such as TV Squared, Outplay and Aquila Insights, which we hope will enjoy similar success. Furthermore, the region is supported by fantastic angel networks and incubators such as Archangels, Codebase, Par Equity and Scottish Enterprise who play a significant role in nurturing the local ecosystem.

Despite the UK government triggering Article 50 and formally starting the process of leaving the European Union, 2017 proved to be a prosperous year with stock markets finishing the year at all-time highs. The UK technology sector continued to demonstrate its prominence across Europe, securing over \$5.4 billion in VC funding – more than twice its nearest rivals in Germany and France. Such investment is coupled with strong competition to secure the best talent from around the world. The cost of that talent is increasing significantly, which is driving up the cost of growing companies in 'traditional' hubs such as Silicon Valley, London and Stockholm.

With the increasing acceptance of next-gen collaboration tools, this presents a fantastic opportunity for The North to encourage large tech companies and start-ups to set up outside of London and capitalise on lower costs and the world-class talent which emerges from many of its top universities.

We were extremely pleased with the number of applications which we have received for the Awards and I personally wanted to thank every company which applied. I am excited to say that we not only have some of the fastest growing technology companies in the region, but also some of the most imaginative and brilliant entrepreneurs across the country.

Together with our judges, we have reviewed the 100 fastest growing technology companies to decide on the overall winners of our award categories which comprise: The Regions' Top Northern Star, Fastest Growing Company of the Year, Fastest Growing Larger Company of the Year, the Judges' Awards for Innovation, International Success and Leadership, Tech4Good Award, Young Entrepreneur Award and Overall Judges' Award. The winners of each category will be announced this evening.

We are delighted to have Founders4Schools as our charity tonight. Founders4Schools aims to inspire students and prepare them for the rapidly changing world of work by enabling educators to invite business leaders for encounters with their students through a free to use online platform. We have left envelopes on your table and ask that you please give generously.

I would like to thank our fantastic sponsors for their support in making this not-for-profit event possible - many of whom have continued to support the event since its inception: Barclays, OBI Property, Scottish Equity Partners, Squire Patton Boggs, Aquiline Capital Partners, Berenberg, Frazer John Recruitment, Inflexion Private Equity, London Stock Exchange, Mercia Technologies and Tech North. I would also like to thank our Digital Partner Draw & Code for their innovative animation work, along with our Media Partners, Insider and Sevenhills, for their help in marketing and covering the awards this evening.

Finally, I hope that you will use this event to meet with your peers from across the sector and leave with a fresh sense of inspiration and innovation with which to continue to drive the success of the tech ecosystem across the North.



Hugh Campbell



Dealmakers *in* Technology



Our mission: advising the most passionate technology entrepreneurs



AUTOTRADER
sold to
NASPERS



BULLITT
investment from
EXPONENT



MEDIAIQ
investment from
ECI



AQUILA INSIGHTS
sold to
MERKLE



SEQUENCE
sold to
SALESFORCE



LIMES AUDIO
sold to
GOOGLE



PRODIGY
growth round
INDEX VENTURES



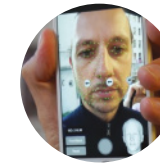
PLAYDEMIC
sold to
WARNER BROS.



KARMARAMA
sold to
ACCENTURE



THE BIO AGENCY
sold to
TECH MAHINDRA



SEENE
sold to
SNAPCHAT



VEMORY
sold to
GOPRO

GP. Bullhound

PROGRAMME

18:30 REGISTRATION, DRINKS & CANAPES

19:45 WELCOME ADDRESS

Hugh Campbell (*Managing Partner, GP Bullhound*)
David Rowan (*Founding Editor, WIRED UK*)

20:00 DINNER

COUNTDOWN VIDEO RANKING: 50 – 2

21:30 THE FANDUEL STORY

Rob Jones, *Co-Founder, FanDuel.com*

21:45 AWARDS CEREMONY

22:15 ONWARDS ENTERTAINMENT, NETWORKING
AND AFTER PARTY CELEBRATIONS

Award CATEGORIES

NORTHERN STAR

FASTEST GROWING COMPANY OF THE YEAR

FASTEST GROWING LARGER COMPANY

JUDGES' INNOVATION AWARD

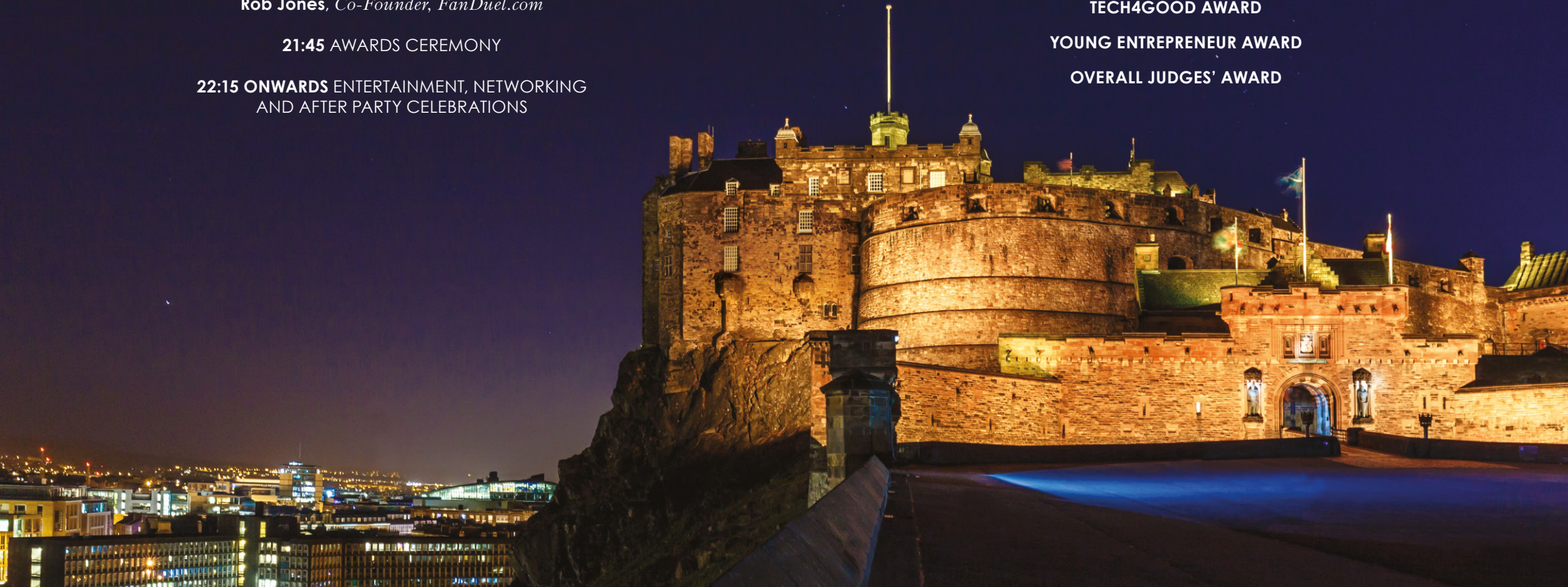
JUDGES' AWARD FOR INTERNATIONAL SUCCESS

JUDGES' LEADERSHIP AWARD

TECH4GOOD AWARD

YOUNG ENTREPRENEUR AWARD

OVERALL JUDGES' AWARD



The sky is never the limit

As a fast-growing technology company, Skyscanner needed a far-sighted financial partner. Our understanding of their vision enabled us to fund an equity release scheme, providing the impetus to grow their business. They've since opened 10 new international offices.

To find out how we can help your business succeed, call Richard Faulkner, Relationship Director, Tech, Media and Telecoms, Corporate Banking at Barclays on + 44 (0) 7810 055819*



Skyscanner offices, Edinburgh.
Shane Corstorphine (CFO, Skyscanner) and Paul McAuslan (Relationship Director, Barclays).

Premium SPONSORS

BARCLAYS



Barclays is a transatlantic consumer and wholesale bank with global reach, offering products and services across personal, corporate and investment banking, credit cards and wealth management, with a strong presence in our two home markets of the UK and the US. With over 325 years of history and expertise in banking, Barclays operates in over 40 countries and employs approximately 85,000 people.

Barclays moves, lends, invests and protects money for customers and clients worldwide.

We are proud to have an established history of supporting businesses across the North. We continue to invest in our local and industry knowledge across the region, to help our clients achieve success today and in the future. We specialise in a broad range of sectors, including Technology, Media & Telecommunications and provide our clients with access to regular sector thought-leadership material and regular networking events.

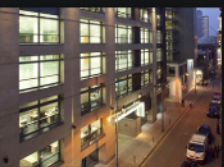


CADILLY PLACE

ester M1 3BN

PROPERTY →

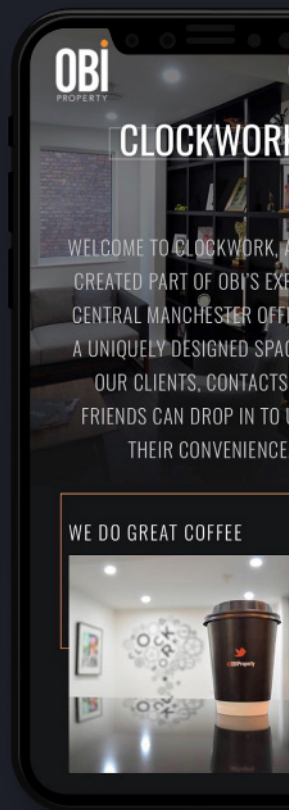
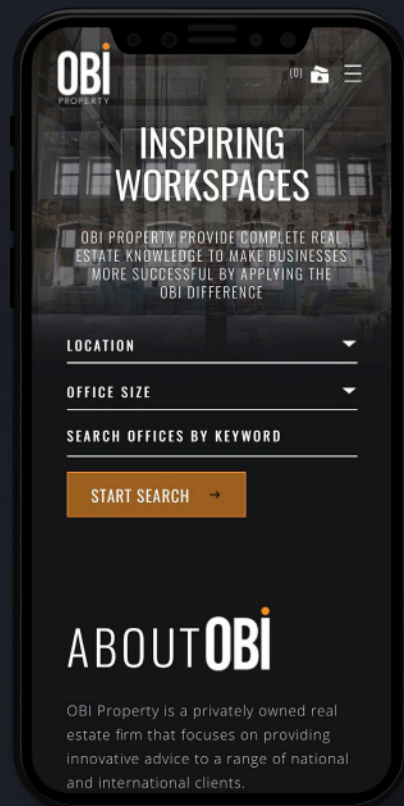
ADD TO SHORTLIST →

PROPERTY'S OFFICE
BULLETIN

MEDIACITY UK

E: INFO@OBIPROPERTY.CO

DISCOVER THE
OBDIFFERENCE



LOOKING TO RELOCATE?
START YOUR SEARCH TODAY

WWW.OBIPROPERTY.CO.UK

GET IN TOUCH TO FIND OUT HOW WE CAN
MAKE YOUR BUSINESS MORE SUCCESSFUL

0161 237 1717

@OBIPROPERTY

GP BULLHOUND NORTHERN TECH *Awards* 2018

09

Premium
SPONSORS

OBI PROPERTY

OBI
PROPERTY

OBI Property is a privately owned real estate firm that focuses on providing innovative advice to a range of national and international clients. OBI advise a number of the UK's fastest growing businesses on their workspace relocation & expansion initiatives.

Our core purpose is to offer complete real estate knowledge that makes businesses more successful by applying the "OBI Difference". The "OBI Difference" is a totally integrated approach which involves our combined skillsets contributing to any work we undertake. It is this consistent approach to anything we do that enables us to exceed client expectations and provide an exceptional service level that is not matched by our competitors.



Premium
SPONSORS

SQUIRE PATTON BOGGS



Committed to Technology Companies Locally and Globally

We are proud to sponsor the Northern Tech Awards 2018

As a global full service law firm, we have significant experience in advising technology companies across the full spectrum of corporate transactions, including start-up funding to M&A, private equity, joint ventures, strategic alliances, new market entry and accessing capital markets, as well as international tax structuring, using and protecting IP and technology assets, and employment and immigration advice.

To find out how we can help you, contact:

Jane Haxby

Managing Partner – Europe, London
jane.haxby@squirepb.com

Paul Mann

Partner, Head of Private Equity (UK), Leeds
paul.mann@squirepb.com

James Fitzgibbon

Partner, Manchester
james.fitzgibbon@squirepb.com

Kerry Lee

Partner, Manchester
E kerry.lee@squirepb.com

Squire Patton Boggs is a full-service global law firm. We provide insight at the point where law, business and government meet, giving you a voice, supporting your ambitions and achieving successful outcomes.

Our multidisciplinary team of more than 1,500 lawyers in 47 offices across 20 countries provides unrivalled access to expertise and invaluable connections on the ground. It is a seamless service that operates on any scale – locally or globally. It encompasses virtually every matter, jurisdiction and market. And we place our clients at the core of everything we do.

We combine sound legal counsel with a deep knowledge of our clients' businesses to resolve their legal challenges. We care about the quality of our services, the success of our clients and the relationships that are forged through those successes.

We address the unique needs of technology companies operating in multiple jurisdictions or looking beyond the borders of their own countries for financing, growth or liquidity.

Premium
SPONSORS

SCOTTISH EQUITY PARTNERS (SEP)



North, south, east and west
we specialise in growth equity
for technology companies

Proud sponsors
of the Northern Tech
Awards 2018

For over 20 years we have backed some of the most successful technology companies across the UK and beyond. We have a solid track record of working closely with management teams to scale and internationalise their businesses.

We are supportive and patient investors, providing strategic insight and a strong commercial perspective. That's why we have been selected as the partner of choice by some of Europe's most innovative and ambitious companies.

www.sep.co.uk
enquiries@sep.co.uk

LONDON • GLASGOW • EDINBURGH

If you want investors that can help your business travel in the right direction then visit our website or call us on **0207 758 5900**.

Authorised and regulated by the Financial Conduct Authority.

Scottish Equity Partners (SEP) is one of the UK's leading growth equity and late stage venture capital investors.

Operating from offices in London, Glasgow and Edinburgh, we make equity investments across a range of technology sectors including enterprise software, consumer internet and tech-enabled service businesses. Typically investing up to £25 million, we can offer flexible deal terms including primary, secondary and buyout capital.

SEP has a long and successful track record with over 150 investments made and 130 exits. We build strong relationships with the management teams we back, helping them to scale and internationalise their businesses, and have been behind some of Europe's most successful technology companies including Skyscanner and Matchesfashion.com.

For more information please visit our website www.sep.co.uk

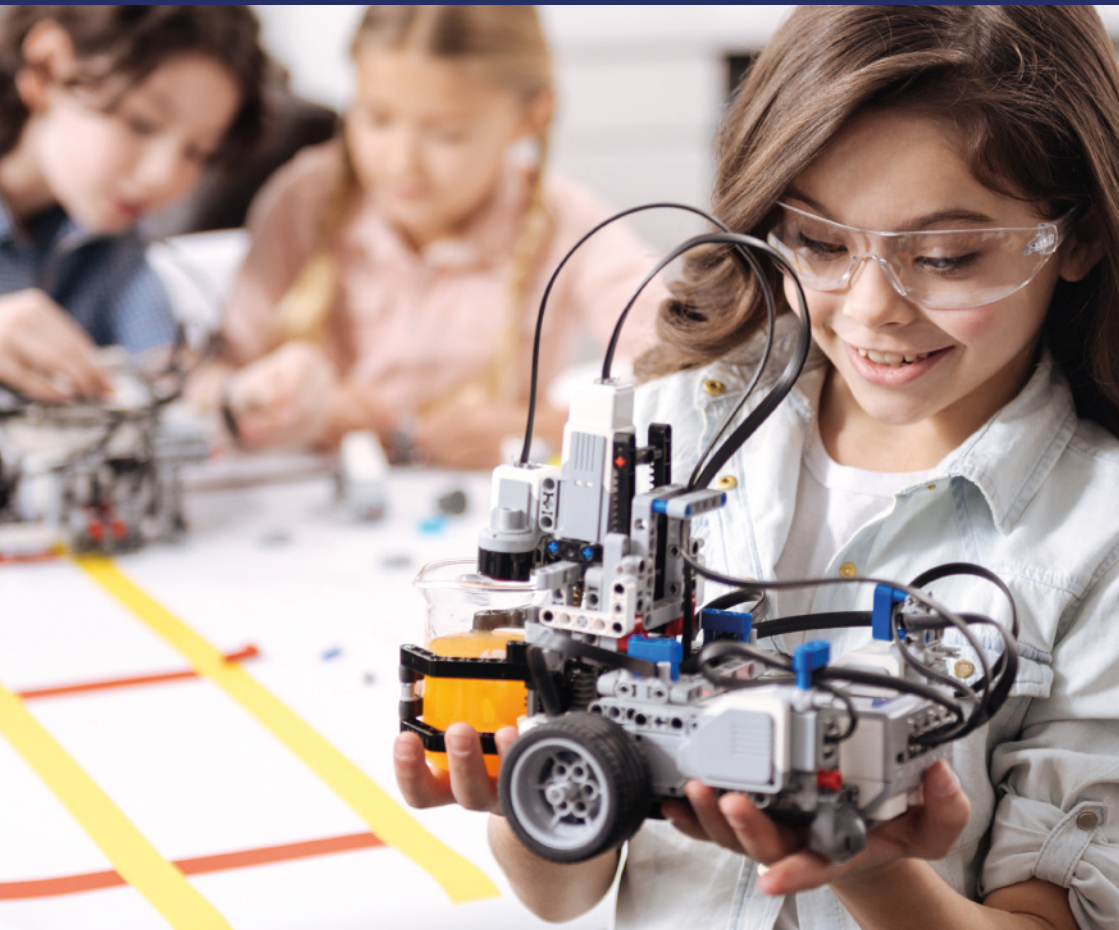
Founders4Schools

Growing Youth Employability

Our charity has supported over 324,000 Student-Employer encounters to prepare young people for the world of work. We invite every educator and business professional to join us today to continue providing meaningful work experience opportunities.

Register at www.founders4schools.org.uk

Founders4Schools is a Registered Charity Number 1162197



SPONSORS

AQUILINE CAPITAL PARTNERS LLC

AQUILINE
CAPITAL PARTNERS LLC

Aquiline Capital Partners, founded in 2005, is a New York-based private equity firm investing in the financial services and financial technology companies.

Through the Aquiline Financial Services Funds, Aquiline invests in middle-market financial services businesses in North America and Europe. Its portfolio of companies includes start-ups, growth equity and buyouts, corporate carve-outs, consolidations, and turnarounds.

Through the Aquiline Technology Growth Fund, Aquiline invests globally in early- and growth-stage financial technology and services companies.

For more information about Aquiline, its investment professionals, and its portfolio companies, please visit www.aquiline.com.

SPONSORS

BERENBERG



BERENBERG

PARTNERSHIP SINCE 1590

Accountability.

Established over a period of more than 428 years.

When it comes to banking, trust is now more important than ever. We strive to be a responsible partner who supports customers in a professional and individual manner with a view to their long-term success. Berenberg has been led by personally liable partners for more than 428 years. This principle has shaped the responsible business practices at our company – and is now upheld by more than 1,500 employees in Europe and the USA.

For more information, contact Charlotte Gubbins.
Phone +44 20 3207-7935 • www.berenberg.com

Founded in 1590, Berenberg is one of Europe's leading privately owned banks today, offering services in the divisions of Wealth Management, Asset Management, Investment Banking and Corporate Banking.

Headquartered in Hamburg and led by managing partners, Berenberg maintains a strong presence in the financial centres of Frankfurt, London, New York and Zurich. More than 1,500 employees carry the Bank's long tradition of success into the future.

For more information, www.berenberg.com



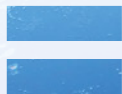
BERENBERG

PARTNERSHIP SINCE 1590

When it comes to backing great companies, we've found our true North.

BGF is the most active investor for growing companies and entrepreneurs across the UK and Ireland. We cover every growth-stage, sector and region and provide funding of between £1–10m for a minority stake. If you're an ambitious company, who thinks big and wants to succeed, let's take a journey together.

M Squared Lasers' technology is helping to overcome the fuel-intensive nature of space travel. It is one of the 200+ companies using BGF's patient capital to grow.



SPONSORS

BGF



Many companies seeking investment say they want a different kind of partner. Someone to help them scale, without taking control. To challenge them, without driving them too hard, too fast. That's why we exist.

BGF is the most active investor for growing companies across the UK. We provide patient capital, strategic support and partnership to businesses that want to maximise their growth. And because we only ever take a minority equity stake, founders and entrepreneurs stay firmly in control.

We invest in entrepreneurs who are building something important – something that with the right investment and long-term support, might even change the world. We're searching for the brightest, boldest founding teams with the vision to create the iconic, industry defining companies of the future.

bgf.co.uk

DEVELOP YOUR TECH BUSINESS WITH PEOPLE.

We've got 1000's of high-level individuals ready to drive growth in your company.



www.frazerjohn.com

Manchester | 0161 667 2277

London | 020 3781 7700

SPONSORS

FRAZER JOHN RECRUITMENT



Amazing things happen when the right people work together.

Frazer John Recruitment was founded in 2011 by John Dyson on a simple philosophy and desire - to provide candidates and clients with the highest levels of expertise, service, commitment and enthusiasm. This is achieved by doing things on a very personal and detailed level from both sides of the recruitment relationship; by doing things differently.

As well as Technology, we cover Finance, Human Resources and Digital & Marketing. We support candidates and clients across permanent, contract and interim opportunities, with an executive offering across all practices.

Finding the right person for the right job is not a science, it's an art-form. There's no formula or shortcut, we simply get to know everyone.

**Inflexion is proud to sponsor
the Northern Tech Awards.**

Supporting Restless Ambition

Inflexion invests in mid-market companies, providing minority or majority investments of £10m – £150m.

As one of the most active TMT investors in the UK, we back ambitious management teams to accelerate growth through operational improvements, digital expertise, access to our networks, funding for acquisitions and international expansion.

Find out more at inflexion.com

Inflexion Private Equity Partners LLP is authorised and regulated by the Financial Conduct Authority for the conduct of designated investment business in the UK and is registered in England and Wales with limited liability.



SPONSORS

INFLEXION PRIVATE EQUITY



Inflexion is a UK mid-market private equity firm, investing in high growth, entrepreneurial businesses with ambitious management teams and working in partnership with them to accelerate growth. Inflexion's flexible approach allows it to back majority and minority investments, typically investing £10m to £150m of equity.

Inflexion is one of the most active private equity investors in the UK TMT sector and is currently backing 14 high growth technology-led businesses.

With bespoke teams and dedicated capital, Inflexion invests from offices in London and Manchester. The firm helps businesses achieve the next stage of their development through international expansion, operational improvements, digital expertise, access to Inflexion's networks and funding for acquisitions.

It benefits from experts in Bangalore, São Paulo and Shanghai dedicated to portfolio development, enabling investee companies to benefit from privileged access to these fast-growth markets.

In 2017, Inflexion retained its leading position in Preqin's annual global league for consistently top performing buyout funds. Ranked first, Inflexion is the only UK fund to be listed. The firm has also won a number of industry accolades for its success in growing the businesses it backs.

Inflexion is currently managing c. £2bn on behalf of its investors. Read more at inflexion.com.



London
Stock Exchange Group

A world-leading IPO market

The UK is home to **4 fintech ‘unicorns’**

100+ IPOs

We saw over 100 IPOs on London Stock Exchange in 2017, an increase of 54% by number of IPOs compared to 2016, and more than anywhere else in Europe

£40.4bn+

More than £40.4bn was raised in London through IPOs and follow on capital combined this year, 34% higher than in 2016

£14.8bn+

More than £14.8bn was raised through IPOs, nearly 4 times higher than the next European competitor

9/10

London's IPOs became even more international in 2017, with 9/10 of the top IPOs by size coming from outside of the UK

20

North American companies chose London for their listing in 2017

44

In 2017, 44 companies floated on AIM, the world's leading international growth market, raising nearly £2bn

£5bn+

Over £5bn has been raised on AIM in follow-on fundraising from existing issuers in 2017, +27% compared to 2016

To find out more please contact us at issuerservices@lseg.com or visit www.lsegissuerservices.com

SPONSORS

LONDON STOCK EXCHANGE GROUP



London
Stock Exchange Group

London Stock Exchange Group (LSE.L) is a diversified international exchange Group that sits at the heart of the world's financial community. The Group can trace its history back to 1801.

The Group operates a broad range of international equity, bond and derivatives markets, including London Stock Exchange; Borsa Italiana; MTS, Europe's leading fixed income market; and the pan-European equities platform, Turquoise. Through its markets, the Group offers international business, and investors, unrivalled access to Europe's capital markets.

Post trade and risk management services are a significant and growing part of the Group's business operations.

The Group offers its customers an extensive range of real-time and reference data products, including Sedol, Unavista, Proquote and RNS, as well as access to over 200,000 international equity, bond and alternative asset class indices, through LSEG's world leading index provider, FTSE.

London Stock Exchange Group is also a leading developer of high performance trading platforms and capital markets software.

Headquartered in London, United Kingdom with significant operations in Italy, France, North America and Sri Lanka, the Group employs approximately 2,800 people.

A leading provider of early stage,
growth and scale up capital



Mercia finances scalable
innovative businesses seeking
to address global markets



Mercia Technologies specialises in
supporting the commercialisation of
pioneering technology from the UK
regions across its four key sectors

commercialising
tomorrow's technologies



Mercia Technologies PLC

info@merciatech.co.uk

www.merciatech.co.uk

0330 223 1430



SPONSORS

MERCIA TECHNOLOGIES



Mercia is a leading UK technology investor with a particular emphasis on the Midlands, North of England and Scotland.

We focus on high growth sectors leveraging the team's deep expertise across four fields including –

- Digital & Digital entertainment;
- Software & the Internet;
- Electronics, Materials, Manufacturing & Engineering;
- Life sciences & Biosciences.

Mercia's 'Complete Capital' model nurtures businesses using SEIS, EIS and third party funds, supported by a team of highly experienced sector specialists who provide hands-on support and guidance. As these early-stage businesses develop, Mercia is then able to deploy capital from its own balance sheet to further develop the 'Emerging Stars'.

As sector specialists, our team members have been directly involved in financing, building and managing companies for many years. The team works extensively with each portfolio company to build and scale, each businesses and ultimately deliver shareholder returns over time.

If you would like to know more about how Mercia can help your business then please call the team today on Tel: +44 (0) 330 223 1430 or email info@merciatech.co.uk

SPONSORS

TECH NORTH



WE ARE
TECH NORTH

XR / AR / MR / VR

WE HARNESS EMERGING TECH
TO EXPLORE THE PLACE WHERE
CREATIVITY & INNOVATION MEET

FIND OUT WHAT WE CAN DO FOR YOU:
HELLO@DRAWANDCODE.COM

f t i @DRAWANDCODE

About Tech North

Tech North, part of Tech City UK, is a government-backed initiative charged with accelerating the growth of the digital business sector in the North of England. We do this through a series of programmes, events, research and editorial focusing on startups, investment, people, skills and the digital ecosystem. There's a thriving digital tech scene in the North of England. We're here to shine a light on it and help it grow.

Following the success of the inaugural Northern Tech 100 League Table last year, we want to continue to celebrate the region's biggest tech success stories. The league table, in partnership with GP Bullhound, returns this year to identify the 100 fastest-growing tech companies in the North.

The future: Tech Nation

Thriving digital tech clusters have sprung up all over the country from Bristol and Bath in the West Country, to Edinburgh and Glasgow in Scotland. If the UK is to retain its position as Europe's centre for tech, we need to develop and strengthen these clusters into a nation-wide network of digital excellence.

In November 2017, Theresa May and Philip Hammond pledged an additional £21 million in funding over the next four years, to support the expansion of Tech City UK and Tech North into Tech Nation. With this wider remit, we will work tirelessly to accelerate the growth of the UK digital tech sector – bringing jobs, skills and higher productivity to the regions.

Keynote
SPEAKER

**ROB JONES**

Co-founder and CPO, Flick, Inc.

Rob is the Co-founder and CPO at Flick, Inc. Formerly, Rob was the Co-founder and EVP, Design of FanDuel.com, the Edinburgh-based billion dollar business that has become the world's largest one-day fantasy sports site with more than 6 million registered users. Rob's expertise centre around user interface design, marketing creative and brand identity.

Raised in Pembrokeshire, Rob spent most of his younger years as a semi-professional football player. After graduating from Cardiff University in Product Design, he found his true passion, entrepreneurship, when he set up his first business in 2004. Having founded five companies; a digital design agency (2004), a social networking site (2006), a prediction game (2008), FanDuel (2009), and finally Flick in 2018 there aren't many startup stories that Rob doesn't have.

As well as ales and whisky, Rob is passionate about all things start-up and is an active speaker and an advisor to startups.

SPEAKER

DAVID ROWAN

Founding Editor WIRED UK



David Rowan is founding Editor-in-chief of WIRED's UK edition, currently writing a book about bold corporate innovation.

He's taken 130 flights in the past year to investigate the companies and entrepreneurs changing our world, recently spending time with the founders of WhatsApp, LinkedIn, Google, Spotify, Xiaomi, Nest, Twitter and countless other ambitious startups from Tel Aviv to Shenzhen. For his book, he's currently on a global quest for successful examples of non-bullshit corporate innovation in the face of technology-led disruption. His recent keynote talks have included events for banks, governments and Fortune 100

companies, and stage interviews have ranged from will.i.am to James Murdoch and David Cameron. David has been a columnist for The Times, GQ, Condé Nast Traveller and The Guardian. At WIRED he has extended the brand into conferences and a consulting business. He's an early-stage investor in 40 tech companies and co-founder of a non-profit taking amazing people for weekend adventures in the world's most extraordinary locations. And he is still searching for the future.

david@davidrowan.com

SPEAKER

HUGH CAMPBELL

Managing Partner, GP Bullhound



Hugh Campbell is a Founder and Managing Partner of GP Bullhound. Hugh has 18 years' experience advising and investing in Europe's category leaders in the technology sector.

He has closed deals with King.com, Avito, Mobica and Zuto as well as selling businesses to Real Networks, Tesco, Disney, Accenture, Inflexion, CSC and Experian.

He started his career with Citibank in M&A before moving on to Goldman Sachs where he worked in Equity Research. In 2000, Hugh left Goldman Sachs and spent most of the year working and living in Beijing, China before going back to his investment banking roots by co-founding GP Bullhound. Hugh is currently on the Advisory Board for Tech North.

Hugh opened the Manchester office in 2014, he is an MGS alumni and graduated from Pembroke College, Oxford.

List of ATTENDEES

FIRST NAME	LAST NAME	COMPANY	TITLE
Abigail	James	Berenberg	Investment Director
Adam	Rudd	Beechtree	Investment Director
Adrian	Smith	Ecometrica	CFO
Adrian	Simcox	Insider	Journalist
Alastair	Watson	Barclays	Head of Corporate Banking
Alex	Epstein	BigChange	CMO
Alex	Connock	Missile Digital	Managing Director
Alexis	Scorer	GP Bullhound	Executive Director
Alistair	Forbes	Serial Entrepreneur	Investment Director
Alon	Kuperman	GP Bullhound	Director
Andrew	Simpson	Origin Broadband	CFO
Andrew	Walton	Sky Betting & Gaming	Head of Data
Andrew	Scully	BigChange	Managing Director
Andrew	McGinley	Care Sourcer	Co-Founder & CEO
Andrew	Green	Utiligroup	CTO
Andrew	Parfey	Care Sourcer	Founder
Andrew	Sloane	ADV	Investment Lead
Andrew	Cowell	OBI Property	Transactions & Asset Management
Andy	Leach	NVM Private Equity	Partner
Anish	Kapoor	AccessPay	CEO
Anna	Chenery	Frazer John Recruitment	Senior Partner
Anthea	Morris	Better2Know	CFO
Anthony	Chadwick	The Webinar Vet	Founder
Ben	Wright	Berenberg	Associate Director
Ben	Hookway	Relative Insight	CEO
Ben	Davies	VYPR	CEO

FIRST NAME	LAST NAME	COMPANY	TITLE
Bev	Boettcher	GP Bullhound	Event Manager
Bill	Dobbie	Private Investor	Private Investor
Cally	Russell	Mallzee	Founder and CEO
Catherine	Bennett	Caboodle Technology	Managing Director
Catherine	Richards	Inflexion Private Equity	Partner
Cecilia	Roman	GP Bullhound	Senior Advisor
Charles	Sharland	Private Investor	Private Investor
Charles	Shepherd	Barclays	Relationship Director
Charlie	Cannell	Inflexion Private Equity	Digital Director
Chris	Graves	GP Bullhound	Executive Director
Chris	Slater	Simply Business	Co-Founder
Chris	Maguire	Business Cloud	Editor
Christopher	Blaxall	Performance Horizon	CFO
Dan	Smyth	Bede Gaming	Managing Director
Daniel	Reilly	Ruler Analytics	Founder & Director
Darren	Jobling	ZeroLight	CEO
Darren	Garland	ProVu Communications	Managing Director
Dave	Sankey	Sonocent	COO
Dave	Timmis	Really Good Domains	Founder
Dave	Nish	GP Bullhound	VP Technology
David	Ovens	Archangle Investor Ltd	CEO
David	Stevenson	Apadmi	Managing Director
David	Levine	Digital Bridge	Founder
David	Rowan	Founding Editor WIRED UK	Founding Editor WIRED UK
David	Sneddon	Scottish Equity Partners	Partner
David	Rasche	GB Group	Chairman

List of ATTENDEES

FIRST NAME	LAST NAME	COMPANY	TITLE
Dayna	Currie	AO.com	Director, Corporate Development
Dominic	Allonby	Fruugo.com	CEO
Dougal	Bennett	Dunedin	Partner
Ed	Prior	GP Bullhound	Associate
Edward	Clark	The Lead Agency	Managing Director
Emma	Rawlinson	In Touch Networks	UK CEO
Esme	Caulfield	Tech North	Northern Starts Programme Lead
Euan	Baxter	BGF Ventures	Investor
Fraenze	Gade	GP Bullhound	VP Events
Fraser	McLatchie	Scottish Equity Partners	Principal
Gareth	Healy	Inflexion Private Equity	Partner
Gary	Hargraves	Sport:80	CEO
Gary	Hunter	Redu	Founder
Gary	Gallen	rradar	Founder
Gavin	Wheeldon	Purple WiFi	CEO
George	MacIntosh	Private Investor	Private Investor
Gerry	Gualtieri	Aquiline Capital Partners	Advisor
Graham	Paul	ZeroLight	CFO
Grant	Berry	North Edge	Managing Partner
Hannah	Brindle	Virtual College	Managing Director
Holly	McComb	TVSquared	CFO
Hugh	Campbell	GP Bullhound	Managing Partner
Ian	Broadwater	Aquiline Capital Partners	Partner
Iman	Crisby	GP Bullhound	VP Marketing
Jacqui	Ferguson	NDX Wood Group	Director
Jake	Ankers	Abbots Moss	Director

FIRST NAME	LAST NAME	COMPANY	TITLE
James	Fitzgibbon	Squire Patton Boggs	Corporate Partner, Manchester
James	Doggart	Cloud Technology Solutions	CEO
James	Hall	Parallax	Founder
James	Gregson	Palatine PE	Investment Director
James	Wise	Balderton Capital	Partner
Jane	Haxby	Squire Patton Boggs	European Managing Partner
Jason	Stockwood	Simply Business	CEO
Javed	Huq	GP Bullhound	VP
Jazz	Hanley	Tech North	Community Engagement Manager
Jeremy	Bygrave	8 Ball Games	CEO
Jeremy	Levine	Evolution Funding	CEO
Jeremy	Ranson	Praesto Consulting	Founder
Jim	Law	Find a Player	Founder
Joe	Averill	OBI Property	Transactions & Asset Management
John	Dyson	Frazer John Recruitment	Founder
John	Mackey	Frazer John Recruitment	Managing Partner
John	Peebles	Administrative	CEO
Jon	Cantwell	GP Bullhound	Director
Jonathan	Fitchew	Pareto Law	CEO
Julian	Viggars	Mercia Technologies	Head of Technology Investments
Julian	Ciecierski-Burns	Squire Patton Boggs	Senior Associate, Corporate, London
Justin	Blackhurst	Digital Next	Founder
Kane	Fulton	Tech North	Community Engagement Manager
Katrin	Vatiska	HG Capital	Associate
Kerry	Sharp	Scottish Investment Bank	Managing Director
Kerry	Lee	Squire Patton Boggs	Partner, IP Practice

List of ATTENDEES

FIRST NAME	LAST NAME	COMPANY	TITLE
Kevin	Dorren	Dietchef	Chairman
Kevin	Paige	M24Seven	Managing Director
Lauren	King	CascadeGo	CMO
Liam	Howley	Music Magpie	Marketing Director
Manish	Madhvani	GP Bullhound	Managing Partner
Manoj	Ranaweera	Private Investor	Private Investor
Mark	Payton	Mercia Technologies	CEO
Mark	Flanagan	Shield Safety Group	CEO
Mark	Forster	Hedgehog Lab	Founder
Mark	Fahy	London Stock Exchange	Head of UK SMEs
Mark	Sebba	Private Investor	Entrepreneur
Martin	Port	BigChange	CEO
Mathew	Caffrey	Livingbridge	Partner
Mathilde	Jakobsson	GP Bullhound	Event Manager
Matthew	Scullion	Matillion	CEO
Matthew	Jenkins	Mitrefinch	CEO
Matthias	Lehleiter	Berenberg	Director
Max	Chee	Aquiline Capital Partners	Investment Professional
Melinda	Matthews	CodeClan	CEO
Mike	Rohan	Technically Compatible	CEO
Mike	Dimelow	Accelerated Ventures	CIO
Mike	Wardell	Giacom	CEO
Mike	Rivis	Sykes Cottages	CTO
Mike	O'Brien	Opencast Software	Founder
Mike	Paul	Ecometrica	CMO
Mike	Snowdon	Draw & Code	Head of Creative

FIRST NAME	LAST NAME	COMPANY	TITLE
Mike	Robins	Berenberg	Director
Mohammed	Haffar	GP Bullhound	Intern
Neil	Logan	Data Lab	Chairman
Neil	Collman	Nile	Director
Neil	Pickstone	Volcanic	Founder
Nicholas	Mealey	Connex One Ltd	Founder
Nick	Horrocks	GP Bullhound	Director
Nick	Jones	Galvanise Capital	Managing Partner
Nick	Freer	Freer Consultancy	Founder
Nick	Bate	Beta Partners	Non Executive Director
Nigel	Wright	Converge Technology Specialists	CEO
Nigel	Begg	Aspire Technology Solutions	Founder
Nigel	Borwell	Lead Tech	Founder
Nikki	Guest	NGC Network Services	Founder
Nikolas	Westphal	GP Bullhound	Director
Olivia	Ciardi	Volpi Capital	Investment Director
Omair	Vaiyani	Synap	Founder & CTO
Patrick	Flanagan	Administrative	CCO
Paul	Lancaster	Plan Digital UK	Founder
Paul	Shannon	ANS Group	CEO
Paul	Devlin	Mercia Technologies	Investment Manager
Paul	Munn	Par Equity	Managing Partner
Paul	Neeson	Scottish Equity Partners	Principal
Paul	Mann	Squire Patton Boggs	UK Head of Private Equity Team
Per	Roman	GP Bullhound	Managing Partner
Peter	Cunningham	Barclays	Relationship Director

List of ATTENDEES

FIRST NAME	LAST NAME	COMPANY	TITLE
Peter	Evans	Sunday Times	Enterprise Editor
Phil	Charnock	Draw & Code	Director, Marketing
Phil	Webb	Private Investor	Private Investor
Philip	Brooke	InVentry Ltd	Founder
Philip	Curzon	PasTest	CEO
Polly	Purvis	Scotland IS	CEO
Rebecca	Lawson	Visualsoft	Managing Director
Richard	Wootten	Inflexion Private Equity	Assistant Director
Richard	Potter	Peak	Founder
Richard	Hare	Outplay Entertainment	President
Richard	Brass	Berenberg	Head of Private Banking UK
Richard	Ibbett	LDC	Investment Director
Richard	Faulkner	Barclays	Northern Head of Tech, Media & Telecoms
Richard	Gregory	Tech North	Director
Richard	Lace	OBI Property	Transactions & Asset Management
Richard	Law	Private Investor	Private Investor
Ricky	Milliken	Waterstons	Managing Director
Rob	Jones	FanDuel & Flick	CoFounder
Rob	Nugent	Godel Technologies Europe	CFO
Rob	Cotton	Private Investor	Private Investor
Roisin	Hyland-Snowdon	Draw & Code	IGO
Ryszard	Jedzejewski	Castlight Financial	Founder
Sam	Chapman	The Floow	Founder
Sean	Duffy	Barclays	Managing Director
Shamir	Patel	Barclays	Relationship Director

FIRST NAME	LAST NAME	COMPANY	TITLE
Sherry	Coutu	Founders4Schools	Executive Chair
Simon	Miremadi	GP Bullhound	Associate
Simon	Weeks	Maginus	CEO
Simon	Swan	Hiring Hub	Founder
Simon	Devine	Azzure IT	Managing Director
Simon	Headfield	Blue Logic	Managing Director
Simon	Calver	BGF Ventures	Partner
Stephen	Irish	Hyperdrive Innovation	Founder
Steve	Pearce	Tickx	CEO
Steve	Arnold	E-days Absence Management	CEO
Steve	Berger	Membr	Managing Director
Stuart	Houghton	Planixs GRP Ltd	Founder
Stuart	Browne	Resulting Ltd	Managing Director
Stuart	Paterson	Scottish Equity Partners	Partner
Tim	Boyle	Chameleon Technology	Founder
Tim	Leslie	MTech IT Solutions	Managing Director
Tom	Hinton	London Stock Exchange	Head of Issuer Services
Tom	Marley	The Car Buying Group	Founder
Tom	Eggleston	ProofID	Managing Director
Tony	Davey	Red61	CEO
Tony	Robinson	Scottish Equity Partners	Partner
Vincenzo	La Ruffa	Aquiline Capital Partners	Partner
Wendy	Kirk	Firefish Software	Founder
Will	Lewis	OBI Property	Director
Zarina	Nasib	London Stock Exchange	Elite UK Manager

THE JUDGING *Panel*



SIMON CALVER
Chairman, moo.com



**MELINDA MATTHEWS
CLARKSON**
CEO, CodeClan



ROB COTTON
Former CEO, NCC Group



RICHARD LAW
Former CEO, GB Group plc



WILL LEWIS
*Founding Director, OBI
Property*



GEORGE MACKINTOSH
Serial Entrepreneur



SHERRY COUTU
Serial Entrepreneur



BILL DOBBIE
Serial Entrepreneur



RICHARD FAULKNER
Head of TMT, Barclays



PAUL MANN
*Partner, Head of Private Equity,
UK, Squire Patton Boggs*



STUART PATERSON
*Partner and Co-founder,
Scottish Equity Partners*



DAVID ROWAN
*Founding Editor,
WIRED UK*



JACQUI FERGUSON
NED Wood Group



RICHARD GREGORY
Director, Tech North



ROB JONES
*Co-founder and CPO,
Flick, Inc.*



MARK SEBBA
*Former CEO,
Net-a-Porter*



CHARLES SHARLAND
*Co-founder, AppSense and
Vistorm*



JASON STOCKWOOD
CEO, Simply Business

2018 KEY Findings

Enterprise Software and IT Services top the chart once again, but the gap narrows.

Since 2015 Enterprise Software & IT Services businesses have dominated the league tables – in 2017 Enterprise Software made up a staggering 38% of the Top 50. We are finally seeing this dominance being challenged, 2018 sees the gap grow narrower with Ecommerce & Marketplace and Digital Agencies gaining momentum.

IT Services (which includes consultancies; transformation agencies; connectivity; and, implementation businesses) has increased from six companies in 2017 to 11 in 2018. This is consistent with key trends: businesses continuing to move to the Cloud; and, businesses wanting to ensure they and their brands remain relevant in the digital age. A prime example of this is Hedgehog Lab, which specialises in developing immersive, cutting edge software and apps.

Enterprise Software, remains a key sector for tech in the region. The decrease from 2017 is largely due to splitting out Data

Analytics for the first time. Enterprise Software is broad and it is important to note that the vast majority of companies on the list, in one way or another, fit in to two or more of the above categories, and many could be considered Enterprise Software. Particularly impressive is that there are a number of companies which have displayed fast growth for the last 2 to 3 years, this group includes Performance Horizon, a leading provider of SaaS solutions for digital partner marketing, and ZeroLight, a 3D visualisation platform transforming the consumer experience, both of which are based in Newcastle.

The Ecommerce & Marketplaces sector has increased by 3 in 2018, a trend we predict will continue as businesses such as The Hut Group, CurrentBody.com and The Car Buying Group (the fastest growing business last year) enable consumers to buy & sell effortlessly online. Interestingly, this sector is the most represented in the Top 10.

The North has a proven ability of creating successful Digital Agencies and therefore it is unsurprising to see businesses, such as Social Chain, which is transforming the way brands attract and interact with younger audiences, and LADBible, which is followed by more than half of 18 to 34 year olds in the UK, disrupting and redefining the sector.

The emergence of Data Analytics (a new category in 2018) indicates the North is a breeding ground for these businesses, which use data to create observable, real time insights to help make smarter, quicker decisions. A good example

of this sector is TVSquared, the advert measurement tool which is creating up to 80% efficiency savings for brands.

Betting & Gaming and Fintech have both remained stable with four companies each and Hardware has decreased by one in 2018, compared to 2017. It is important to note that as businesses and sectors mature it is much harder to achieve high growth as it requires competitive differentiation and / or continued product innovation – therefore those which have made the list should be particularly commended.

SECTOR BREAKDOWN	TOP 50 – COUNT	%
Enterprise Software	11	22%
IT Services	11	22%
Ecommerce & Marketplaces	8	16%
Digital Agency	6	12%
Betting & Gaming	4	8%
Data Analytics	4	8%
Fintech	4	8%
Hardware	2	4%

Top 100 COMPANIES

in alphabetical order

COMPANY NAME	LOCATION	SECTOR
AccessPay	Manchester	Fintech
Airangel	Warrington	Enterprise Software
ANS	Manchester	IT Services
Apadmi	Manchester	IT Services
Aspire Technology Solutions	Gateshead	IT Services
Azzure IT	Sheffield	IT Services
Bede Gaming	Newcastle upon Tyne	Betting & Gaming
Better2Know	Morecambe	Ecommerce & Marketplaces
BigChange	Leeds	Enterprise Software
Blue Logic	Leeds	IT Services
Caboodle Technology	Crewe	Enterprise Software
CascadeGo	Leeds	Enterprise Software
Castlight Financial	Glasgow	Data Analytics
Chameleon Technology	Harrogate	Hardware
Cloud Technology Solutions	Manchester	IT Services
Connex One	Manchester	Enterprise Software
ContractHireAndLeasing.com	Stockport	Ecommerce & Marketplaces
Converge Technology Specialists	Daresbury	IT Services
Cubicmotion	Manchester	Betting & Gaming
CurrentBody.com	Cheadle	Ecommerce & Marketplaces
Degree 53	Manchester	Digital Agency
Digital Next	Manchester	Digital Agency
E-days Absence Management	Nottingham	Enterprise Software
eBECS	Chesterfield	IT Services
Ecometrica	Edinburgh	Enterprise Software

COMPANY NAME	LOCATION	SECTOR
Elementary Technology	Leeds	Hardware
Elite Group	Chorley	IT Services
Everything Different	Newcastle upon Tyne	Digital Agency
Evoke Creative	Wirral	Digital Agency
Evolution Funding	Chesterfield	Enterprise Software
Firefish Software	Glasgow	Enterprise Software
Fruugo.com	Ulverston	Ecommerce & Marketplaces
Giacom	Hessle	Ecommerce & Marketplaces
Godel Technologies Europe	Manchester	IT Services
Hedgehog Lab	Newcastle upon Tyne	IT Services
Hiring Hub	Manchester	Enterprise Software
Hyperdrive Innovation	Sunderland	Hardware
IDHL Group	Harrogate	Digital Agency
In Touch Networks	Manchester	Ecommerce & Marketplaces
Intechnica	Manchester	Digital Agency
InVentry	Leeds	Enterprise Software
LADBible	Manchester	Digital Agency
Lead Tech	Leeds	Data Analytics
Looking4.com	Leeds	Ecommerce & Marketplaces
M24Seven	Manchester	IT Services
Maginus	Manchester	IT Services
Mando	Liverpool	Digital Agency
Matillion	Altrincham	IT Services
Mitrefinch	York	Enterprise Software
Mobica	Wilmslow	IT Services

Top 100 COMPANIES

in alphabetical order

COMPANY NAME	LOCATION	SECTOR
Mobysoft	Manchester	Enterprise Software
MTech IT Solutions	Leeds	IT Services
Music Magpie	Manchester	Ecommerce & Marketplaces
Nexus Vehicle Rental	Leeds	Ecommerce & Marketplaces
NGC Network Services	Wakefield	IT Services
Opencast Software Europe	Newcastle upon Tyne	IT Services
OpenCRM	Richmond, North Yorkshire	Enterprise Software
Origin Broadband	Rotherham	IT Services
Outplay Entertainment	Dundee	Betting & Gaming
Parallax	Leeds	Digital Agency
Parcel2Go	Bolton	Ecommerce & Marketplaces
Peak	Manchester	Data Analytics
Performance Horizon	Newcastle	Enterprise Software
Planixs GRP	Manchester	Enterprise Software
Presto Consulting	Darlington	IT Services
ProofID	Manchester	IT Services
ProVu Communications .	Huddersfield	IT Services
Purple WiFi	Oldham	Data Analytics
Quint Group	Macclesfield	Fintech
r2c Online	Sheffield	Enterprise Software
Radius Payment Solutions	Crewe	Fintech
Redu Group	County Durham	Digital Agency
Resulting	Manchester	IT Services
Ripe Thinking	Manchester	Fintech
rradar	Hull	Enterprise Software

COMPANY NAME	LOCATION	SECTOR
Shield Safety Group	Manchester	Enterprise Software
SITS Group	Cramlington	IT Services
Sky Betting & Gaming	Leeds	Betting & Gaming
Social Chain	Manchester	Digital Agency
Sonocent	Leeds	Edtech
Sykes Cottages	Chester	Ecommerce & Marketplaces
The Car Buying Group	Wakefield	Ecommerce & Marketplaces
The Floop	Sheffield	IT Services
The Hut Group	Manchester	Ecommerce & Marketplaces
The Lead Agency	Liverpool	Digital Agency
The Webinar Vet	Liverpool	Edtech
TPP	Leeds	IT Services
Trak Global Group	Crewe	IT Services
TribePad	Sheffield	Enterprise Software
TVSquared	Edinburgh	Data Analytics
Uinsure	Manchester	Fintech
UKFast	Manchester	IT Services
Uniform	Liverpool	Digital Agency
Vaioni Group	Manchester	IT Services
Virtual College	Ilkley	Edtech
Visualsoft	Teesside	Digital Agency
Volcanic	Manchester	Enterprise Software
Waterstons	Durham	IT Services
Wax Digital	Hyde	Enterprise Software
ZeroLight	Newcastle	Fintech
Zuto	Macclesfield	Fintech

LEAGUE TABLE *Profiles* *in alphabetical order*

ACCESSPAY



AccessPay is leading the conversation in the fast-evolving financial marketplace. With its strong in-house team of UK based developers,

AccessPay has created a cloud-based connectivity layer that moves forward the concept of 'Embedded Banking' by allowing back-office finance systems, bank accounts and the payment networks to talk to one another.

Fintech

BEDE GAMING



Bede Gaming has built a world class platform for the online gambling industry processing over 200m transactions and more than £550m wagers each month. Bede powers some of the largest online gambling operators and lotteries worldwide. Scalability, speed of data handling, real time customer integration make Bede powerful and profitable.

Betting & Gaming

BIGCHANGE



BigChange is the paperless way to plan, manage, schedule and track your Mobile Workforce. A powerful three-in-one system combines back-office Scheduling, CRM and Finance with real-time Vehicle, Asset and Resource tracking.

Enterprise Software

CASTLIGHT FINANCIAL



Castlight Financial provides real-time, affordability and financial capability analysis via the provision of two core products. CaaS® which is the underlying engine that performs the analysis on consumer transactional banking data and The Affordability Passport® which aggregates a consumer's transactional and credit data and presents it in an easy to understand view of disposable income for use by customers and their financial advisors.

Data Analytics

CHAMELEON TECHNOLOGY



Chameleon designs and manufactures in-home displays for smart metering systems as part of the compulsory rollout of smart meters into every home in the country. The IoT platform it has created; "I.VIE", allows home appliances to understand and adapt to individual requirements to suit home energy usage, budgets, lifestyle, comfort and security.

Hardware

CLOUD TECHNOLOGY SOLUTIONS



Cloud Technology Solutions, one of the world's leading Google Cloud Premier Partners, provides G Suite and Google Cloud Platform solutions, which transform organisations whilst reducing costs. Its world-leading software and expanding customer base has resulted in Cloud Technology Solutions being one of the fastest growing Google partners in the world.

IT Services

CONNEX ONE



Connex One is a cloud based, omni-channel engagement platform. The platform enables contact centres to handle interactions across voice (integrated inbound/outbound dialler system), SMS, email, social, and live chat platforms whilst its data analytics element helps businesses decide who to contact, what time to contact them and which channel to contact them on to maximise results.

Enterprise Software

CONVERGE TECHNOLOGY SPECIALISTS



Converge Technology Specialists provides Hosted and Managed IT Support Services to professional firms. Its core offering is a fully managed private cloud service that enables firms to be more agile and productive as systems can be accessed securely from any location.

IT Services

CUBICMOTION



Cubic Motion creates and deploys unique technology and services for advanced machine vision, powering the world's most efficient ultra-high quality facial animation systems for 3D humans, creatures and characters.

Betting & Gaming

CURRENTBODY.COM



CurrentBody.com specialises in beauty tech products for consumers to use at home. It was the first company to recognise the fastest growing niche in the beauty industry and has strategically partnered with all major brands to provide consumers with highly effective, safe technologies.

Ecommerce & Marketplaces

LEAGUE TABLE *Profiles* *in alphabetical order*

ECOMETRICA



Ecometrica is a downstream space and sustainability tech company that provides a platform to allow organisations to make smarter decisions and build long-term value. Ecometrica's range of commercial earth observation solutions takes satellite-derived big earth data and turns it into strategic, digital, geospatial insights for use by businesses and governments worldwide.

Enterprise Software

EVOKE CREATIVE



Evoke Creative design interactive digital solutions for major blue-chip clients including JD Sports, Debenhams, Google and McDonalds. These solutions include self-service kiosks, video walls, digital signage, information points, payment terminals and interactive experiences; manufactured and exported to clients all over the world.

Digital Agency

E-DAYS ABSENCE MANAGEMENT



e-days is a Software-as-a-Service solution for employee leave tracking & absence management. It provides a highly configurable solution precisely mapped to the requirements of each customer.

Enterprise Software

EVOLUTION FUNDING



Evolution Funding is the leading automotive funding and retailing group. Its market leading technologies coupled with unique data insights have driven a more agile, sophisticated approach to delivering automotive mobility through its leading brands Evolution Motor Finance, EVOGO, Mike Brewer Motors, MyCarCredit, and Evolution Loans.

Enterprise Software

FRUUGO.COM



Fruugo.com is a global online marketplace, fully localised and operating in 32 countries around the globe. Over 7 million products are available from almost 1,000 international retailers. The business has over 1 million international shoppers to date.

Ecommerce & Marketplaces

GODEL TECHNOLOGIES EUROPE



Godel Technologies is a nearshore software development partner, helping UK's leading companies extend their development capacity. As the skills gap in the UK widens, Godel provides highly performing teams for clients that possess world-class expertise across agile consulting, continuous delivery, business analysis, software development, quality assurance, digital and business intelligence.

IT Services

HYPERDRIVE INNOVATION



Hyperdrive Innovation is a disruptive technology company which develops and manufactures solutions to complex and challenging applications for electric vehicles and battery energy storage systems. It holds key intellectual property putting it at the forefront of technological advances in this space.

Hardware

GIACOM



Giacom's Cloud Marketplace is where more than 4,000 IT professionals regularly buy wholesale leading cloud services, such as Office 365, Microsoft Azure, Hosted Exchange, Acronis Cloud Backup and BitDefender Anti-Virus.

Ecommerce & Marketplaces

HEDGEHOG LAB



Hedgehog Lab designs and develops apps for mobile, tablets and wearables for clients ranging from start-ups to major multinationals. Through its Immersive Technologies division, the company also has capabilities in Virtual, Augmented and Mixed Reality.

IT Services

IDHL GROUP



The IDHL Group comprises WMG, Ingenuity Digital and NetConstruct and is one of the UK's longest-established SEO, PPC and web development agencies.

Digital Agency

LEAGUE TABLE *Profiles* *in alphabetical order*

IN TOUCH NETWORKS



In Touch Networks is an online network for board level professionals that helps senior executives develop and transition through every aspect of their career.

Ecommerce & Marketplaces

INVENTRY



InVentry is the market leader for visitor management and sign in solutions and is trusted by more than 3,000 organisations. The fully integrated system allows users to accurately monitor who is on-site at any one time. InVentry speeds up the signing in process and keeps identity information secure.

Enterprise Software

LOOKING4.COM



A global price comparison and booking website for airport parking and transfers. The company sells airport parking on behalf of more than 1,200 car parks around the world, at more than 200 airports.

Ecommerce & Marketplaces

M24SEVEN



M24Seven is an internet infrastructure provider, offering connectivity, hosting, security and VoIP solutions for SMEs, enterprise and public sector organisations in the UK and internationally. Its aim is to empower business productivity, by giving businesses more freedom to be more productive, through greater flexibility, efficiency and reliability.

IT Services

MATILLION



Matillion is a software company that purpose-builds native cloud data integration products. Its products, Matillion ETL for Amazon Redshift, for Snowflake and for Google BigQuery, are data integration tools which customers use to support BI, data science, AI and IoT use cases.

IT Services

OPENCAST SOFTWARE EUROPE



OpenCast is an IT consultancy who work with government, finance, and new tech enterprises to build new software, review software development practices, save failing projects, optimise system performance, provide agile coaching, or decommission legacy systems.

IT Services

ORIGIN BROADBAND



Origin Broadband is an Internet Service Provider and Network Operator based in Yorkshire. Established in 2011, Origin Broadband aims to offer a better standard of broadband service nationwide with packages providing download speeds that range from 17mbps to 76mbps.

IT Services

OUTPLAY ENTERTAINMENT



Outplay's main focus is to develop and publish a portfolio of free-to-play mobile games across a range of casual and mid-core genres. To date, the company's games have been downloaded by over 100 million players worldwide.

Betting & Gaming

PEAK



Peak is a subscription service that uses artificial intelligence (AI) to drive data analytics and enables rapid deployment of AI into businesses using a bespoke platform.

Data Analytics

PERFORMANCE HORIZON



Performance Horizon is a technology developer. Marketing departments in the world's top retail, travel and financial services companies rely on Performance Horizon's technology to drive internet sales. Customers include British Airways, Expedia, Sainsbury, Burberry, Tommy Hilfiger, adidas, ao.com, and HP.

Enterprise Software

LEAGUE TABLE *Profiles*

in alphabetical order

PLANIXS GRP



Planixs focuses on embedding its IP into its technology platform to enable its clients to leverage their data for insight, intelligence and optimisation. Planixs software is optimised specifically for cloud computing which allows users to be more flexible and scale at a faster pace.

Enterprise Software

PROOFID



ProofID designs, develops and manages identity and access management services for clients. ProofID is a specialist Identity as a Managed Service provider that helps customers every day in securing enterprise data, manage hybrid cloud environments, secure mobile apps, and provide access to services by partners and customers.

IT Services

PURPLE WIFI



Purple WiFi is a WiFi and location SaaS solution offering powerful analytics and marketing tools to businesses. Purple's solution allows businesses to monitor their physical spaces and actively promote their brand, while providing valuable insights into customer behavior within venues and establishments.

Data Analytics

QUINT GROUP



Quint Group is a leading international, highly innovative fintech group operating in the consumer finance market. Quint owns and operates a portfolio of four mutually beneficial and strategically aligned financial technology business channels in global lending, data services, membership services and price comparison.

Fintech

REDU GROUP



Redu is a social, mobile and data-driven affiliate marketing business that delivers high volume incremental sales for global brands and retailers through its highly engaged online and social audience of over 1m people.

Digital Agency

RESULTING



Resulting designs, builds and runs high performing IT delivery organisations for businesses which rely on complex IT to deliver competitive advantage. In a world of cloud technology where businesses are reversing a decade of outsourcing, a competent IT operating model that can cope with faster, more agile IT delivery is critical.

IT Services

RRADAR



rradar navigates risk and reward challenges for entrepreneurs and businesses by reframing the law, and risk management. It designs advice and training with cutting edge technology delivery to show people what they can do, not what they can't do.

Enterprise Software

SHIELD SAFETY GROUP



Shield Safety is one of the UK's leading providers of Food, Fire and Health & Safety software and services. Born from its heritage in safety and passion for software, the SaaS system, Compliance Centre, is an integral part in delivering the company ethos - 'We believe in making safety simple.'

Enterprise Software

SKY BETTING & GAMING



Sky Betting & Gaming is one of the UK's leading online bookmakers, bringing five major online products - Sky Bet, Sky Vegas, Sky Casino, Sky Poker and Sky Bingo - to over 2 million UK customers. It is on a mission to make betting and gaming better.

Betting & Gaming

SOCIAL CHAIN



Global social media marketing that has a long term transformational impact on brands. Social Chain crafts social-first strategies, through in-house research that is brought to life by innovative design and video production, as well as a platform of highly engaged communities the company manages.

Digital Agency

LEAGUE TABLE *Profiles* *in alphabetical order*

SYKES COTTAGES



Sykes Holiday Cottages is an independent holiday cottage provider, offering over 10,000 holiday homes across the UK and Ireland.

Ecommerce & Marketplaces

THE CAR BUYING GROUP



The Car Buying Group is the fastest growing online car purchasing website in the UK, with an industry leading level of service, excellent customer feedback, and free nationwide collection service.

Ecommerce & Marketplaces

THE HUT GROUP



The Hut Group is one of the world's largest online Beauty & Wellbeing businesses operating over 140 highly profitable websites retailing premium, non-perishable FMCG products direct to consumers.

Ecommerce & Marketplaces

THE LEAD AGENCY



Over the last 16 years, The Lead Agency's service has evolved from a price comparison tool for the automotive industry to an end-to-end customer acquisition service spanning multiple markets - including automotive, education and property. It comprises of a portfolio of owned websites, exclusive publisher partnerships, multi-disciplined performance marketing, proprietary lead technology and omnichannel consumer engagement.

Digital Agency

LADBIBLE



LADbible Group is redefining entertainment and news for a social generation and is followed by more than half of all 18 to 34 year olds in the UK alone. Its brands include LADbible SPORTbible, Pretty52, branded content agency Joyride and licensing arm CONTENTbible. In the past five years, its team has grown to over 140 people, with a second office in Shoreditch.

Digital Agency

TRAK GLOBAL GROUP



Trak Global Group is one of the world's largest telematics companies, gathering and interpreting data from connected devices to help organisations manage driver and vehicle risk. The business has long-standing partnerships with global insurers, leading motor manufacturers, corporate fleets and daily rental companies.

IT Services

TVSQUARED



TVSquared is the gold-standard for TV measurement and optimisation. Brands and agencies in 50+ countries use TVSquared to improve TV efficiency between 20-80% by determining the effectiveness of a single spot, improving the performance of on-air campaigns, optimising media spend, informing planning and buying and understanding the total impact of TV.

Data Analytics

UINSURE



Uinsure designs and distributes a range of insurance products and giving consumers choice through a panel which is underwritten by the UK's leading insurers.

Fintech

VOLCANIC



Volcanic provides the recruitment industry a SaaS web platform that helps recruitment businesses of all sizes to power their websites and job boards and compete using the same technology.

Enterprise Software

ZEROLIGHT



ZeroLight is a software company that utilises its wealth of expertise to create engaging car brand experiences. With its specialist knowledge in graphics, modelling, materials, & physics, the company provides ultra-realistic, real-time configurable 3D vehicle solutions. ZeroLight's cloud technology has been utilised to deliver real-time 3D web configurators and product launch campaigns for international clients including Audi, Pagani, and VW.

Fintech

TOP 15 LARGER COMPANIES *Profiles* in alphabetical order

ANS



ANS is an expert in Private Cloud Services and has won multiple European, cross sector awards for its commitment to helping businesses become cloud enabled. With its knowledge, expertise and experience it has developed RAPID; a truly innovative, standardised, highly configurable, policy driven Private Cloud.

IT Services

EBECS



eBECS is a strategic alliance partner of CSC specialising in total Microsoft Business Solutions, designing and delivering Lean and agile solutions globally for customers in Finance, Insurance, Manufacturing, Distribution, Retail, Services, Not-for-profit and other related sectors. eBECS' solutions draw on the full Microsoft Business stack, including Microsoft Dynamics AX, NAV and CRM.

IT Services

ELITE GROUP



Elitetele.com PLC, trading as Elite Group, specialises in bespoke business IT, telecoms and unified communications solutions, to over 7,000 companies across the UK. Elite Group employs 180 staff located across seven offices in Chorley, Derby, Lancaster, Leeds, London, Madrid and Stoke-on-Trent. Founded in 2000, Elite has since acquired 16 companies and continues to grow by organic and acquisitive means.

IT Services

EVOLUTION FUNDING



Evolution Funding is the leading automotive funding and retailing group. Its market leading technologies coupled with unique data insights have driven a more agile, sophisticated approach to delivering automotive mobility through its leading brands Evolution Motor Finance, EVOGO, Mike Brewer Motors, MyCarCredit, and Evolution Loans.

Fintech

MOBICA



Mobica is a world-leading software services company that provides technology solutions in the connected device market, bringing next generation, time critical products to life. Working with the top global technology providers, developing across the whole software stack, Mobica delivers bespoke consulting, software engineering and testing services. Mobica provides services to customers, augmenting their teams and leading development projects across the entire software stack.

IT Services

MUSIC MAGPIE



musicMagpie is the UK's largest re-commerce business and operates its 'lazy man's eBay' model in both the UK and US under its Decluttr brand. It has become the premium and trusted destination to both buy and sell 'used' product such as mobile phones, games consoles and laptops alongside CDs DVDs Games and Books.

Ecommerce & Marketplaces

NEXUS VEHICLE RENTAL



Nexus Vehicle Rental is the UK's leading tech driven business mobility provider and has built up the largest supply chain in the UK without owning any vehicles. Through its pioneering online rental booking and management platform, IRIS, business customers can access more than 550,000 vehicles including 100,000 specialist and commercial vehicles and 50,000 HGVs across 2,000 locations.

Ecommerce & Marketplaces

PARCEL2GO



Parcel2go.com is the market leading parcel delivery comparison site, which makes sending a parcel cheaper and easier than going to the post office. Unlike other industries comparison sites though, Parcel2go takes payment and keeps ownership of the customer, there is no hand off to a supplier. The other arm to the business is enterprise solutions, which provides fully outsourced white label solutions to couriers throughout Europe.

Ecommerce & Marketplaces

RADIUS PAYMENT SOLUTIONS



Radius Payment Solutions provides payment solutions and fleet services worldwide. The company provides fuel cards and related services to fleet operators, typically small ones with five to ten vehicles. The cards are valid at 25,000 fuel stations across Europe, and are used to buy 3bn litres of diesel a year.

Fintech

SKY BETTING & GAMING



Sky Betting & Gaming is one of the UK's leading online bookmakers, bringing five major online products - Sky Bet, Sky Vegas, Sky Casino, Sky Poker and Sky Bingo - to over 2 million UK customers. It is on a mission to make betting and gaming better.

Betting & Gaming

TOP 15 LARGER COMPANIES

Profiles

in alphabetical order

SYKES COTTAGES



Sykes Holiday Cottages is the UK's leading independent holiday cottage rental company. Founded over 25 years ago, Sykes has grown to a portfolio of over 10,000 holiday homes across the UK and Ireland, delivering a booking and marketing service for over 240,000 holidays.

Ecommerce & Marketplaces

THE HUT GROUP



The Hut Group is one of the world's largest online Beauty & Wellbeing businesses operating over 140 highly profitable websites retailing premium, non-perishable FMCG products direct to consumers. The company is built on a foundation of industry-leading technology, a world-class team and a scientific approach to building global brands.

Ecommerce & Marketplaces

ZUTO



Zuto make car buying simple and stress free. By asking for just a few personal details, it searches its panel of trusted lenders to see if there's car finance suitable for the customer. With only a soft search on an applicant's credit record, it can pre-approve the customer, so they know how much they'll be able to spend.

Fintech

TPP



TPP is a leading IT company, dedicated to providing innovative solutions for integrated Electronic Health Records (EHRs), patient-facing services, interoperability and research. Its philosophy is to join up healthcare based on a shared EHR, improving access to clinical data and empowering patients to take part in their care. It is known for its outstanding achievements across the NHS, providing EHRs on a centrally hosted database for over 47 million patients.

IT Services

UKFAST



UKFast is one of the largest independently owned hosting providers in the UK. Founded in 1999, its growth has been consistent year on year, while maintaining the family-feel that's at the heart of what it does. It now employs more than 450 people at its custom-built, Manchester-based UKFast Campus and its satellite spaces in London and Glasgow.

IT Services

insider

has more UK online
B2B readers than anyone else



420,000

INSIDER UNIQUE DIGITAL USERS

For more information on how Insider can help you reach this business readership
contact Andy Slim on 0161 907 9729 or email andrew.slim@newsco.com



sevenHILLS
CAMPAIGNING FOR CHANGE MAKERS

PROUD TO SERVE
AS THE
MEDIA PARTNER FOR

NORTHERN TECH *Awards*

Presented by **GP.Bullhound**

NORTHERN
STARSNORTHERN STAR *Profiles*
*in alphabetical order**in association with*

WE ARE TECH NORTH

BIGCHANGE



BigChange has developed an all-in-one Mobile Workforce Management platform combining back office software, mobile apps, fleet management and real-time tracking in one cloud-based system. The Leeds-based business allows businesses to manage its entire operations, from quotes all the way through to invoices.

Enterprise Software

MEMBR



Based in Manchester, Membr connects the fitness industry with its members, helping inspire, educate and motivate them to a healthier lifestyle. Its product, Membr Manage, offers a full club management solution including back end and sales features to ensure a seamless member experience.

Enterprise Software

NIVO



Nivo's secure instant messaging solution lets service providers reduce costs whilst driving digital engagement, customer experience, revenue and innovation. Built, tested, and approved by Barclays, Manchester-based Nivo is the only messaging network where you know who you're talking to and that your data is safe.

Enterprise Software

RELATIVE INSIGHT



Lancaster-based Relative Insight helps brands choose the best language to use with their target audience. The business uses language analysis to understand what audiences say and how they say it. Brands such as Unilever and Disney use Relative Insight to understand and better connect with consumers.

Enterprise Software

RULER ANALYTICS



Ruler Analytics closes the loop between leads and revenue. Based in Liverpool, Ruler Analytics platform matches real customer form-fills, live chat and phone calls, against the marketing campaign and keyword from which they were generated.

Enterprise Software

SPORT:80



Sheffield-based Sport:80 provide sports national governing bodies, and their networks with affordable, innovative & cutting edge technology. Its technology creates efficiency, provides data security, drives revenue and improves customer engagement.

Enterprise Software

SYNAP



Synap is an intelligent learning platform which uses machine learning to help students and professionals learn more in less time. Using research from neuroscience, Leeds-based Synap tailors the delivery of knowledge for individuals in an engaging and stimulating manner.

Ed-tech

TECHNICALLY COMPATIBLE



Operating out of Sunderland, Technically Compatible help technology recruiters to make better hires and helps its CTOs to build better teams by giving them a 360 degree view of potential IT hires via its skills assessment platform, Technically Compatible.

Enterprise Software

TUTORFUL



Tutorful helps students and parents find the best local tutors for private, one-to-one tuition. Based in Sheffield, Tutorful cover every subject and every age, across the whole of the UK. Using student reviews and a powerful algorithm, it is bringing trust and transparency to the £6 billion UK tuition industry.

Marketplace

VYPR



Manchester-based VYPR enables fast-moving consumer goods (FMCG) businesses to turn product innovation into a science, ensuring successful outcomes of the product development process, every time. It combines cutting edge behavioural and data science wrapped in an enterprise software platform, enabling clients to put consumers at the heart of the innovation process.

Enterprise Software



Full Circle Partners is pleased to be supporting GP Bullhound around the Northern Tech Awards and would like to welcome all attendees to Edinburgh

FUND RAISING | GROWTH ADVICE | STRATEGIC PR | PROPERTY FINANCING

fcpartners.co.uk | [@FullCirclePart](https://twitter.com/FullCirclePart)

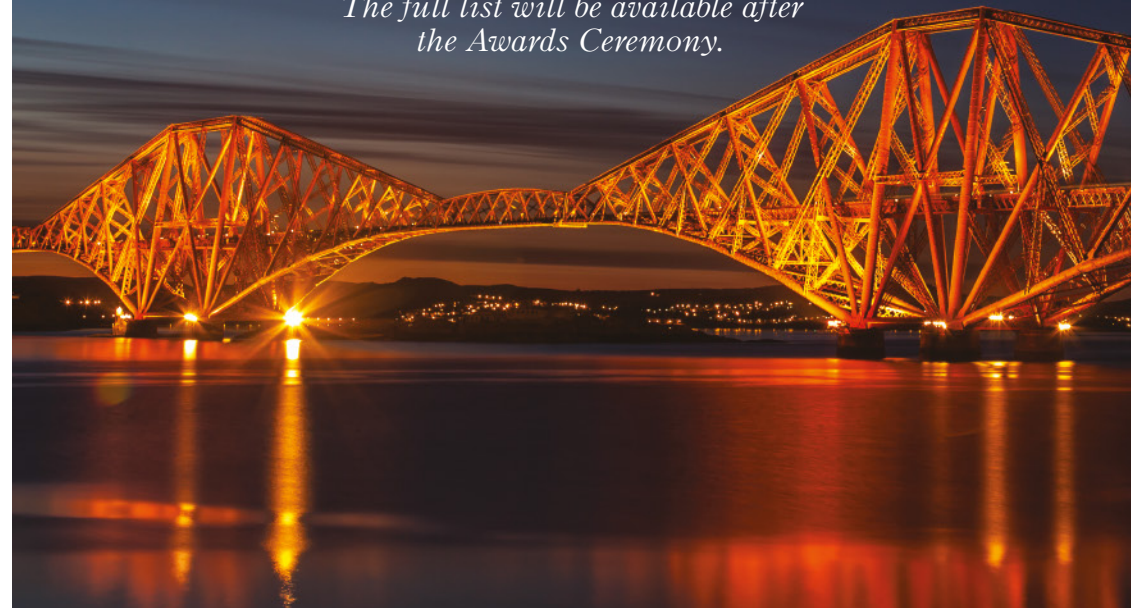


GP.Bullhound
presents

NORTHERN TECH *Awards* 2018

TOP 100 COMPANY LEAGUE TABLE

*The full list will be available after
the Awards Ceremony.*



TEN YEARS OF ENGAGE INVEST EXPLOIT

EiE 2018 2008 **X** 2018

SCOTLAND'S LARGEST TECH INVESTOR EVENT

19th April 2018 at McEwan Hall, Edinburgh

BUY TICKETS ONLINE AT: **eie-invest.com**



Dealmakers *in* Technology

GP.Bullhound

LONDON | SAN FRANCISCO | STOCKHOLM | BERLIN | MANCHESTER
PARIS | HONG KONG | MADRID | NEW YORK