



GP.Bullhound
presents

NORTHERN TECH *Awards* 2018

TOP 100 COMPANIES

22 MARCH 2018 / THE HUB / EDINBURGH

A WELCOME MESSAGE

from

HUGH CAMPBELL

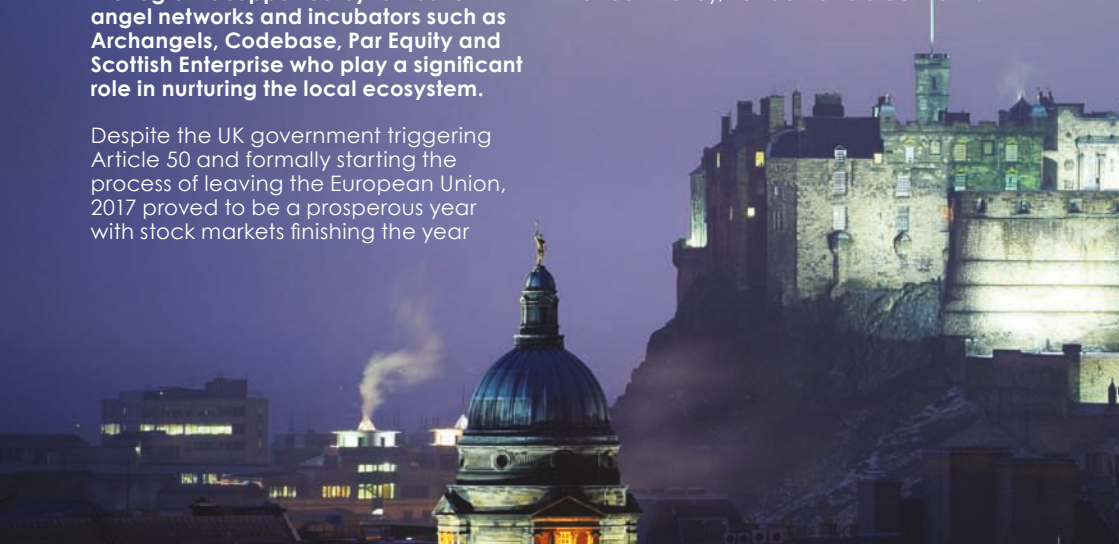
Managing Partner, GP Bullhound

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 FanDuel, however we are also excited by the long list of fast growing businesses such as TVSquared, 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

Top 100 RANKING

in association with Tech North

RANK #	COMPANY NAME	HQ LOCATION	SECTOR
1	In Touch Networks	Manchester	Ecommerce & Marketplaces
2	Chameleon Technology	Harrogate	Hardware
3	The Car Buying Group	Wakefield	Ecommerce & Marketplaces
4	Fruugo.com	Ulverston	Ecommerce & Marketplaces
5	The Lead Agency	Liverpool	Digital Agency
6	Social Chain	Manchester	Digital Agency
7	Origin Broadband	Rotherham	IT Services
8	Giacom	Hessle	Ecommerce & Marketplaces
9	Hedgehog Lab	Newcastle upon Tyne	IT Services
10	Matillion	Altrincham	IT Services
11	BigChange	Leeds	Enterprise Software
12	Outplay Entertainment	Dundee	Betting & Gaming
13	Hyperdrive Innovation	Sunderland	Hardware
14	Castlight Financial	Glasgow	Data Analytics
15	AccessPay	Manchester	Fintech
16	TVSquared	Edinburgh	Data Analytics
17	Resulting	Manchester	IT Services

GROWTH RATE %	COMPANY PROFILE
236	In Touch Networks is an online network for board level professionals.
165	Chameleon designs and manufactures in-home displays for smart metering systems.
154	The Car Buying Group is the fastest growing online car purchasing website in the UK.
139	Fruugo.com is a global online marketplace, fully localised and operating in 32 countries around the globe.
137	The Lead Agency provides an end-to-end customer acquisition service spanning multiple markets.
132	Global social media marketing that has a long term transformational impact on brands.
103	Origin Broadband is an Internet Service Provider and Network Operator based in Yorkshire.
91	Giacom provides a cloud marketplace for IT resellers.
86	Hedgehog Lab designs and develops apps for mobile, tablets and wearables.
84	Matillion is a software company that purpose-builds native cloud data integration products.
82	BigChange is the paperless way to plan, manage, schedule and track your mobile workforce.
78	Outplay develops and publishes free-to-play mobile games across a range of casual and mid-core genres.
77	Hyperdrive Innovation develops and manufactures solutions to complex and challenging applications for electric vehicles and battery energy storage systems.
75	Castlight Financial provides real-time, affordability and financial capability analysis software.
71	AccessPay allows back-office finance systems, bank accounts and payment networks to talk to one another.
71	TVSquared provides same-day measurement and optimization opportunities for TV advertisers.
71	Resulting is an independent consulting firm who help large companies better run complex IT.

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RANK #	COMPANY NAME	HQ LOCATION	SECTOR
18	Redu Group	County Durham	Digital Agency
19	LADBible	Manchester	Digital Agency
20	Looking4.com	Leeds	Ecommerce & Marketplaces
21	CurrentBody.com	Cheadle	Ecommerce & Marketplaces
22	Cloud Technology Solutions	Manchester	IT Services
23	Peak	Manchester	Data Analytics
24	ZeroLight	Newcastle	Fintech
25	Evolution Funding	Chesterfield	Enterprise Software
26	Cubic Motion	Manchester	Betting & Gaming
27	IDHL Group	Harrogate	Digital Agency
28	Performance Horizon	Newcastle	Enterprise Software
29	Godel Technologies Europe	Manchester	IT Services
30	Shield Safety Group	Manchester	Enterprise Software
31	Ecometrica	Edinburgh	Enterprise Software
32	ProofID	Manchester	IT Services
33	Converge Technology Specialists	Daresbury	IT Services
34	Trak Global Group	Crewe	IT Services

GROWTH RATE %	COMPANY PROFILE
67	Redu is a social, mobile and data-driven affiliate marketing business.
66	LADbible is a social media and entertainment company based in London and Manchester.
65	Looking4.com is a global price comparison and booking website for airport parking and transfers.
64	CurrentBody.com specialises in beauty tech products for consumers to use at home.
64	Cloud Technology Solutions enables firms to transform their organisation with tailored cloud solutions and devices.
64	Peak is a subscription service that uses artificial intelligence (AI) to drive data analytics.
64	ZeroLight is a 3D visualisation platform for the automotive sector.
63	Evolution Funding is a leading automotive funding and retailing group.
63	Cubic Motion creates and deploys unique technology and services for advanced machine vision.
62	The IDHL Group is one of the UK's longest-established SEO, PPC and web development agencies.
58	Performance Horizon is a technology developer which assists marketing departments to drive company sales.
58	Godel Technologies is a nearshore software development partner, helping leading companies extend their development capacity.
56	Shield Safety is one of the UK's leading providers of Food, Fire and Health & Safety software and services.
55	Ecometrica is a sustainability tech company that provides a platform to allow organisations to make smarter decisions and build long-term value.
55	ProofID designs, develops and manages identity and access management services for clients.
55	Converge Technology Specialists provides Hosted and Managed IT Support Services to professional firms.
54	Trak Global Group is one of the world's largest telematics companies.

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35	Quint Group	Macclesfield	Fintech
36	Planixs GRP	Manchester	Enterprise Software
37	InVentry	Leeds	Enterprise Software
38	The Hut Group	Manchester	Ecommerce & Marketplaces
39	Volcanic	Manchester	Enterprise Software
40	Sky Betting & Gaming	Leeds	Betting & Gaming
41	M24Seven	Manchester	IT Services
42	Uinsure	Manchester	Fintech
43	rradar	Hull	Enterprise Software
44	Opencast Software Europe	Newcastle upon Tyne	IT Services
45	Purple WiFi	Oldham	Data Analytics
46	Evoke Creative	Wirral	Digital Agency
47	Bede Gaming	Newcastle upon Tyne	Betting & Gaming
48	E-days Absence Management	Nottingham	Enterprise Software
49	Connex One	Manchester	Enterprise Software
50	Sykes Cottages	Chester	Ecommerce & Marketplaces
51	Mobysoft	Manchester	Enterprise Software

GROWTH RATE %	COMPANY PROFILE
52	Quint Group is a highly innovative fintech group operating in the consumer finance market.
50	Planixs is a leader in cloud-based business analytics, intelligence and optimisation solutions.
49	InVentry is a market leader for visitor management and sign in solutions.
48	The Hut Group is one of the world's largest online Beauty & Wellbeing businesses.
48	Volcanic provides a SaaS web platform to power recruitment company websites.
45	Sky Betting & Gaming is one of the UK's leading online bookmakers.
44	M24Seven is an internet infrastructure provider, offering connectivity, hosting, security and VoIP solutions.
42	Uinsure designs and distributes a range of insurance products online.
39	rradar combines modern technology with legal knowledge so that legal support for businesses and organisations is easily understandable.
38	Opencast is an IT consultancy who works with government, finance, and new tech enterprises.
38	Purple WiFi is a WiFi and location SaaS solution offering powerful analytics and marketing tools to businesses.
37	Evoke Creative designs interactive digital solutions for major blue-chip clients.
37	Bede powers some of the largest online gambling operators and lotteries worldwide.
34	e-days is a SaaS solution for employee leave tracking & absence management.
33	Connex One is a cloud based, omni-channel engagement platform.
31	Sykes Holiday Cottages is an online, independent holiday cottage provider.
30	Mobysoft's social housing intelligence software applications help landlords protect & maximise revenues, mitigate welfare reform and embed efficiencies.

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52	ContractHireAndLeasing.com	Stockport	Ecommerce & Marketplaces
53	Azzure IT	Sheffield	IT Services
54	The Floop	Sheffield	IT Services
55	r2c Online	Sheffield	Enterprise Software
56	MTech IT Solutions	Leeds	IT Services
57	Better2Know	Morecambe	Ecommerce & Marketplaces
58	Aspire Technology Solutions	Gateshead	IT Services
59	Presto Consulting	Darlington	IT Services
60	Music Magpie	Manchester	Ecommerce & Marketplaces
61	Parcel2Go	Bolton	Ecommerce & Marketplaces
62	ProVu Communications	Huddersfield	IT Services
63	Virtual College	Ilkley	Edtech
64	Ripe Thinking	Manchester	Fintech
65	Digital Next	Manchester	Digital Agency
66	Airangel	Warrington	Enterprise Software
67	Sonocent	Leeds	Edtech
68	Mando	Liverpool	Digital Agency

GROWTH RATE %	COMPANY PROFILE
30	ContractHireAndLeasing.com is a Vehicle Leasing website in the UK.
30	Azzure IT is an ERP solution providers, supporting smaller businesses with digital transformation.
30	The Floop is a telematics provider delivering solutions to insurers, automotive manufacturers and fleet operators worldwide.
30	r2c Online is a fleet and workshop management platform.
29	Mtech IT provides IT solutions, including technical support and strategy, throughout Yorkshire and the North.
29	Better2Know is the world's largest private provider of online sexual health testing services.
29	Aspire Technology Solutions provides hosted services, data centre solutions, communications and traditional IT support.
29	Preasto is an IT consultancy specialising in Customer Relationship Management, CX, Business Intelligence and Enterprise Performance Management.
27	musicMagpie is the UK's largest re-commerce business selling products such as CDs and books.
26	Parcel2go.com is a market leading parcel delivery comparison site.
26	ProVu Communications is the UK's leading business-to-business distributor of VoIP (Voice over Internet Protocol) hardware.
25	Virtual College is a provider of online learning to over 3 million learners.
24	Ripe is an Insurtech company who make buying insurance simple, clear, fast and tailored.
24	Digital Next is a leading search marketing and web development company.
24	Airangel provides software services to some of the worlds largest property owners and hotel chains internationally.
23	Sonocent is a software company based in Leeds which aims to "reimagine how we do notetaking".
23	Mando's services include media relations, content marketing and social media management to clients in a number of technology sectors.

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RANK #	COMPANY NAME	HQ LOCATION	SECTOR
69	Lead Tech	Leeds	Data Analytics
70	Wax Digital	Hyde	Enterprise Software
71	Uniform	Liverpool	Digital Agency
72	Waterstons	Durham	IT Services
73	Mobica	Wilmslow	IT Services
74	Firefish Software	Glasgow	Enterprise Software
75	Visualsoft	Teesside	Digital Agency
76	Vaioni Group	Manchester	IT Services
77	Parallax	Leeds	Digital Agency
78	Caboodle Technology	Crewe	Enterprise Software
79	Elementary Technology	Leeds	Hardware
80	ANS	Manchester	IT Services
81	OpenCRM	Richmond, North Yorkshire	Enterprise Software
82	UKFast	Manchester	IT Services
83	Zufo	Macclesfield	Fintech
84	NGC Network Services	Wakefield	IT Services
85	Intechnica	Manchester	Digital Agency

GROWTH RATE %	COMPANY PROFILE
23	Lead Tech is the largest independent financial services lead generator in the UK.
22	Wax Digital delivers eProcurement and spend management software to mid and large-sized organisations around the world.
21	Uniform provides services in Design & Innovation and Architectural Visualisation.
20	Waterstons is a Business and IT consultancy providing creative technology based solutions to improve business performance.
20	Mobica provides technology solutions in the connected device market.
19	Firefish Software is a sales and marketing SaaS platform that helps recruiters reach, engage and recruit top candidates.
19	Visualsoft is the destination for retailers who want to build, grow and sustain their business online.
18	Vaioni specialises in providing Ethernet Connectivity & Cloud Services.
18	Parallax is a digital agency with an innovative side business SaaS product and CMS.
18	Until 2017, Caboodle was known as Salary Exchange. It is one of the UK's leading employee benefits and engagement companies.
17	Elementary Technology is an audio visual and interactive technology reseller, predominantly into education and increasingly into the enterprise marketplaces.
17	ANS provides cloud services and has developed RAPID; a standardised, highly configurable, policy driven Private Cloud.
17	OpenCRM produces a cloud CRM helping companies manage sales, increase profit, and grow their business.
17	UKFast is one of the largest independently owned hosting providers in the UK.
17	Zuto is an online car finance specialist offering tailored car loans for all circumstances.
17	NGC provides telephony solutions to medium and large businesses across the UK.
17	Intechnica is a digital transformation and web traffic security and optimisation company.

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RANK #	COMPANY NAME	HQ LOCATION	SECTOR
86	Blue Logic	Leeds	IT Services
87	Hiring Hub	Manchester	Enterprise Software
88	Apadmi	Manchester	IT Services
89	The Webinar Vet	Liverpool	Edtech
90	Radius Payment Solutions	Crewe	Fintech
91	TribePad	Sheffield	Enterprise Software
92	Nexus Vehicle Rental	Leeds	Ecommerce & Marketplaces
93	Maginus	Manchester	IT Services
94	TPP	Leeds	IT Services
95	SITS Group	Cramlington	IT Services
96	Elite Group	Chorley	IT Services
97	eBECS	Chesterfield	IT Services
98	Everything Different	Newcastle upon Tyne	Digital Agency
99	CascadeGo	Leeds	Enterprise Software
100	Degree 53	Manchester	Digital Agency
100	Mitrefinch	York	Enterprise Software

GROWTH RATE %	COMPANY PROFILE
15	Blue Logic is one of the leading Managed IT Service providers in the UK, delivering outstanding technology solutions to businesses.
15	Hiring Hub connects employers to top-rated, specialist recruitment agencies.
14	Apadmi is a mobile application development company.
14	The Webinar Vet provide high quality webinars from expert speakers, so vets can fulfill their CPD requirements with minimum time and money.
14	Radius Payment Solutions is a payment and fleet services company headquartered in Crewe, Cheshire.
13	TribePad is a specialist recruitment software provider, serving some of the UK's best known organisations.
13	Nexus Vehicle Rental is a business mobility provider and has built up the largest supply chain in the UK without owning any vehicles.
12	Maginus specialises in delivering Enterprise Resource Planning (ERP) and eCommerce solutions based on world-leading technology platforms.
12	TPP is a leading IT company, providing innovative solutions for integrated Electronic Health Records (EHRs), patient-facing services, interoperability and research.
12	Specialist IT Services (SITS) Group is a cloud infrastructure services and support partner.
11	Elitetele.com PLC, trading as Elite Group, specialises in bespoke business IT, telecoms and unified communications solutions.
11	eBECS specialises in total Microsoft Business Solutions, designing and delivering Lean and agile solutions globally.
10	Everything Different is a creative marketing consultancy group specialising in brand, insight and digital performance marketing.
10	CascadeGo's self-service system transforms the way businesses control, manage and deliver HR.
8	Degree 53 is a digital agency, specialising in bespoke web and mobile solutions, as well as UX, design and consultancy services.
8	Mitrefinch is a market leader in human capital management software.

GP BULLHOUND

Technology Predictions 2018

Each year GP Bullhound's leading team of analysts and dealmakers publish its top technology predictions for the coming year.

Now in its eleventh edition, this year's report is no less optimistic.

Some commentators have argued that the technology industry's vision of optimism and openness has turned to anxiety and antagonism. From the world's largest technology companies through to the latest generation of innovators, the role and responsibility of the digital economy has increasingly come under scrutiny in the past year.

Yet, the opinion of our leading team of analysts and dealmakers is clear: technology will continue to break down barriers in 2018.

We have identified four of our global trends which particularly relate to the North.

To view the full report, please visit:
www.gpbullhound.com/en/research/



INTERNATIONAL LABOUR ARBITRAGE

As the cost of living in key tech hubs soars and competition for talent becoming increasingly tough, 2018 will see smaller tech companies looking to base their operations in up and coming tech hubs around the world.

Cities across the North will directly benefit from this trend, as companies realise there are many benefits to not being based in London. These include cheaper costs, some of the countries finest universities and better standards of living for staff. The North is highly attractive and has a lot to offer.



INDUSTRY 4.0

We are in the midst of a fourth industrial revolution. Technology has finally made its way to manufacturing and it plans to completely transform the industrial sector as we know it.

The North has a proud heritage linked to the first industrial revolution however it is also at the cutting edge of the latest industrial revolution. As home to some of the countries largest manufacturers which are seeking to adopt Industry 4.0, it will give rise to suppliers focusing on the adoption and implementation of these modern manufacturing techniques.



AUGMENTED REALITY

Huge strides in the computing power of smartphones has enabled augmented reality to break down the barrier between the physical and digital world.

Across the North there are pockets of world leading technology businesses being created off the back of the AR industry. Companies such as Cubic Motion in Manchester and Hedgehog Lab in Newcastle, are producing a plethora of immersive content and industry leading applications powered by AR.



CYBER SECURITY

As recurring data breaches continue to break the news and users worry about the safety of their personal information, cyber security will see widespread adoption in the coming year.

Companies all over the North are in a constant battle to ensure data and websites are safe from malicious attacks. There are several businesses in the North which are facing up to this challenge including ProofID and Intechnica.

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