



**GP.Bullhound**  
presents

# **NORTHERN TECH** *Awards* 2019

**28 MARCH 2019 / ALBERT HALL / MANCHESTER**

# A WELCOME MESSAGE

from

## HUGH CAMPBELL

*Managing Partner, GP Bullhound*

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*A very warm welcome to the Northern Tech Awards 2019. Thank you for joining us in Manchester this evening as we return to the city that hosted the very first event ceremony five years ago.*

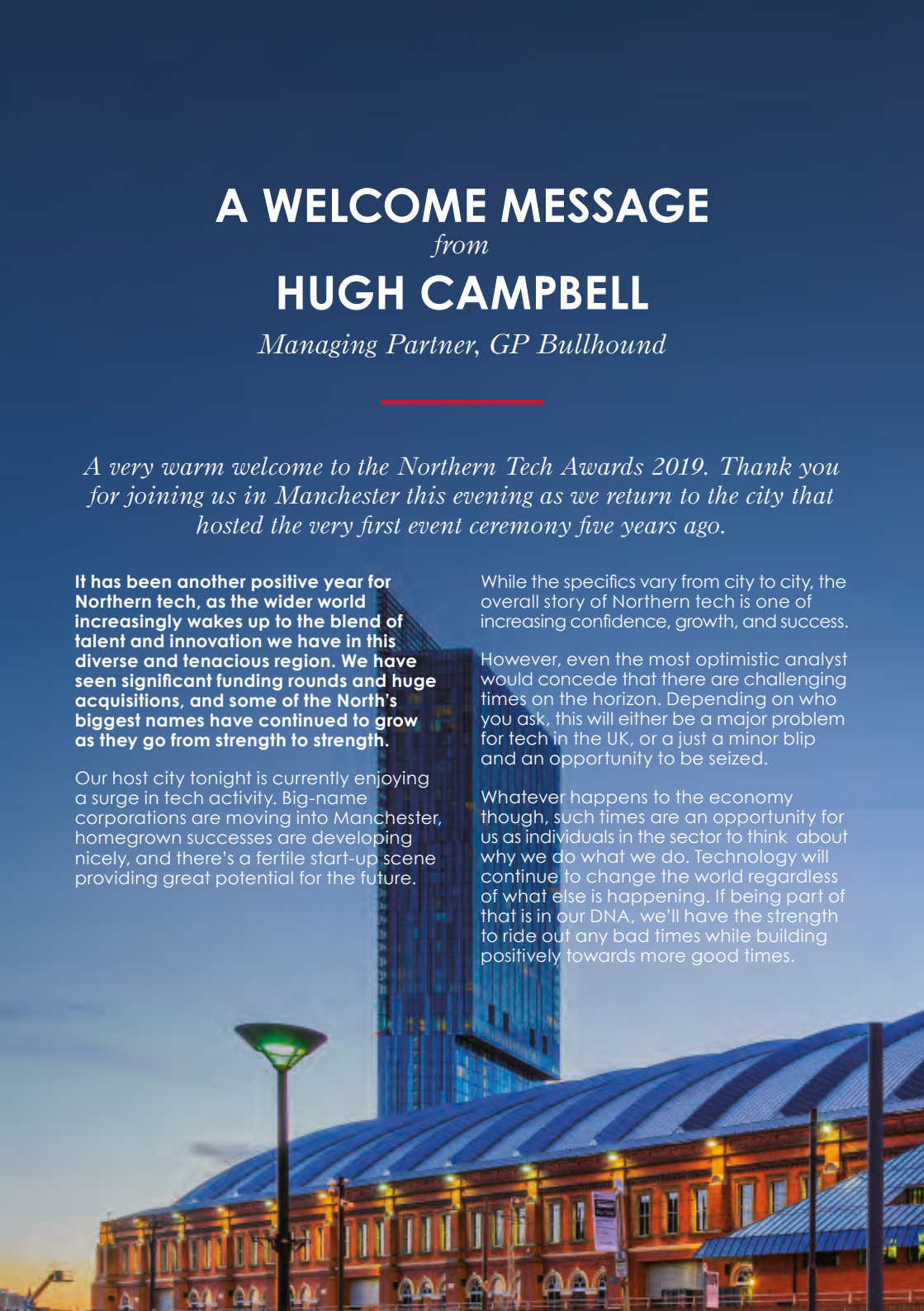
**It has been another positive year for Northern tech, as the wider world increasingly wakes up to the blend of talent and innovation we have in this diverse and tenacious region. We have seen significant funding rounds and huge acquisitions, and some of the North's biggest names have continued to grow as they go from strength to strength.**

Our host city tonight is currently enjoying a surge in tech activity. Big-name corporations are moving into Manchester, homegrown successes are developing nicely, and there's a fertile start-up scene providing great potential for the future.

While the specifics vary from city to city, the overall story of Northern tech is one of increasing confidence, growth, and success.

However, even the most optimistic analyst would concede that there are challenging times on the horizon. Depending on who you ask, this will either be a major problem for tech in the UK, or a just a minor blip and an opportunity to be seized.

Whatever happens to the economy though, such times are an opportunity for us as individuals in the sector to think about why we do what we do. Technology will continue to change the world regardless of what else is happening. If being part of that is in our DNA, we'll have the strength to ride out any bad times while building positively towards more good times.



I would like to thank all the companies that applied for tonight's awards. Regardless of who wins, the high quality and quantity of the entrants reflects a thriving technology sector across the North, and for that you should all be proud.

Tonight we will unveil the 100 fastest growing companies of the year. Our esteemed judges have had a difficult job picking seven of these companies to win special awards, including the Overall Judges' Award, recognising the company with the highest achievements for growth, innovation, international success, and leadership.

Our charity tonight is Founders4Schools. Its mission is to inspire students and prepare them for the rapidly changing world of work. It does this by facilitating encounters between business leaders and students across the UK. The Founders4Schools team does important work, and I hope you'll support them. You will find their QR Code within this brochure and also on your table, so please give generously.

I would like to thank our sponsors tonight for helping to make this not-for-profit event possible. Some are newcomers and some are returning to support us again; they are all very much appreciated: Barclays; ECI; Squire Patton Boggs; Mobica; OBI;

Pareto Law; Aquiline; Berenberg; Frazer John Recruitment; Inflexion; London Stock Exchange, and Mercia Technologies.

Finally, a sincere thank you to our media partners Sevehnills and Insider Media. Their work in marketing and covering tonight's event is a crucial factor in its success. I would also like to thank Missile Digital for the film and Draw & Code for their animation work.

Aside from the awards that will be handed out, the great value of tonight's event is bringing you all together in the same room. It is rare that such an esteemed and accomplished group have the opportunity to spend time together. Please make the most of it and connect with new people. The fresh perspectives we leave with tonight will help us all embrace new ideas and opportunities, whatever the future holds.



**Hugh Campbell**



# OUR MISSION

*To support the  
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entrepreneurs*





540 transactions closed  
since 1999



**MAMBU**  
*investment from*  
**BESSEMER VENTURE  
PARTNERS**



**FALCON.IO**  
*sold to*  
**CISION**



**SYNTHESIO**  
*sold to*  
**IPSOS**



**ALLTRAILS**  
*sold to*  
**SPECTRUM EQUITY**



**NAMICS**  
*sold to*  
**MERKLE**



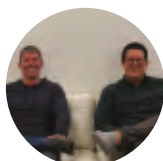
**RANT & RAVE**  
*sold to*  
**UPLAND SOFTWARE**



**INSIDE IDEAS GROUP**  
*sold OLIVER to*  
**YOU & MR JONES**



**SOLITA GROUP**  
*sold to*  
**APAX DIGITAL**



**TEXTRECRUIT**  
*sold to*  
**ICIMS**



**UBERALL**  
*investment from*  
**HPE GROWTH CAPITAL**



**PARADIGMA**  
*sold to*  
**INDRA**



**GRUPO DETECTOR**  
*sold to*  
**VIASAT GROUP**

**GP.Bullhound**

# PROGRAMME

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**18:00** REGISTRATION, DRINKS & CANAPES  
*Radisson Hotel, Hale Suite*

**19:15** CALL TO DINNER  
*Albert Hall*

**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 BLUE PRISM STORY  
*David Moss, Co-Founder, Blue Prism*

**21:45** AWARDS CEREMONY

**22:15 ONWARDS**  
ENTERTAINMENT, NETWORKING  
AND AFTER PARTY CELEBRATIONS

# *Award* **CATEGORIES**

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NORTHERN STAR

FASTEST GROWING COMPANY

FASTEST GROWING LARGER COMPANY

JUDGES' INNOVATION AWARD

JUDGES' AWARD FOR INTERNATIONAL SUCCESS

JUDGES' LEADERSHIP AWARD

TECH4GOOD AWARD

YOUNG ENTREPRENEUR AWARD

JUDGES' ENTREPRENEUR AWARD

OVERALL JUDGES' AWARD

# The sky is never the limit

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**To find out how we can help your business succeed, call Greg Doran, Northern Head of Tech, Media and Telecoms at Barclays on 07766 363 023\***



Skyscanner offices, Edinburgh.

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

\*Please note: this is a mobile phone number and calls will be charged in accordance with your usual tariff.

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**BARCLAYS**



**Barclays is proud to have an established history of supporting businesses across the North West.**

We continue to invest in our local and industry knowledge across the region, to help our clients achieve success today and in the future. Many businesses across the North West, with a turnover of £5m and above, look to us to support their future. We're specialists in a broad range of sectors, including Technology, Media & Telecommunications, Manufacturing, Transport & Logistics, Retail & Wholesale, Hospitality & Leisure, Real Estate, Education & Charities.

Our clients have access to regular sector thought-leadership material and we hold regular networking events, designed to offer valuable industry insight, as well as facilitate new business connections.

For more information please visit [www.barclays.com/corporatebanking](http://www.barclays.com/corporatebanking)

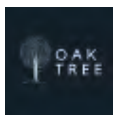
With over 35 years' experience of investing in tech businesses across the North, ECI is proud to sponsor...

# The Northern Tech Awards 2019

Over several decades working with great management teams and founders, ECI has supported businesses across the northern technology sector, including:

**imagesound**  
group

In-store audio and visual services



Saas solutions for schools

**Citation**  
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**nccgroup**

Information assurance

**Late Rooms**  
.com

Hotel reservations

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Patient record systems

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**eci** building successful businesses

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ECI



**ECI partners work with UK growth companies within the business & financial services, consumer, and TMT sectors.**

For more than 40 years ECI has invested across the northern technology sector, gaining a wealth of experience in supporting high growth businesses, including NCC Group, LateRooms, Ascribe, Citation, Imagesound and Oaktree.

We typically invest £25m to £100m of equity in deals valued up to £200m. ECI believes in teamwork and collaboration, supporting ambitious management teams, and combining their knowledge and vision with our experience.



Enabling  
Technologies

# Mobica congratulates all the winners and nominees of the 2019 Northern Tech Awards

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## Mobica are proud to be premium sponsors of the 2019 Northern Tech Awards

Mobica is a global software services company, delivering and enabling technologies that transform business outcomes for the leading brands in Automotive, Silicon, FinTech, Media and Telecoms. Headquartered in Wilmslow UK with offices across Europe and the US, our established technical and delivery excellence in high-quality software engineering drives success for our multinational customers on every continent, every day.

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**MOBICA**



Enabling  
Technologies

## **Enabling Technologies.**

Mobica is a global software services company, delivering and enabling technologies that transform business outcomes for the leading brands in Automotive, Silicon, FinTech, Media and Telecoms. Headquartered in Wilmslow UK with offices across Europe and the US, our established technical and delivery excellence in high quality software engineering drives success for our multinational customers on every continent, every day.

As previous winners, we're proud to sponsor the 2019 Northern Tech Awards, celebrating the fastest growing and most promising businesses in the North.

Find out more at [Mobica.com](https://Mobica.com)

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OBI

**OBI**

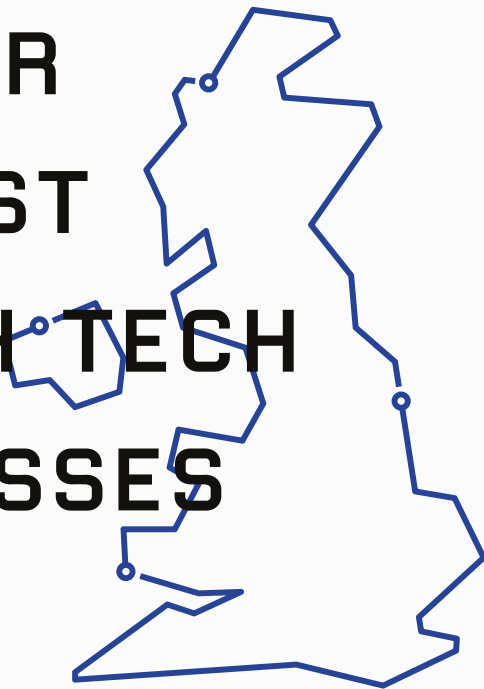
**OBI is a privately owned real estate firm that focuses on providing innovative advice to a range of national and international clients.**

Our core purpose is to offer complete real estate knowledge that makes businesses more successful by applying the "OBI Difference", 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.

For more information please visit  
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## PARETO LAW



**In 1995, East 17's 'Stay Another Day' hit number one in the charts, Toy Story burst onto the big screen, an auction site named eBay was launched and, at the summit of the Eiger, Jonathan and Andrew agreed that something was missing in the sales industry.**

The result was Pareto Law, named after the economics principle also known as the 80/20 rule. Observing that the top 20% of sales talent delivers 80% of the results, Jonathan and Andrew saw the need for a business focused on finding and developing that talent.

Having placed and developed over 250,000 of the most impressive sales people worldwide, Pareto Law is a global brand, with over 250 people and offices across the UK and USA.

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website: [www.pareto.co.uk](http://www.pareto.co.uk)

## Committed to Technology Companies, Locally and Globally

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To find out how we can help you, contact:



**Jane Haxby**

Managing Partner – Europe, London  
E [jane.haxby@squirepb.com](mailto:jane.haxby@squirepb.com)



**Paul Mann**

Partner, Head of Private Equity – UK, Leeds  
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**James Fitzgibbon**

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**Kerry Lee**

Partner, Manchester  
E [kerry.lee@squirepb.com](mailto:kerry.lee@squirepb.com)

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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.



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Founders4Schools is a national charity dedicated to improving the life chances of young people by connecting them to successful business leaders in their local community. Our online platform brings schools and business leaders together in seconds.

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Founders4Schools to let schools know you're here to help

**ACCEPT**

invitations to inspire local young people

**INVITE**

friends and colleagues to create a movement to help local young people

[www.founders4schools.org.uk/volunteer](https://www.founders4schools.org.uk/volunteer)

“Spending an hour of my day at a local school to inspire a room full of students is awesome. I always come away energised. The Founders4Schools platform also makes participating in these events easy.”

- Victoria Mellor, CEO and Co-founder at Novatum Group



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## AQUILINE



Aquiline Capital Partners is one of the leading investing firms focused on private equity, growth and venture capital opportunities in financial services and technology across the US and Europe from its offices in New York and London.

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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.

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**BERENBERG**

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**We take pride in giving entrepreneurs the power to do more.**

We help them to grow their businesses, realise what they've created and then reinvest for the long term future of their family. Berenberg has been led by personally liable partners for more than 428 years. Only by remaining adaptable and reinventing ourselves to suit evolving client expectations, have we been able to survive for such a long time.

We have developed long lasting, trusted relationships by listening to our clients' needs and providing them with what they want. We will continue to use our expertise to help entrepreneurial families to preserve and grow their investments for many generations to come.



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Frazer John is an established recruitment agency specialising in executive search within IT, Finance, Marketing and HR for technology and private equity backed companies.

Founded back in 2011 with a single philosophy and desire in mind, to provide candidates and clients with the highest levels of expertise associated with larger recruitment agencies, while still delivering the levels of service, commitment and enthusiasm that only an independent, management owned consultancy can offer.

To help us achieve this we laid down an ambitious mission statement – “To always exceed the service expectations of our candidates and clients”.

Our goal is not to be considered number one for revenue, profit or headcount, but for our reputation, culture and the quality of our team. We want to be recognised as experts in our fields, as a trusted recruitment partner and ultimately as being an awesome place to work.



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

## **Supporting Restless Ambition**

Inflexion is an award-winning mid-market private equity firm, investing £10m to £200m for a minority or majority stake.

As one of the most active mid-market tech investors in the UK, we back ambitious management teams to accelerate their business's growth through international expansion, mergers and acquisitions, digital expertise, operational improvements, talent management and access to Inflexion's global network.

Find out more at [inflexion.com](https://inflexion.com)

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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.

20  
years



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## INFLEXION



**Inflexion is an award-winning mid-market private equity firm, investing £10m to £200m for a minority or majority stake across all sectors. We are one of the most active mid-market investors in the UK technology sector and have backed over 15 high growth technology-led businesses to date.**

We support ambitious management teams to achieve the next stage of their business's growth through international expansion, mergers and acquisitions, digital expertise, operational improvements, talent management and access to Inflexion's network. With experts in Asia, Latin America, the Middle East and India, and the U.S. Our investee companies benefit from privileged access to these growth markets.

Inflexion has received a number of industry accolades for its success in growing the businesses it backs, including winning Mid-Market Buyout House and Fundraising of the Year at the 2018 Unquote British Private Equity Awards. Since 2013, Inflexion has been ranked number one globally by Preqin for consistent top investment performance.

Inflexion is currently managing £4.4bn on behalf of its investors. Read more at [inflexion.com](http://inflexion.com).



**London**

Stock Exchange Group

# Gazelles and unicorns welcome

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**Whether your company is worth £10m or £10bn, our AIM and Main Market provide you with unrivalled access to top investors, to help fuel your growth.**

**Last year 21 tech companies from around the world raised a total of £2bn (\$2.7bn) on London Stock Exchange.**

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Our range of primary markets provides choice for issuers and investors, enabling companies to raise capital efficiently and also increase their visibility with a wide group of customers and investors.

#### **AIM**

AIM is the world's leading international growth market providing small and medium sized businesses with access to a deep pool of capital. Since inception, over 3,700 companies have been admitted and £105 billion raised.

#### **ELITE**

ELITE is a platform and ecosystem that helps private, ambitious companies grow, offering them access to education, business support and direct contact with the global investor and advisory community. Over 1000 companies from 40 countries have joined the ELITE community in last 6 years.



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## MERCIA TECHNOLOGIES



**Mercia is a national investment group focused on the funding and scaling of innovative technology businesses with high growth potential from the UK regions.**

Mercia benefits from 19 university partnerships and offices across the Midlands, the North of England and Scotland providing it with access to high quality, regional deal flow. Mercia Technologies PLC is quoted on AIM with the epic "MERC".

Mercia's 'Complete Capital Solution' initially nurtures businesses via its third-party funds (now with circa £400million under management) and then over time Mercia can provide further funding to the most promising companies by deploying direct investment follow-on capital from its own balance sheet. Since its IPO in December 2014, Mercia has invested over £69million across its direct investment portfolio.

*Keynote*  
**SPEAKER**

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**DAVID MOSS**

*Co-Founder and CTO, Blue Prism*

**David Moss is the CTO and co-founder of Blue Prism, a thought leader and founding technologist in the Robotic Process Automation software sector.**

David has over 20 years' experience in the enterprise software space and a proven track record of delivering transformational technology products to global blue chip organisations.

Blue Prism was formed in 2001 to pursue the vision of delivering a disruptive, new technology that could harness the concept of robotics to deliver business-led automation. The company provides a scalable and robust execution platform for best-of-breed AI and cognitive technologies and has emerged as the trusted and secure RPA platform of choice for the Fortune 500.

Billions of transactions and hundreds of millions of hours of work are executed on Blue Prism robots from renowned companies including Aegon, BNY Mellon, Commerzbank, IBM, ING, Maersk, Nokia, Nordea, Procter & Gamble, Raiffeisen Bank, Siemens, Westpac and Zurich.

# SPEAKER

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**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.

# SPEAKER

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**HUGH CAMPBELL**

*Managing Partner, GP Bullhound*



**Hugh Campbell is a Founder and Managing Partner of GP Bullhound. Hugh has 19 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

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FIRST NAME	LAST NAME	COMPANY	TITLE
Abhishek	Majumdar	Inflexion	Assistant Director
Abigail	James	Berenberg	Relationship Manager
Adam	Rudd	Beachtree	Investment Director
Adam	Hildreth	Crisp Thinking	CEO & Founder
Adam	Birnbaum	GP Bullhound	Director
Adam	Harris	Parcel2Go.com	Managing Director
Adeem	Younis	Single Muslim	Founder
Alan	Gonsalves	Incremental Group	Senior Business Development Manager
Aleksandra	Tyurina	Aquiline Partners	Partner
Alessandro	Casartelli	GP Bullhound	Director
Alex	Taylor-Harris	Kennet Partners	Investor
Alex	Connock	Missile Digital	Founder
Alistair	Forbes	Mercia Technologies	Head of Software & the Internet
Alon	Kuperman	GP Bullhound	Director
Andrew	Collis	Mobica	CFO
Andrew	Cowell	OBI	Transactions & Asset Management
Andy	Bounds	Financial Times	Northern Editor
Angela	Spindler	Private Investor	Private Investor
Anish	Kapoor	AccessPay	CEO
Ash	Ramrachia	Arise Growth	CEO
Ben	Johnson	Vitruvian Partners	Partner
Ben	Davies	Vypr	Founder
Ben	Drury	Yoto	CEO/Co-Founder
Ben	Hookway	Relative Insight	CEO
Benjamin	Prade	GP Bullhound	Executive Director
Bev	Boettcher	GP Bullhound	Event Manager
Bill	Bates	Cloud Technology Solutions	CFO
Bod	Buckby	London Stock Exchange Group	Head of Primary Markets - North
Brett	Jacobson	Mediaworks	Managing Director

FIRST NAME	LAST NAME	COMPANY	TITLE
Bryn	Thompson	Pareto Law	Strategic Alliances Director
Cally	Russell	Malzee	Cally Russell
Calum	Smeaton	TVSquared	CEO
Carl	Enser	Fabric	Sales Director
Carl	Cavers	Sumo Digital	Founder/CEO
Catherine	Richards	Inflexion	Partner
Charles	Shepherd	Barclays	Relationship Director TMT
Charles	Sharland	Private Investor	Private Investor
Charlie	Cannell	Inflexion	Partner
Chris	Roche	Celerity	CEO
Chris	Keeling	Jobtrain Limited	Founder & Managing Director
Chris	Slater	Simply Business	Advisor
Dan	Jelfs	Mobica	SVP Sales
Dan	Wright	Private Investor	Private Investor
Dan	Kirkland	TribePad	Operations Director
Dario	Grandich	Parallax	Director
Darren	Garland	ProVu Communications	Managing Director
Darren	Jobling	ZeroLight	CEO
Dave	Nish	GP Bullhound	VP Technology
Dave	Roberts	Radius Payment Solutions	CIO
Dave	Tucker	Sonocent	Co-Founder & CEO
David	Moss	Blue Prism	Co-founder
David	Levine	DigitalBridge	CEO
David	Timmis	Leasing.com	MD
David	Brennan	Nexus Vehicle Rental	CEO
David	Angrave	Twinkl Educational Publisher	Head of Strategic Operations
David	Rowan	Wired	Founding Editor
David	Clee	Mirrorweb	Founder
David	Sharpe	Adzooma	Co-founder

# List of ATTENDEES

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FIRST NAME	LAST NAME	COMPANY	TITLE
Dawn	Embry	Mobica	Head of Strategy
Derek	Steele	Mobysoft	CEO
Dipam	Patel	GP Bullhound	Associate
Dominic	Allonby	Fruugo.com	CEO
Doug	Ward	Telcom	Co-Founder
Douglas	Hare	Outplay	CEO
Ed	Prior	GP Bullhound	Associate
Elizabeth	Bisby	OBI	COO
Ewan	Douglas	Channel 4	Agency Principal
Floris	Backer	GP Bullhound	Executive Director
Fraenze	Gade	GP Bullhound	VP Events
Fraser	McLatchie	Scottish Equity Partners	Principal
Garry	Partington	Apadmi	CEO
Gary	Parlett	Answer Digital	Managing Director
Gavin	Wheeldon	Purple WiFi	CEO
Ged	O'Neil	Auden	CEO
Glenn	Jackson	Syrenis	CEO
Graeme	Ankers	Firesprite	Managing Director
Graham	Donoghue	Sykes Cottages	CEO
Greg	Doran	Barclays	Northern Head of TMT
Howard	Simms	Apadmi Ventures	CEO
Hugh	Campbell	GP Bullhound	Managing Partner
Ian	Brown	BookingGo	CEO
Ian	Wilson	Mercia Technologies	Fund Principal
Igno	van Waesberghe	Aquiline Partners	Partner
Iman	Crisby	GP Bullhound	Director
Jacqueline	de Rojas	techUK	President
Jacqui	Ferguson	NDX Wood Group	Director
James	Kinsella	Bluetree Group	Director

FIRST NAME	LAST NAME	COMPANY	TITLE
James	Mulvany	Radio.co	Director
James	Fitzgibbon	Squire Patton Boggs	Partner
James	Wilkinson	Zuto	CEO
Jane	Clancy	Pareto Law	CMO
Jane	Haxby	Squire Patton Boggs	European Managing Partner
Jason	Spencer	ITV	Business Development Director
Jason	Stockwood	Simply Business	CEO
Javed	Huq	GP Bullhound	VP
Jeremy	Levine	Evolution Funding	CEO
Jeremy	Ranson	Praesto Consulting	Founder & CEO
Jim	Crawford	BTL Group	Business Development Director
Jim	Law	Find a Player	CEO
Joe	Averill	OBI	Transactions & Asset Management
John	Hayhurst	ECI Partners	Partner
John	Dyson	Frazer John Recruitment	Founder
John	Mackey	Frazer John Recruitment	Managing Partner
John	Dobson	SmartSearch	CEO
John	Ryder	Hive HR	CEO
Jonathan	Fitchew	Pareto Law	Founder & CEO
Jonathan	Wall	Private Investor	Private Investor
Jonathan	Grubin	SoPost	Founder & CEO
Jordan	Appleson	Hark	CEO
Julian	Ciecierski-Burns	Squire Patton Boggs	Partner
Justin	Whiston	Fleetondemand	CEO
Kerry	Lee	Squire Patton Boggs	Partner
Kevan	Wakerley	Zest4	Finance Director
Lauren	Riley	The Link App	Founder/CEO
Lorraine	Worral	ProofID	CSMO
Lou	Cordwell	magneticNorth	CEO

# List of ATTENDEES

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FIRST NAME	LAST NAME	COMPANY	TITLE
Malcom	Cowley	Partnerize	CEO
Manish	Madhvani	GP Bullhound	Managing Partner
Manoj	Ranaweera	Techcelerate	Founder & CEO
Marc	McDermott	Visualsoft	CFO
Mark	Robinson	deltaDNA	CEO
Mark	Keeley	ECI Partners	Partner
Mark	Gracey	MoneySupermarket	Head of M&A
Mark	Rothwell	Pareto Law	Sales Director
Mark	Ferguson	Pharmacy2u	CEO
Mark	Smith	rradar	Director
Mark	Flanagan	Shield Safety Group	CEO
Martin	Port	BigChange	CEO
Martin	Merryweather	British Cycling	Strategy Director
Martin	Bryant	Freelance Journalist	Freelance Journalist
Martin	Smith	GP Bullhound	Chairman
Martin	Cheek	SmartSearch	Managing Director
Martin	Vanderweyer	Spectator	Business Editor
Mathilde	Jakobsson	GP Bullhound	Associate, Events
Matthew	McKinlay	Inflexion	Investment Executive
Matthew	Farrar	LovedBy	Founder
Matthew	Scullion	Matillion	CEO
Matthew	Hirst	Utiligroup	CEO
Matthias	Lehleiter	Berenberg	Relationship Manager
Max	Chee	Aquiline Partners	Partner
Michael	Taylor	Berenberg	ECM
Michael	Asher	Better2Know	CEO
Michael	Common	Nivo	CEO
Michael	Ingall	Allied London	CEO
Mike	Woodhall	Chameleon Technology	Managing Director

FIRST NAME	LAST NAME	COMPANY	TITLE
Mike	Paul	Ecometrica	Global Head of Marketing
Mike	Wardell	Giacom	CEO
Mike	Rivis	Sykes Cottages	CTO
Miri	Thomas	Insider Media	Editorial Director
Mohamed	Bakeer	CTS (Converge TS)	CTO
Neil	Roberts	Concorde Technology Group	CEO
Neil	McArthur	Manchester Tech Trust	Chairman & Founder
Neil	Cormer	Virtual College	CFO
Neil	Pickstone	Volcanic	Co-Founder
Nick	Marshall	Private Investor	Private Investor
Nick	Coburn	Resulting	Consulting Director
Nick	Bate	Beta Partners	Non Executive Director
Nicola	Weedall	Autopaid	Founder
Nikki	Guest	NGC Network Services	Director
Oliver	Tarpey	In Touch Networks	Marketing Director
Paul	Brown	6B Digital	Managing Director
Paul	Shannon	ANS Group	CEO
Paul	McCreadie	ECI Partners	Partner
Paul	Tomlinson	IEG4 Limited	Managing Director
Paul	Gouge	Playdemic	CEO
Paul	Mann	Squire Patton Boggs	UK Head of Private Equity Team
Per	Roman	GP Bullhound	Managing Partner
Pete	Watson	Atlas Cloud	CEO
Pete	Casson	Twinkl Educational Publisher	CTO
Peter	Cunningham	Barclays	Relationship Director TMT
Peter	Lusty	Manchester Tech Trust	CEO
Phil	Webb	C7 Health	CEO
Phil	Lawson	InVentry Ltd	Director
Phil	Hodari	Private Investor	Private Investor

# List of ATTENDEES

---

FIRST NAME	LAST NAME	COMPANY	TITLE
Philip	Curzon	PasTest	CEO
Rachael	Duggan	CurrentBody	Marketing Director
Rachael	Walsh	Frazer John Recruitment	Director
Richard	Brass	Berenberg	Head of Wealth & Asset Management UK
Richard	Btresh	Chess ICT	Director
Richard	Faulkner	Frazer John Recruitment	Managing Director
Richard	Forster	Jaguar Land Rover	Senior Manager
Richard	Lace	OBI	Transactions & Asset Management
Richard	Adams-Mercer	Parcel2Go.com	Founder Director
Richard	Potter	Peak	CEO
Richard	Law	Private Investor	Private Investor
Richard	Young	Redstone Venture Managers	Director
Richard	Flint	Sky Betting and Gaming	CEO
Richard	Barlow	Wejo	Founder & CEO
Richard	Hayes	Mojo Mortgages	Co-founder & CEO
Rob	Nugent	Godel	CFO
Rob	Cotton	Private Investor	Private Investor
Rob	Snelson	Travel Counsellors	CTO
Rob	Cotton	Private Investor	Private Investor
Robert	Wilde	Volcanic	CEO
Ruth	Eagle	ECI Partners	Manager
Ryan	McCarry	Meetupcall	Director/Board Member
Sarat	Pediredla	hedgehog lab	CEO
Scott	McKenzie	MTech IT Solutions	Account Manager
Scott	Fletcher	Private Investor	Private Investor
Sean	Duffy	Barclays	Managing Director, TMT
Shamir	Patel	Barclays	Relationship Director TMT
Sherry	Coutu	Founders4Schools	Executive Chair

FIRST NAME	LAST NAME	COMPANY	TITLE
Simon	Thompson	Accommodation for Students	CEO
Simon	Kelf	BCN Group	CEO
Simon	Swan	Hiring Hub	CEO
Simon	Wilkinson	Mobica	Executive Chairman
Simon	Taylor	Uinsure	CEO
Stephen	Purdham	3rings Care	Chairman
Stephen	Wilson	EBECS	Founder
Stephen	Roberts	ECI Partners	Partner
Steve	Arnold	e-days Absence Management	CEO
Steve	Oliver	Music Magpie	Founder
Steve	Pearce	TickX	Co-founder / CEO
Steve	Klin	Blue Venn	CEO
Stuart	Chandler	Sentric Music Group	Finance Director
Sven	Raeymaekers	GP Bullhound	Partner
Tiff	Pike	Cubicmotion	CFO
Tim	Christian	deltaDNA	Exec Chairman
Tim	News	MIDAS	CEO
Tim	Phillips	Techbuyer	Sales Director
Tim	Mercer	Vapour Cloud	CEO
Tony	Bolland	Private Investor	Private Investor
Umerah	Akram	London Stock Exchange Group	Head of ELITE UK & Global Business Development
Vincenzo	La Ruffa	Aquiline Partners	Partner
Warren	Jacobs	ActiveWin	Managing Director
Wayne	Ashall	CMSPi	Managing Director
Wendy	McDougall	Firefish Software	CEO
Will	Clark	Mercia Technologies	Fund Principal
Will	Lewis	OBI	Director

## THE JUDGING *Panel*

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**IAN BROWN**  
*CEO,  
BookingGo*



**SHERRY COUTU**  
*Serial Entrepreneur*



**GREG DORAN**  
*Northern Head of TMT,  
Barclays*



**JONATHAN FITCHEW**  
*Founder & CEO,  
Pareto Law*



**RICHARD FLINT**  
*CEO,  
Sky Betting & Gaming*



**PAUL GOUGE**  
*Founder & CEO,  
Playdemic*



**MARK GRACEY**  
*Head of M&A,  
Moneysupermarket*



**RICHARD LAW**  
*Former CEO,  
GB Group*



**WILL LEWIS**  
*Director,  
OBI Property*



**PAUL MANN**

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



**DAVID MOSS**

*Co-founder & CTO,  
Blue Prism*



**STEPHEN ROBERTS**

*Investment Director,  
ECI Partners*



**JACQUELINE DE ROJAS CBE**

*President,  
techUK*



**DAVID ROWAN**

*Founding Editor,  
WIRED UK*



**ANGELA SPINDLER**

*Former CEO,  
N Brown Group*



**JASON STOCKWOOD**

*CEO,  
Simply Business*



**SIMON WILKINSON**

*Chairman,  
Mobica*

## 2019 KEY *Findings*

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### *Software and Digital Services sectors remain dominant*

**For the fourth consecutive year Software & Digital Services businesses have topped the league table of the most dominant sectors in the North of England – together totalling 62% of the Top 50 and 70% of the Top 10 in 2019. Given the state of the ecosystem throughout the region, this is unlikely to change anytime soon.**

Software, which is a broad definition largely comprising enterprise software companies, leads with 17 companies in the Top 50, an increase of six from 2018. It is particularly impressive that half of the Top 10 this year are Software companies which is much higher than in previous years, with the sector not represented in 2018.

It is also worth highlighting that several companies have been in the Top 50 for the past two to three years, including Partnerize, a leading provider of SaaS solutions for digital partner marketing based in Newcastle, and Big Change, a mobile working management platform which is based in Leeds.

Digital Services (which includes consultancies; transformation agencies; connectivity; and, implementation businesses) has increased from 11 companies in 2018 to 14 in 2019. This is consistent with a key trend of recent years with businesses transitioning to the Cloud to ensure their business and their brand remain relevant in the digital age. A prime example of this is Cloud Technology Solutions, the Manchester based cloud transformation experts.

In the past five years the North has demonstrated its ability to create many strong Ecommerce & Marketplaces businesses, and we predict that in future years, the sector's representation in the Top 50 will increase as companies such as CurrentBody.com, Pharmacy2U.com and Fruugo.com continue to grow rapidly. This year there are nine Ecommerce & Marketplaces businesses in the Top 50, a slight increase from last year when there was eight.

This year Entertainment and Hardware each have four companies in the Top 50, which is consistent with 2018. It is important to highlight that several of the companies included in the Hardware

category also create and develop software. As they manufacture a product they have been categorised as Hardware.

The Entertainment category is new this year (previously categorised as Betting & Gaming) and includes businesses such as Lockwood Publishing, the award-winning independent game development studio based in Nottingham.

Fintech representation has decreased from four in 2018 to two in 2019, which may come as a surprise to some. However, this is due to several of the businesses ranked in the Top 50 last year seeing their growth rate slow as their business matures.

SECTOR BREAKDOWN	TOP 50 – COUNT	%
Software	17	34%
Digital Services	14	28%
Ecommerce & Marketplaces	9	18%
Entertainment	4	8%
Hardware	4	8%
Fintech	2	4%

# Top 100 COMPANIES

*in alphabetical order*

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COMPANY NAME	LOCATION	SECTOR
6B Digital	Wakefield	Digital Services
AccessPay	Manchester	Fintech
Advancery	Bradford	Digital Services
AirAngel	Warrington	Software
Answer Digital	Leeds	Digital Services
Aspire Technology Solutions	Gateshead	Digital Services
Atlas Cloud	Newcastle Upon Tyne	Digital Services
BCN Group	Manchester	Digital Services
Better2Know	Lancaster	Ecommerce Marketplaces
BigChange	Leeds	Software
Bluetree Group	Rotheram	Ecommerce Marketplaces
BTL Group	Shipley	Software
Celerity	Preston	Digital Services
Chameleon Technology	Harrogate	Hardware
Cloud Technology Solutions	Manchester	Digital Services
CMSPI	Manchester	Software
Concorde Technology Group	Wakefield	Digital Services
Crisp Thinking	Leeds	Software
CTS (Converge TS)	Daresbury	Digital Services
Cubic Motion	Manchester	Entertainment
CurrentBody.com	Manchester	Ecommerce Marketplaces
deltaDNA	Edinburgh	Software
Ecometrica	Edinburgh	Software
e-days Absence Management	Nottingham	Software
Elite Group	Chorley	Digital Services

COMPANY NAME	LOCATION	SECTOR
ENSEK	Nottingham	Software
Eque2	Manchester	Software
Evoke Creative	Wirral	Hardware
Evolution Funding	Chesterfield	Fintech
Fabric IT	Macclesfield	Digital Services
Firefish Software	Glasgow	Software
Fleetondemand	Bradford	Software
Fruugo.com	Ulverston	Ecommerce Marketplaces
Giacom	Hull	Ecommerce Marketplaces
Godel Technologies	Manchester	Digital Services
Hedgehog Lab	Newcastle Upon Tyne	Digital Services
Hiring Hub	Manchester	Ecommerce Marketplaces
Hyperdrive Innovation	Sunderland	Hardware
IEG4	Alderley Edg	Software
In Touch Networks	Manchester	Ecommerce Marketplaces
Incremental Group	Glasgow	Digital Services
InVentry	Leed	Software
Jobtrain	Altrincham	Software
Lockwood Publishing	Nottingham	Entertainment
Looking4.com	Leeds	Ecommerce Marketplaces
Matillion	Manchester	Digital Services
Mediaworks	Gateshead	Digital Services
Meetupcall	Doncaster	Software
Mitrefinch	York	Software
Mobysoff	Manchester	Software

# Top 100 COMPANIES

*in alphabetical order*

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COMPANY NAME	LOCATION	SECTOR
MPP Global	Warrington	Software
MTech IT Solutions	Leeds	Digital Services
musicMagpie	Manchester	Ecommerce Marketplaces
Nexus Vehicle Rental	Leeds	Software
NGC Network Services	Wakefield	Digital Services
Panintelligence	Leeds	Software
Parallax	Leeds	Digital Services
Parcel2Go	Bolton	Ecommerce Marketplaces
Partnerize	Newcastle Upon Tyne	Software
Peak AI	Manchester	Software
Pharmacy2U	Leeds	Ecommerce Marketplaces
Praesto Consulting	Darlington	Digital Services
ProofID	Manchester	Digital Services
ProVu Communications	Huddersfield	Digital Services
Purple WiFi	Manchester	Software
r2c Online	Sheffield	Software
Radio.co	Manchester	Entertainment
Radius Payment Solutions	Crewe	Fintech
Resulting	Manchester	Digital Services
Ripe Thinking	Manchester	Fintech
rradar	Hull	Software
Sentric Music Group	Liverpool	Entertainment
SITS Group	Cramlington	Digital Services
SmartSearch	Leeds	Fintech
SoConnect	Newtown St Boswells	Digital Services

COMPANY NAME	LOCATION	SECTOR
Sonocent	Leeds	Software
SoPost	Newcastle	Software
Sykes Cottages	Chester	Ecommerce Marketplaces
Syrenis	Daresbury	Software
Techbuyer	Harrogate	Hardware
The Lead Agency	Liverpool	Digital Services
The Hut Group	Manchester	Ecommerce Marketplaces
The Technology Group	Leeds	Digital Services
Travel Counsellors	Manchester	Ecommerce Marketplaces
TribePad	Sheffield	Software
TVSquared	Edinburgh	Software
Twinkl	Sheffield	Ecommerce Marketplaces
Uinsure	Manchester	Fintech
UKFast	Manchester	Digital Services
Vaioni Group	Salford	Digital Services
Vapour Cloud	Halifax	Digital Services
Venture Stream	Newcastle upon Tyne	Digital Services
Virtual College	Ilkley	Software
Vision Techniques	Blackburn	Hardware
Visualsoft	Stockton-On-Tees	Software
Volcanic	Stockport	Software
Waterstons	Durham	Digital Services
Wejo	Chester	Software
ZeroLight	Newcastle upon Tyne	Software
Zest4	Wilmslow	Digital Services

# LEAGUE TABLE *Profiles*

*in alphabetical order*

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## 6B DIGITAL



6B deals in all aspects of digital technology, from bespoke business systems right through to web and app design and development. 6B's diverse portfolio has created opportunities to work with large organisations including the NHS, ITV, Wakefield District Housing, Leeds City Council and even 'The Stig' from Top Gear.

Digital Services

## ATLAS CLOUD



Atlas Cloud is one of the UK's most innovative cloud technology companies offering a range of comprehensive hosted and managed IT solutions, including hosted desktops, disaster recovery, Office 365 and application hosting. The company also has partnerships with industry leading technology suppliers including Citrix, Mimecast, Zerto and is Sage's preferred hosting partner.

Digital Services

## BCN GROUP



BCN provide managed IT support, technical and cloud services to SME, public sector and enterprise organisations. Over the last few years, BCN has attracted more customers, employees and investment in a resilient, UK-based cloud platform providing end-to-end infrastructure and the application stack to underpin a truly world-class user experience.

Digital Services

## 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 company allows businesses to manage their entire operations, from quotes all the way through to invoices.

Software

## BTL GROUP



BTL Group is a renowned global provider of assessment technology and services trusted by some of the world's highest profile providers of high-stakes summative assessments. Over 180 organisations around the world use the Surpass assessment platform for the creation and delivery of paper and on-screen examinations. To date, more than 20 million exams have been delivered across areas including medicine, finance, languages and many more.

Software

## CELERITY



Celerity is an enterprise IT business providing both traditional infrastructure solutions and managed service offerings to a range of clients in the private and public sector. Founded in 2002, the company has grown steadily and now has 40 people across a number of locations.

Digital Services

## 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.

Digital Services

## CMS PAYMENTS INTELLIGENCE



CMSPI is an independent, global payments consultancy that advises merchants on how to improve their payments arrangements, reduce costs and implement innovative solutions. CMSPI helps merchants to look at their payments arrangements strategically and implement changes that not only save them money, but improve their customers experience, drive increased sales and minimise internal resource.

Software

## CRISP THINKING



Crisp is a cutting-edge social media issue detection and crisis monitoring firm. The company has developed a world-leading technology that uses advanced AI to help businesses identify early signals of emerging crises online and rapidly respond to, limit or even prevent them.

Software

# LEAGUE TABLE *Profiles*

*in alphabetical order*

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## CONVERGE TECHNOLOGY SPECIALISTS



Converge Technology Specialists provide 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.

Digital Services

## CUBIC MOTION



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.

Entertainment

## 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

## DELTADNA



DeltaDNA is a data science company that works with top global video game publishers to boost the monetisation of their products. The firm's technology delivers realtime analytics and personalisation to improve player engagement leading to higher in-app purchase and ad revenues. It interacts with players from the start, giving them a more personalised experience and making games up to 40% more profitable.

Software

## 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, geoanalytical insights for use by businesses and governments worldwide.

Software

## ENSEK



ENSEK provides organisations in the energy market with technology, outsourcing and advisory services to improve their business performance and competitiveness. ENSEK's proposition is underpinned by Libra, the only proven data reconciliation platform in the UK energy market for customer level accounting and the management of billed and settled volumes.

Software

## EVOKE CREATIVE



Evoke Creative designs 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.

Hardware

## FRUUGO.COM



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

Ecommerce Marketplaces

## 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. Giacom's Cloud Market serves over 50,000 UK businesses and over half a million end users.

Ecommerce Marketplaces

## GODEL TECHNOLOGIES



Godel Technologies is an award-winning agile nearshore software development partner, building dedicated pods of agile software development talent for its clients. Its clients include large brands like Rentalcars.com, Virgin Holidays and AO.com, as well as fast-growing SMEs including AccessPay, MVF Global and Feefo.

Digital Services

# LEAGUE TABLE *Profiles*

*in alphabetical order*

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## 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.

Digital 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

## 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. Its exclusive platform allows members to access training, content and roles from across the web whilst employers can recruit non-executives, consultants and business leaders from the network completely free of charge. Over 125,000 memberships have been sold since its inception.

Ecommerce Marketplaces

## LOCKWOOD PUBLISHING



Lockwood Publishing is an award-winning independent game studio that began as a PlayStation developer and evolved to become one the UK's top mobile games developers. During 2014, Lockwood launched their own branded product called Avakin Life and has grown organically, with downloads and profits rapidly increasing month-on-month.

Entertainment

## LOOKING4.COM



Looking4.com is 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

## MATILLION



Matillion is a leading provider of data transformation for cloud data warehouses. Its software seamlessly integrates data across all major public clouds (AWS, Azure, GCP) and cloud data warehouses (Amazon Redshift, Snowflake, BigQuery), enabling customers to support BI, data science, AI and IoT use cases.

Digital Services

## MEETUPCALL



Meetupcall is one of the leading conference call providers in the world. Meetupcall has over 35,000 users signed up to use their service and last year alone hosted over 2,700,000 conference calls with users dialling in from 174 different countries around the world.

Software

## MTECH IT SOLUTIONS



MTech IT Solutions is an established and rapidly growing IT support and consultancy firm. Clients include such prestigious names as Leeds Rugby, Yorkshire Cricket, Springfield Healthcare, The URM Group and Proper Music.

Digital Services

## PARTNERIZE



Partnerize is a SaaS company, offering end-to-end solutions for forming, managing, analysing and predicting the future results of partner marketing programs using artificial intelligence (AI). Using the Partnerize Partner Management Platform PMP, brands make seamless partnerships with more than 350,000 different companies and organisations, from affiliates and influencers to loyalty communities, channel sellers and strategic brand alliances.

Software

## PEAK AI



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.

Software

# LEAGUE TABLE *Profiles*

*in alphabetical order*

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## PHARMACY2U



Pharmacy2U is the UK's largest online pharmacy and manages repeat prescriptions from request to delivery to help improve patient access to healthcare and ease the strain on the NHS. It was set up in 1999 with a heritage in traditional pharmacy but has grown to become an online-only service on a mission to improve patient outcomes.

Ecommerce Marketplaces

## PRAESTO CONSULTING



Praesto Consulting delivers IT consultancy to mainly global clients including 10 of the FTSE 100. Praesto Consulting's aim is to deliver complex transformational projects that add value, create insight and drive growth and profitability for our customers.

Digital Services

## PROOFID



ProofID is a specialist Identity-as-a-Managed-Service provider that helps customers secure enterprise data, manage hybrid cloud environments, secure mobile apps and provide access to services by partners and customers.

Digital Services

## PURPLE WIFI



Purple WiFi provides a WiFi and location SaaS solutions, 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.

Software

## R2C ONLINE



r2c Online is the market-leading fleet and workshop management platform. The r2c platform seamlessly connects over 23,000 fleets and 1,000 workshops across the nation, driving the efficiency and cost-effectiveness of their operations and reducing risk.

Software

## RADIO.CO



Radio.co is a radio station management platform that replaces traditional on premise software and expensive legacy style hardware with an easy to use tool for managing every aspect of broadcasting from the browser. Over 4,500 radio channels are relying on Radio.co's platform to stay on air 24/7.

Entertainment

## RESULTING



Resulting IT is a SAP consultancy firm with a focus on business-side advice and self-sufficiency for companies with complex IT solutions. Resulting helps its clients be more successful with SAP through a range of consulting and advisory services.

Digital Services

## RRADAR



rradar is a specialist litigation and commercial law firm that uses legal expertise and digital tools to proactively educate, manage, advise and deliver business solutions to reduce legal risk.

Software

## SENTRIC MUSIC GROUP



Sentric Music Group is a global, award-winning, independent music publisher who uses its cutting-edge publishing admin technology to collect royalties for copyright owners quickly, easily and with complete transparency. Today, Sentric represents more than 1 million musical works across modern hits and timeless classics.

Entertainment

## SMARTSEARCH



SmartSearch is a pioneer in Anti Money Laundering (AML) technology, thanks to its innovative online platform which allows its clients to conduct both individual and business searches for the UK and international markets. SmartSearch has also developed several apps that allow clients to undertake KYC.

Fintech

# LEAGUE TABLE *Profiles*

*in alphabetical order*

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## SYKES COTTAGES



Sykes Holiday Cottages is the UK's leading and fastest-growing independent holiday cottage provider, offering over 13,500 holiday homes across the UK and Ireland. Sykes' proprietary technology platform has driven market leading growth and capability and continues to be a key enabler to the high quality services the business offers to its customers.

Ecommerce Marketplaces

## SYRENIS



Syrenis is a software company that provides Cassie, a central and secure cloud-based personal information management platform that helps companies manage contact data and marketing preferences across multiple brands and territories.

Software

## TECHBUYER



Techbuyer is a global leader in the buying, refurbishing and selling of enterprise IT hardware. Techbuyer sells brand new IT parts, as well as buys used parts and turn them into low-cost, quality refurbished IT equipment. Operating out of seven world-class facilities in key locations across Europe, USA and Asia Pacific, Techbuyer stocks a global inventory of over 225,000 IT parts.

Hardware

## 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. Brands include MyProtein, Glossybox and Acheson & Acheson.

Ecommerce Marketplaces

## TVSQUARED



TVSquared is a leader in TV attribution, helping thousands of brands, agencies and media owners, in over 70 countries, optimise TV-driven responses, maximise spend and improve campaign effectiveness by up to 80%.

Software

## TWINKL



Twinkl is a leading publisher of digital teaching materials for schools, offering over 525,000 resources, used by over 4 million people, in over 170 countries. It provides high-quality, teacher-created and checked learning materials, ranging from entire schemes of work and assessments to AR games.

Ecommerce Marketplaces

## UINSURE



Uinsure designs and distributes a range of insurance products, giving consumers choice through a panel which is underwritten by the UK's leading insurers. Uinsure's system is the fastest in the market, enabling advisers to obtain a highly competitive quote in just 20 seconds.

Fintech

## VAPOUR CLOUD



Vapour Cloud is a digital transformation specialist providing SME resellers with the point of access to highly competent independent, private network infrastructure, a choice of leading network providers and a scalable platform for growth, backed by comprehensive training and fully managed installation and support.

Digital Services

## 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. In 2018, Volcanic websites delivered over 4.9 million registrations and applications to its clients, in 40 languages across 4 continents, representing 25% of all online job applications in the UK alone.

Software

## WEJO



Wejo is a leading automotive data company that helps global brands create smarter, safer, better and greener journeys for drivers globally. The value of wejo's connected vehicle data extends across a wide stretch of industries, from smart cities and traffic management, to retail planning companies.

Software

# TOP 15 LARGER COMPANIES *Profiles* in alphabetical order

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## ASPIRE TECHNOLOGY SOLUTIONS



Aspire is a dedicated Internet Service Provider (ISP), offering end-to-end technology solutions and true 24/7 dedicated technology support services. The company's core skillset is connectivity encompassing managed, infrastructure and voice services.

Digital Services

## BLUETREE GROUP



Bluetree Group is the market leader in online print and excels in selling standardised, cost effective and high quality print products. The company seamlessly combines technology and manufacturing to deliver high quality and fast-turnaround products to customers. A bespoke web to print system in place, along with the latest in print technology to increase automation and efficiency.

Ecommerce Marketplaces

## CELERITY



Celerity is an enterprise IT business providing both traditional infrastructure solutions and managed service offerings to a range of clients in the private and public sector. Founded in 2002, the company has grown steadily and now has 40 people across a number of locations.

Digital Services

## 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

## ELITE GROUP



Elite Group provides 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.

Digital Services

## EVOLUTION FUNDING



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

Fintech

## MUSICMAGPIE



musicMagpie is a leading re-commerce business giving consumers a quick, free and easy way to sell unwanted consumer electronics and physical media items, such as CDs, DVDs, games and books. Being the world's largest seller on eBay and Amazon, musicMagpie sells on average around 10 million items per year.

Ecommerce Marketplaces

## NEXUS VEHICLE RENTAL



Nexus Vehicle Rental is the UK's leading tech-driven business mobility provider, connecting businesses to the UK's largest vehicle supply chain through its pioneering online rental management portal, IRIS. Its platform provides access to more than 550,000 vehicles, including 100,000 specialist and commercial vehicles and 50,000 HGVs, across 2,000 locations.

Software

## PARCEL2GO



Parcel2go is the market leading parcel delivery comparison site that makes sending a parcel cheaper and easier than going to the post office. Unlike other comparison sites, Parcel2go can be used for everything from collection through to tracking and delivery. The other arm of the business is enterprise solutions, which provides fully outsourced white label solutions to couriers throughout Europe.

Ecommerce Marketplaces

## PARTNERIZE



Partnerize is a SaaS company, offering end-to-end solutions for forming, managing, analysing and predicting the future results of partner marketing programs using artificial intelligence (AI). Using the Partnerize Partner Management Platform PMP, brands make seamless partnerships with more than 350,000 different companies and organisations, from affiliates and influencers to loyalty communities, channel sellers and strategic brand alliances.

Software

# TOP 15 LARGER COMPANIES *Profiles* *in alphabetical order*

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## PHARMACY2U



Pharmacy2U is the UK's largest online pharmacy and manages repeat prescriptions from request to delivery to help improve patient access to healthcare and ease the strain on the NHS. It was set up in 1999 with a heritage in traditional pharmacy but has grown to become an online-only service on a mission to improve patient outcomes.

Ecommerce Marketplaces

## RADIUS PAYMENT SOLUTIONS



Radius Payment Solutions provides payment solutions and fleet services worldwide. An excellent example of Radius' innovation and technology leadership has been the development and product launch of Kinesis Telematics, a platform managing over 85,000 vehicles and providing customers with data about their vehicle and driver performance.

Fintech

## SYKES COTTAGES



Sykes Holiday Cottages is the UK's leading and fastest-growing independent holiday cottage provider, offering over 13,500 holiday homes across the UK and Ireland. Sykes' proprietary technology platform has driven market leading growth and capability and continues to be a key enabler to the high quality services the business offers to its customers.

Ecommerce Marketplaces

## TECHBUYER



Techbuyer is a global leader in the buying, refurbishing and selling of enterprise IT hardware. Techbuyer sell brand new IT parts, as well as buy used parts and turn them into low-cost, quality refurbished IT equipment. Operating out of seven world-class facilities in key locations across Europe, USA and Asia Pacific, Techbuyer stock a global inventory of over 225,000 IT parts.

Hardware

## 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. Brands include MyProtein, Glossybox and Acheson & Acheson.

Ecommerce Marketplaces

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# sevenHILLS

## CAMPAIGNING FOR CHANGE MAKERS

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Presented by **GP.Bullhound**

NORTHERN  
STARSNORTHERN STAR *Profiles*  
*in alphabetical order*

## ADZOOMA



Adzooma is an all-in-one automated digital advertising platform that allows users to track, analyse, optimise and increase the profitability of their digital marketing campaigns. In 2018, Adzooma partnered with Google to broaden its solutions for SMEs, making it easier for them to advertise on Google Ads, using tailor-made landing pages, simplified ad campaign creation and ongoing performance optimisation.

Software

## FIND A PLAYER



Find a Player offers a multi-platform app that connects people who want to play sports with other players, attend or organise events in local areas. Find a Player makes it easier for people to find and play over 140 different sports.

Ecommerce Marketplaces

## HARK



Hark is an all-in-one monitoring system which allows users to monitor, store and analyse environmental data with an easy-to-use software. Alongside its wireless hardware, Hark allows any industry standard sensor to connect to its cloud-based platform with a plug and play nature for rapid deployments.

Software

## HIVE.HR



Hive is an employee feedback platform designed to improve employee engagement, experience and performance. Hive combines intuitive SaaS technology with true business psychology insights to help businesses analyse large volumes of qualitative data with ease and accuracy, using unique features like: sentiment analysis, heatmaps, targeted campaigns and survey planning and automation.

Software

**MALLZEE**

Mallzee is the UK's leading non-retailer shopping app, with over 1 million users and hundreds of top fashion brands. Having raised more than £5 million in funding to date, the company has been expanding in recent years with the introduction of its retail analytics arm Mallzee Insights which delivers pre-release product testing for many high street retailers.

**Ecommerce Marketplaces****MIRRORWEB**

MirrorWeb delivers cloud-based archiving and monitoring solutions for the information-driven enterprises. Its archiving technology is used to help organisations comply with digital communications regulations enabling clients to search and review their entire content in one place. In the last two years, MirrorWeb has attracted major clients including The National Archives (UK), UK Parliament, Welsh Government and CBC Canada.

**Software****MOJO MORTGAGES**

Mojo Mortgages is a free online mortgage broker, disrupting the traditional brokerage model through its cutting-edge technology and expert in-house advisers. Mojo users can discover how much they could borrow or save in 1 minute, then get a personal mortgage recommendation from 90+ lenders and 20,000+ products in just 15 minutes. Since launching last year Mojo has helped nearly 50,000 people and saved consumers £4 million in brokers fees.

**Fintech****NIVO**

Nivo provides a secure instant messaging network built specifically for conversations in regulated industries. Its solution helps service providers, such as banks and lenders, reduce costs whilst driving digital engagement, customer experience, revenue and innovation. Being Barclays' first technology spin-out, Nivo launched a beta product in mid-2018 and in just a few months, over 25,000 people have been engaged by Nivo, over 250,000 messages have been sent and over £10M of loans have been written using the service.

**Software****PLANIXS**

Planixs is a leading Fintech company in the UK, providing real time cash, collateral and liquidity management solutions to the financial services industry. 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.

**Fintech****SINGLEMUSLIM**

SingleMuslim is an online dating and matrimonial platform for Islamic Muslim singles. Serving over 2 million registered users, SingleMuslim is responsible for more than 100,000 marriages, making it the UK's leading online Muslim matrimonial service.

**Entertainment**

*The full **TOP 100 COMPANY LEAGUE TABLE**  
list will be available after the Awards Ceremony.*





**GP.Bullhound**  
presents

# **NORTHERN TECH** *Awards* 2019

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