

EdTech Strategy Engagement BESA Industry Event

Monday 13 May 2019

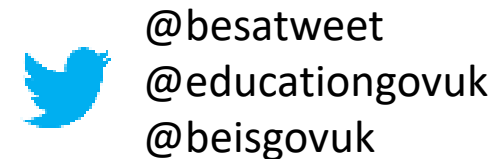


@besatweet
@educationgovuk
@beisgovuk
#EdTechStrategy

Introduction and welcome from the Department for Education (DfE)

Caroline Wright Director General, BESA
Deborah McCann Head of EdTech, DfE

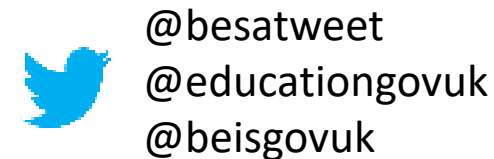
Got a question? Let us know via Twitter using #EdTechStrategy



EdTech strategy deep dive

Deborah McCann Head of EdTech, DfE
Jen Halmshaw EdTech Delivery Lead, DfE

Got a question? Let us know via Twitter using #EdTechStrategy





Realising the potential of technology in education

Deborah McCann & Jen Halmshaw

Department for Education

Our ambition is to instigate a step-change in the positive use of technology in education...

- ✓ Start of a national conversation and partnership between government, education and industry
- ✓ Other sectors are capitalising on technology to reform services (e.g. health)
- ✓ Want to remove barriers and empower educators
- ✓ When used well technology can:
 - ✓ Improve learning outcomes (incl. through accessibility)
 - ✓ Reduce teacher workload
 - ✓ Create cost savings

- ⚠ Technology is not a solution in itself – must be embedded
- ⚠ Not about mandating specific products and services (avoiding the cupboard of shame!)



The scope of technology to support education is broad...

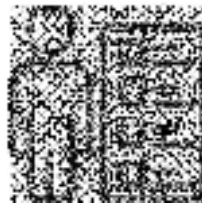
Education technology (EdTech) refers to the practice of using technology to support teaching and the effective day-to-day running of education institutions.



Internet
connections



Devices /
Hardware



Administrative
systems



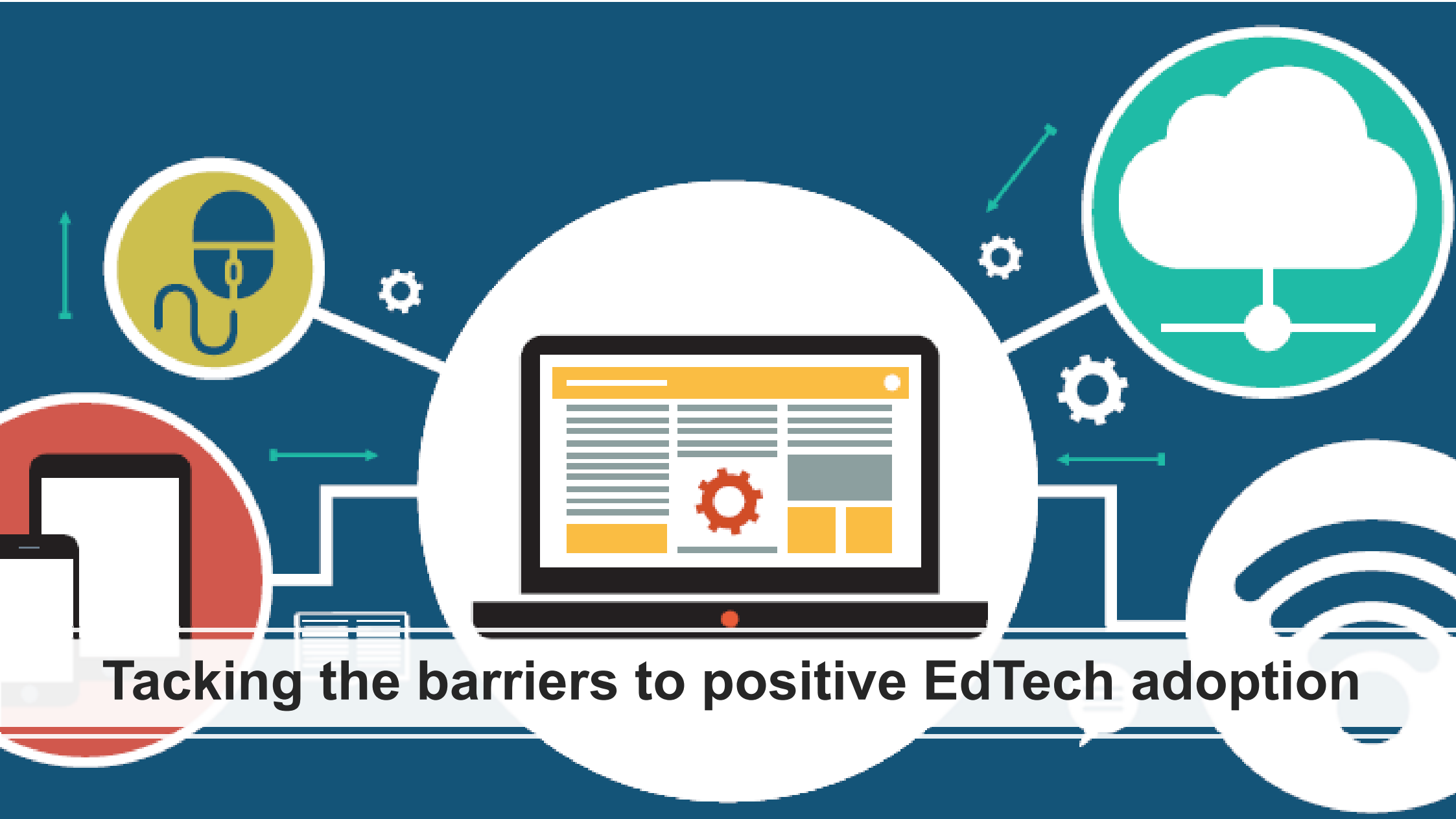
Collaborative
platforms



In-class /
Home learning
technology



Department
for Education



Tacking the barriers to positive EdTech adoption



Securing the digital infrastructure

One of the main barriers to implementing technology effective is internet connectivity:

- At least 500 schools in England are struggling with slow connections – around 100 of these are located in areas of average download speeds as low as 1-2Mbps
- These schools are unable to stream video content without buffering, work collaboratively with online tools and will struggle to use cloud solutions.

We want all schools to have access to modern broadband infrastructure and will:

- Work with industry to accelerate **the rollout of full-fibre** internet connectivity to schools most in need
- Encourage providers with good broadband connections to **move to a cloud based approach** for their IT system
- **Support Jisc to provide full fibre connections** through their Janet network to colleges and universities.
- Publish **guidance documents** covering the key questions and issues to consider when implementing technology infrastructure 9





Developing digital capability and skills

Many school leaders struggle to know where to start when it comes to technology:

- Confidence and willingness are among the main barriers to using EdTech
- Hard for teachers and leaders to know what works and when
- Adequate training and CPD opportunities are not always available to teachers

We want to support educators to develop a vision and embed tech:

- Launch a network of technology '**demonstrator schools and colleges**' to provide peer-to-peer support and training
- Support BESA's '**LearnEd**', regional EdTech roadshows to showcase products and services and facilitate learning from other education leaders
- Work with the Chartered College of Teaching to launch **online training courses** about the use of technology for teachers and leaders
- We have worked with the Chartered College of Teaching to publish an **EdTech research journal** to highlight and disseminate key research findings





Promoting effective procurement

Many schools struggle to understand what technology to buy to meet their needs and how to get the best deal:

- Each year, schools in England spend around £10bn on non-staff costs, including £470m on software and hardware.
- We believe, however, that this may be much higher – technology used to support school administration is not included in this figure

We want to help schools get the best value when buying technology:

- Recommend pre-negotiated **buying deals** for technology and trial regional buying hubs in the South West and the North West
- Champion development of online lending libraries, e.g. through BESA's online **LendEd** service which allows educators to 'try before they buy'
- Explore how to facilitate a better online **marketplace** for education technology to help educators to connect with trusted providers





Promoting digital safety

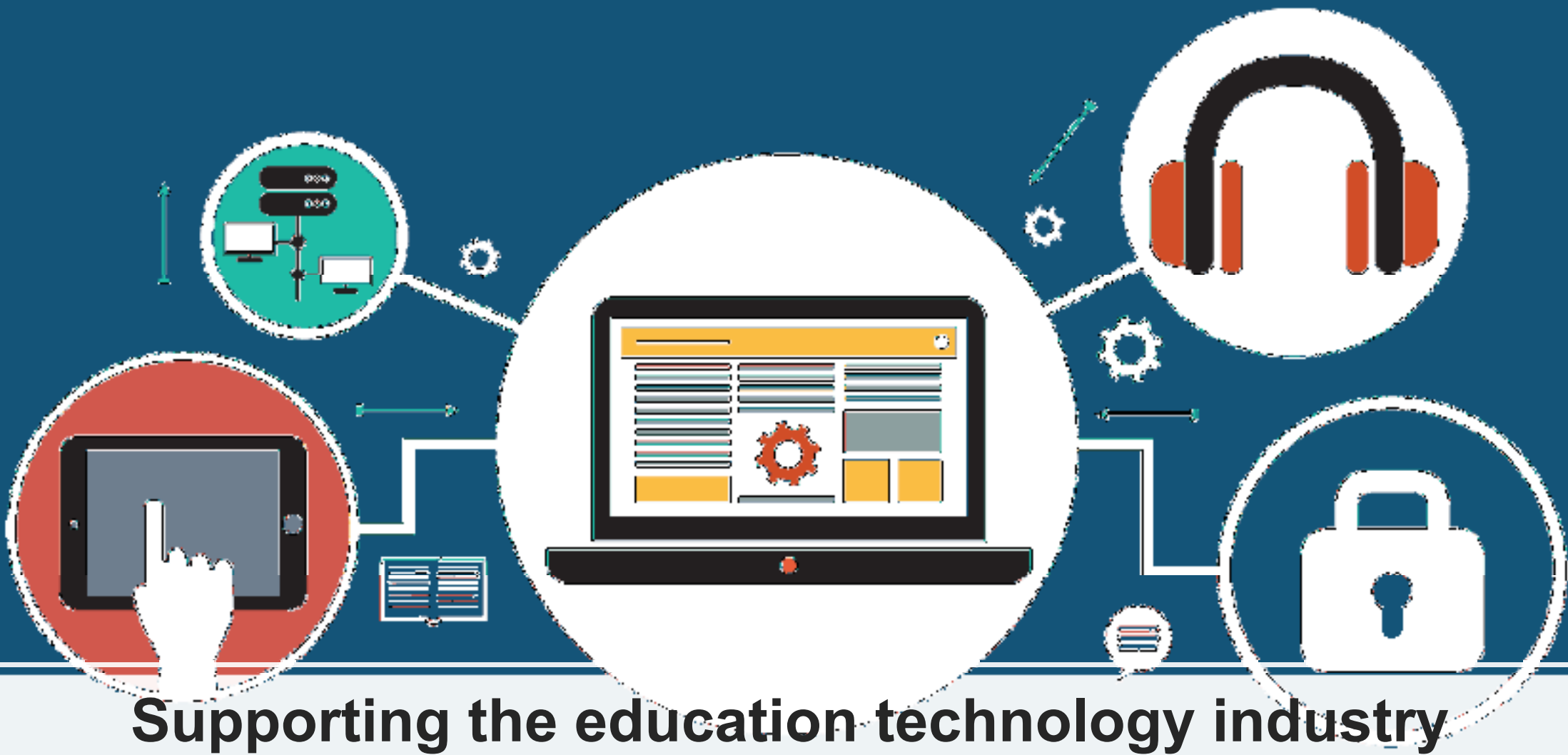
Many schools are rightly concerned that adopting technology might lead to privacy, security and safety implications:

- 25% of both primary and secondary schools cite this as a barrier to using tech*
- Poor implementation of tech and poor products can increase these risks.
- We have seen examples across public services where incidents have arisen due to poor management and practice.

We want schools to be safe and secure when using technology:

- Published a **data protection toolkit** to guide schools through data protection activity
- Provide and sign-post to **guidance on monitoring, filtering, data security and cyber security**
- Support Jisc to provide **training, guidance and consultancy for colleges, universities and other providers**
- Encourage EdTech suppliers to follow '**Cyber Essentials**' minimum standards and the **Code of Practice for Consumer Internet of Things Security**







Addressing market fragmentation and supporting business

EdTech businesses often need support to help start-up and scale-up and get their products to market:

- The fragmented schools market can make it difficult for small companies to compete
- It can be hard for companies to demonstrate impact
- Sellers find it difficult to meet potential customers and often rely on word-of-mouth sales

We want to support a dynamic education technology business sector :

- Provide **vision and sector leadership** to help drive demand for technology products and services
- Create **opportunities for buyers to meet sellers**
- Increase opportunities for businesses to **develop, test and iterate products** in real-world settings
- Promote **access to finance to start-up and scale-up** through the Industrial Strategy
- Work with industry partners to engage **incubators & accelerators**





Identifying Opportunities and Supporting Innovation

We want to stimulate development and take up of the most effective technologies...

So, some of our key new initiatives are:

A **leadership group**, of EdTech and Education experts, to steer our programme and help us identify future priorities

A series of **innovation competitions** to promote product development aligned to needs and current gaps in the market.

A small **'testbed'** of schools and colleges to support development, piloting and evaluation of EdTech

A network of **'demonstrator' schools** and colleges using technology well to showcase best practice and impact, and support other schools and colleges to use tech effectively



Supported by a £10 million fund over the next 2 years

The EdTech Challenges

1. Assessment

- Challenge 1: “Cut teacher time spent preparing, marking and analysing in-class assessments and homework by two hours per week of more”
- Challenge 2: “Show that technology can reduce teacher time spent on **essay marking** for mock GCSE exams by at least 20%”
- Challenge 3: “Identify how **anti-cheating** software can be developed and improved to help tackle the problem of essay mills”

2. Administration

- Challenge 4: “Improve **parental engagement and communication**, whilst cutting related teacher workload by up to five hours per term”
- Challenge 5: “Show how technology can facilitate part-time and **flexible working** patterns in schools and colleges, including through the use of **time-tabling tools**”

3. Teaching practice

- Challenge 6: “Challenge the research community to ‘identify the best technology that is proven to help **level the playing field for students with special educational needs and disabilities**’”

4. CPD

- Challenge 7: “Demonstrate how technology can support schools and teachers to diagnose their development needs and to support more flexible **CPD**.”

5. Learning throughout life

- Challenge 8: “Prove that the use of **home learning early years apps** (both those aimed at parents and those aimed at children) contributes to improved literacy and communications skills for disadvantaged children.”
- Challenge 9: “Widen accessibility and improve delivery of **online basic skills** training for adults.”
- Challenge 10: “Demonstrate how **artificial intelligence** can support the effective delivery of online learning and **training for adults**.”

A series of innovation competitions.

The first of the initiatives to launch will be a collection of innovation funds...

1. Assessment

- Challenge 1: “Cut teacher time spent preparing, marking and analysing in-class assessments and homework by two hours per week or more”
- Challenge 2: “Show that technology can reduce teacher time spent on **essay marking** for mock GCSE exams by at least 20%”

2. Administration

- Challenge 4: “Improve **parental engagement and communication**, whilst cutting related teacher workload by up to five hours per term”
- Challenge 5: “Show how technology can facilitate part-time and **flexible working** patterns in schools and colleges, including through the use of **time-tabling tools**”

We will be looking to support development for products where:

- It has a clear fit with curriculum, accountability and system structure of the English education sector
- Is clearly underpinned by evidence and research – or uses the funds to build new insights



A small
‘testbed’ of
schools and
colleges

Testbeds will provide a unique feedback loop between EdTech developers and their end users...

Why are we doing it?

- The purpose of the testbeds is to support **credible, independent, short cycle evaluations** that create insights we can share more widely...
- The testbeds will take a **broad view of the impact of technology** – including not only their impact on learning, but also what this means for workload, engagement and funding...
- And provide **feedback and lessons learned** that apply across a range of educational contexts and tech companies

What will we see next?

- Recruitment of testbed schools and colleges will launch in the coming weeks...
- ...with the initial wave of ‘trial’ activities commencing from January 2020



A network of
‘demonstrator’
schools and
colleges

The demonstrator schools will showcase best practice in using EdTech....

Why are we doing it?

- Feedback from schools and colleges, is that they value mostly strongly, the insights they gain from fellow educators...
- And that to understand the impact of technology and make buying decisions, they want to understand how it is used by others
- So the demonstrator network will showcase effective use of technology through visits and outreach activities

What will we see next?

We have some important principles still to establish, such as

- Which schools will be eligible?
- How will they be selected?
- What will their relationship with the EdTech industry be?
- What will their peer-to-peer offer look like?



The EdTech Challenges

1. Assessment

- Challenge 1: “Cut marking and analysis of homework by two”
- Challenge 2: “Show teacher time spent on essay marking for mock GCSE exams by at least 20%”
- Challenge 3: “Identify how **anti-cheating** software can be developed and improved to help tackle the problem of essay mills”

Expert groups have been established to help us determine the best next steps, and we expect action like research projects or innovation funds to follow

2. Administration

- Challenge 4: “Improve parental engagement relating to school performance per term”
- We are in conversation with industry and regulators to understand current plans in the market

New opportunities and initiatives for industry will be announced in the coming months

3. Teaching practice

- Challenge 6: “Challenge the research community to ‘identify the best technology that is proven to help **level the playing field for students with special educational needs and disabilities**’”

4. CPD

- Challenge 7: “Demonstrate how technology can support schools and teachers to diagnose their development needs and to support more flexible **CPD**.”

5. Learning throughout life

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- Challenge 10: “Demonstrate how **artificial intelligence** can support the effective delivery of online learning and **training for adults**.”

We are convening a Leadership Group to drive forward a step change in the use of technology in education...

A new government convened Leadership Group made up of influential individuals from education (schools, colleges, higher education, academia, etc) and from the technology industry.

The group will:

- Work in partnership with government to agree actions by the end of the year, including how industry and the education sector will support the aims of the strategy
- Be instrumental in taking forward the demonstrator schools and colleges, drawing on existing good practice across the country
- Regularly share progress with ministers





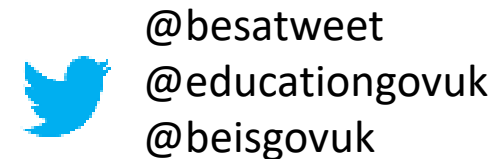
EdTech.Team@education.gov.uk

Innovation funds and testbed presentation

Joysy John Director of Education, Nesta

Nancy Wilkinson Programme Manager for Education, Nesta

Got a question? Let us know via Twitter using #EdTechStrategy



Nesta's
Education work
supports a **broader,**
fairer and **smarter**
system where all
learners thrive in the
future.

Research & Policy



Major co-funded grant programmes



Earlier stage pilots and prototypes



Advisor & convenor



We want to support schools and teachers to make **more effective use of technology** to tackle key challenges in education.

EdTech Innovation Fund



nesta

- £4.6m partnership between DfE and Nesta.
- **Grant funding programme** to support EdTech products
- **Testbed of schools and colleges** to test, improve and evaluate what works.

What is it?

Support up to 20 organisations with up to £100,000 to improve, evaluate and grow the reach of digital tools in four areas:

- Formative assessment
- Essay marking
- Parental engagement
- Timetabling



What outcomes are we looking for?

Reduce teacher workload and improve use of technology.

Wider impact:

- improved outcomes through better feedback
- reduced bias in marking
- improved engagement with hard to reach parents
- improved flexible working for teachers

EdTech Innovation Fund

Key dates

May

First round applications open

June

Information webinars

July

Shortlist, development calls and completion of final application

Aug

Final application forms due

Sep / Oct

Grants awarded and funding period begins

What is it?

Connect schools and colleges with EdTech organisations and provide support to test, improve and evaluate EdTech products over two years.



What outcomes are we looking for?

For schools and colleges...

- Support to use technology more effectively
- Try products for free
- Provide expertise to evaluate and test
- Improve EdTech products

For EdTech products...

- Test and improve in 'real-world' settings
- Get insights into what works to improve and evaluate products
- Try a range of evaluation methods to suit the needs of the product

Solving together fund



- Part of Maths Mission, a partnership between Nesta and Tata
- Digital tools which support parental engagement in maths.
- £20,000 for two grantees over 6 month period.
- **15th May** - open applications - see website for more information.



Break



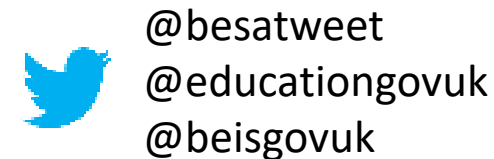
Panel discussion:

“The needs and challenges within the education system”

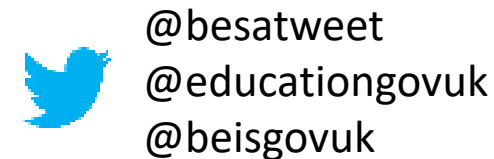
Chair: **Caroline Wright** Director General, BESA

Speakers: **Sir Mark Grundy** CEO, Shireland Collegiate Academy Trust; **Lauren Thorpe** Head of Data & Systems Strategy, Ark; **Aftab Hussain** Information Learning Technology Manager, Bolton College; and **Cat Scutt** Director of Education and Research, Chartered College of Teaching

Got a question? Let us know via Twitter using #EdTechStrategy



Department for Education Surgery



Lunch

Dr Rannia Leontaridi OBE, FRSA

Director, Business Growth

Department for Business, Energy & Industrial Strategy

@ranniaL

future.sectors@beis.gov.uk



Department for
Business, Energy
& Industrial Strategy



**INDUSTRIAL
STRATEGY**

Presentation from the British Educational Suppliers Association (BESA)

Caroline Wright Director General, BESA

Got a question? Let us know via Twitter using #EdTechStrategy





EdTech industry engagement – a partnership approach

**Caroline Wright,
Director General**

- [illegible]



BESA works with the entirety of the UK education suppliers industry – from start-ups to multinationals – to help them maximise commercial opportunities for their products and services to drive up standards of education across the globe.

The voice of the UK educational suppliers sector



- ✓ A non-profit with over 80 years of heritage serving UK education
- ✓ Representing over 300 quality-assured companies – from small businesses to the UK's largest education companies – over half of which are EdTech companies
- ✓ ... representing some 80% of UK schools' expenditure
- ✓ Supporting start-ups as well as established companies via our EdTech "LaunchPad" programme
- ✓ Co-organisers of Bett – the world's largest EdTech gathering
- ✓ Co-organisers of EdTech Exchange – Europe's largest EdTech founders networking club

EdTech Political Engagement



BEIS Ministerial
EdTech Advocacy

Industry Dialogue



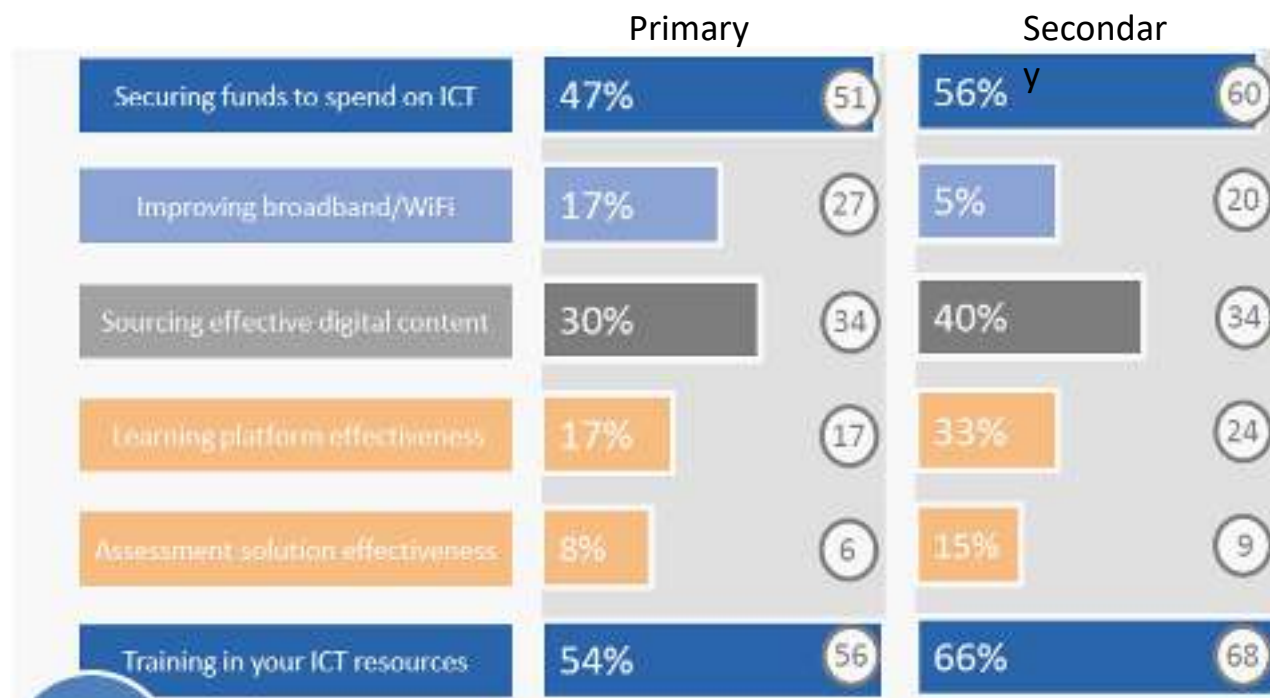
BESA engagement	Sector consensus	Government dialogue
BESA edtech members	NESTA	Workshops
BESA 'Launchpad'	JISC	Commissioned research
BETT	Emerge	BESA strategy paper
EdTech Exchange	EDUCATE	
Schools	UFI	
Local authorities	Education Foundation	
	EFW	

Demand-side EdTech challenges facing schools

Training

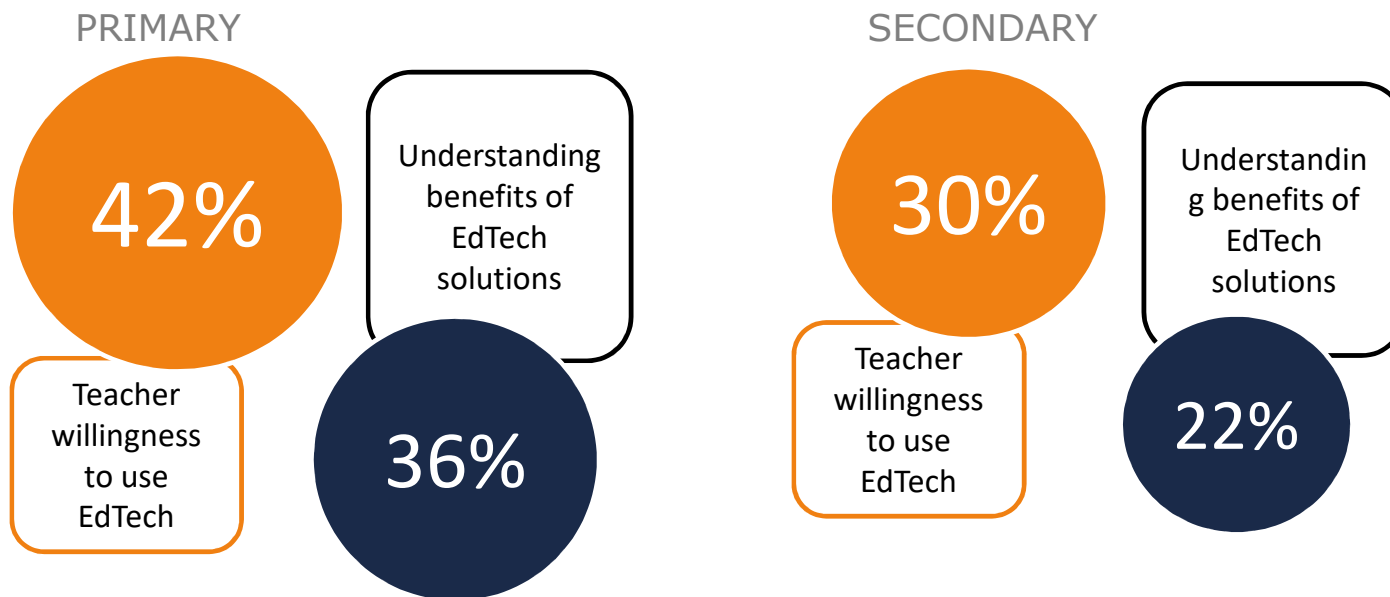
Finance

Sourcing effective digital content



Lack of CPD for teachers

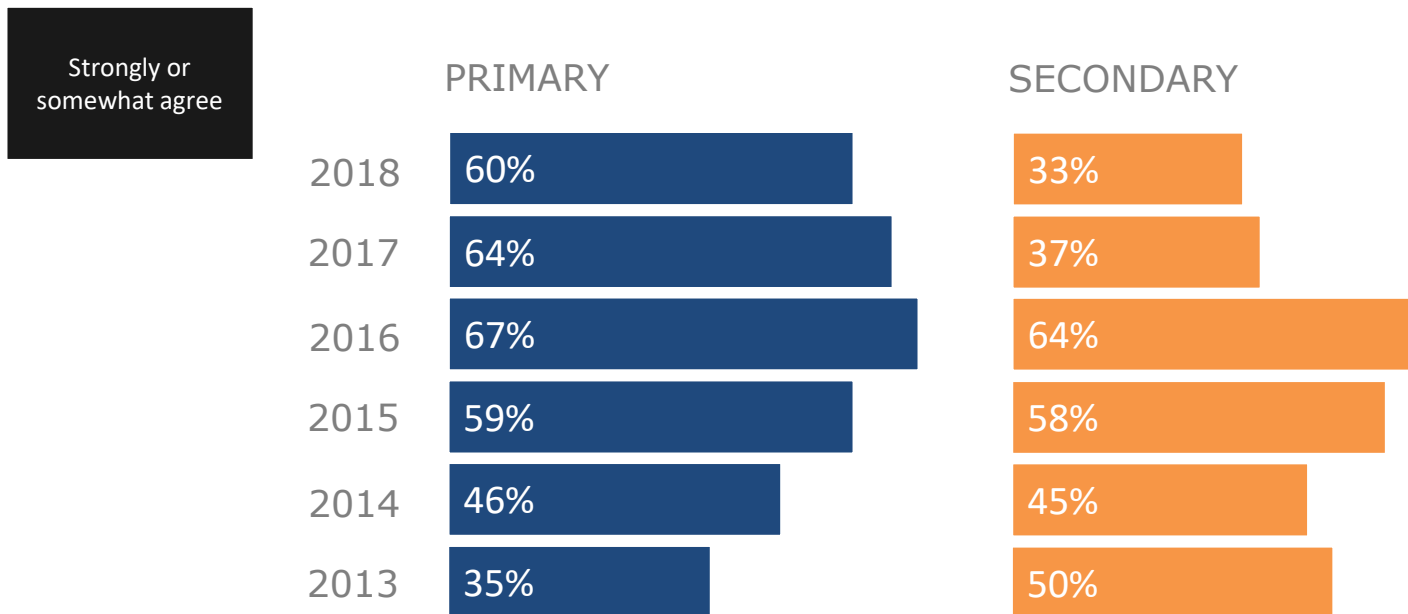
Q. Which of the following do you consider to be the main obstacle or constraint in making more use of EdTech systems or content solutions?



Well equipped with ICT infrastructure and devices?



Statement. Our school is sufficiently equipped with ICT infrastructure and devices (including peripherals).



@besatweet

Supply-side EdTech factors



1. Government Policy – curriculum/EdTech/assessment & accountability
2. Route to market – Local Authority and Academy delivery mechanisms
3. Pain-point solutions – Teacher shortages (languages and science content) & workload (MIS/VLEs)
4. Finance & Investment issues – patient capital & investment support for a ‘young’ sector
5. Business support – start-up support and export finance, international grants
6. Evidence and impact analysis

@besatweet

“We are living in a digitally enabled world where technology is increasingly part of our society. We owe it to our young people, and to anyone who wants to upskill, to do more to explore and reap the benefits that technology can bring. This strategy is a first step in helping us do just that across our education system.”



What will the future hold for British EdTech?



Closer
collaboration



Global opportunity



Improved
outcomes



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Admirals Way
London E14 9XL
+44 (0)20 7537 4997
www.besa.org.uk

Continue the conversation on Twitter:

@besatweet

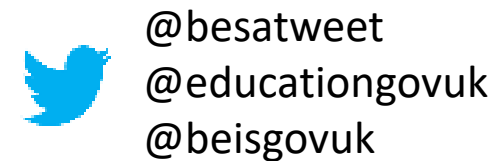
@CJPWright

Panel discussion with incubators

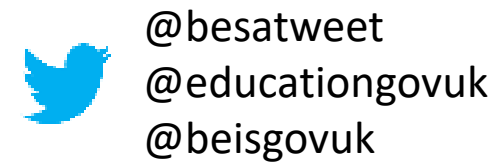
Chair: **Dr Rannia Leontaridi** OBE, FRSA Director of Business Growth, BEIS

Speakers: **Nic Newman** Partner, Emerge Education; **Alison Clarke-Wilson** Principal Research Lead, UCL EDUCATE Project; **Joseph Mishon** Strategic Partnerships Lead, Founders Factory; and **Joysy John** Director of Education, Nesta

Got a question? Let us know via Twitter using #EdTechStrategy



Coffee break



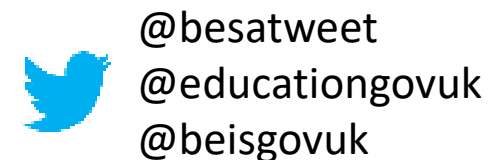
Presentations on Industrial Strategy business support initiatives

Karl Shires Business Support Helpline

Roland Tan British Business Bank

Andrew Leeming Growth Hubs

Got a question? Let us know via Twitter using #EdTechStrategy



**BUSINESS
SUPPORT HELPLINE**
0300 456 3565










Supporting central and local governments aim to ensure that businesses in all stages find the right support as quickly as possible


 Department for
 Business, Energy
 & Industrial Strategy

**BUSINESS
SUPPORT HELPLINE**
0300 456 3565








Helping businesses succeed and grow.

Business Support Helpline Overview



The Business Support Helpline is delivered by BE Group, a media and business solutions group, on behalf of the government Department for Business, Energy and Industrial Strategy.



Department for
Business, Energy
& Industrial Strategy

BUSINESS
SUPPORT HELPLINE

0300 456 3565



Helping businesses succeed and grow.

Business Support Helpline Overview



The Business Support Helpline is a free multi-channel service and can be accessed by telephone (0300 456 3565), web-chat, email and social media.

The service covers England and is represented on GOV.UK and GREAT, alongside a number of partner websites.



Helping businesses succeed and grow.

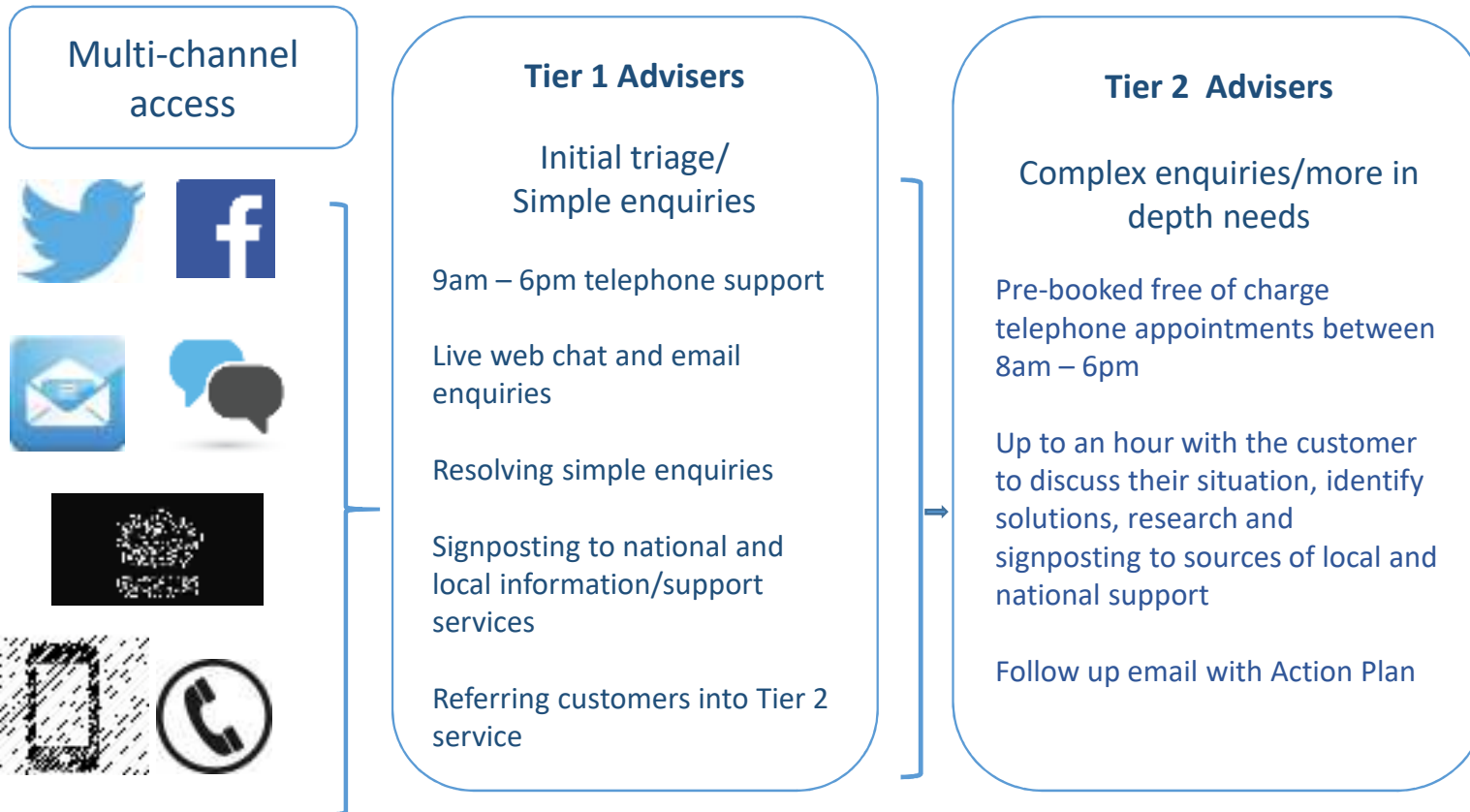
Business Support Helpline Overview - Who we support



As long as you or your business are already, or plan to be, based in England we will provide business support

- Anywhere in their life cycle; from ideas to expansion
- Any Trading status
- Any Size
- Any Turnover
- Any Sector

Helpline Customer Journey



Proud of our quality service



In 2018, the average customer satisfaction score for both Tier 1 and Tier 2 was an amazing 97%

Of those customers contacted 70% had already taken action following an intervention with the Helpline



Helping businesses succeed and grow.

Advice and Support Available



The Helpline is able to offer guidance and signposting on a wide range of business topics including:

Starting a Business	HMRC and Tax
Start-up Finance/Grants	Creating a website
Regulations	Legal Structure
Finance/Funding Est. Businesses	Sales & Marketing
International Import/Export	Events
Expansion and improving Productivity	Innovation & IP
HR & Recruitment, Skills and Training	Finance Management
Location and Premises	Business in crisis

Examples of our customers

Flexible Tubing Manufacturer – Redditch

Large manufacturer looking to invest in new machinery and products, and expansion into the Asian and Middle East market. Hoping to create 5 new roles in the business.

Looking for information around funding and exporting.

We provided the following guidance and signposting :

- Dept for International Trade
- Birmingham University to discuss proof of concept
- Referred to local Growth Hub
- Found an Investment readiness programme
- Signposted to several local grant schemes

BUSINESS
SUPPORT HELPLINE

0300 456 3565



Helping businesses succeed and grow.

Examples of our customers

Milk production and pasteurisation - Shropshire

Looking to become more environmentally friendly and reduce plastic waste. Looking to develop local dispensing machinery for self service milk. Hoping to create 2 new roles in the business.

Looking for information around financing, and product development

We provided the following guidance and signposting :

- Referred to local Growth Hub
- Manufacturing Growth Programme
- Sent information about various types of finance including Crowdfunding and Angel Investors
- Local authority contacts to discuss regulations
- DEFRA schemes

Examples of our customers

Solicitors chain - Guilford

Looking to expand from 3 to 5 branches and improve internal policies.

Looking for information around researching location. Support with cash flow and HR policies.

We provided the following guidance and signposting :

- Referred to local Growth Hub
- Sent links to the relevant parts of the ACAS website as well as contact details
- Local authority contacts
- Guidance on market research and location research
- Signposted to Business Finance and Support finder tool

Examples of our customers

Software and app developer - London

Client is developing a highly technical software product and mobile app aimed at helping the future build of low-cost housing in the UK and developing overseas nations.

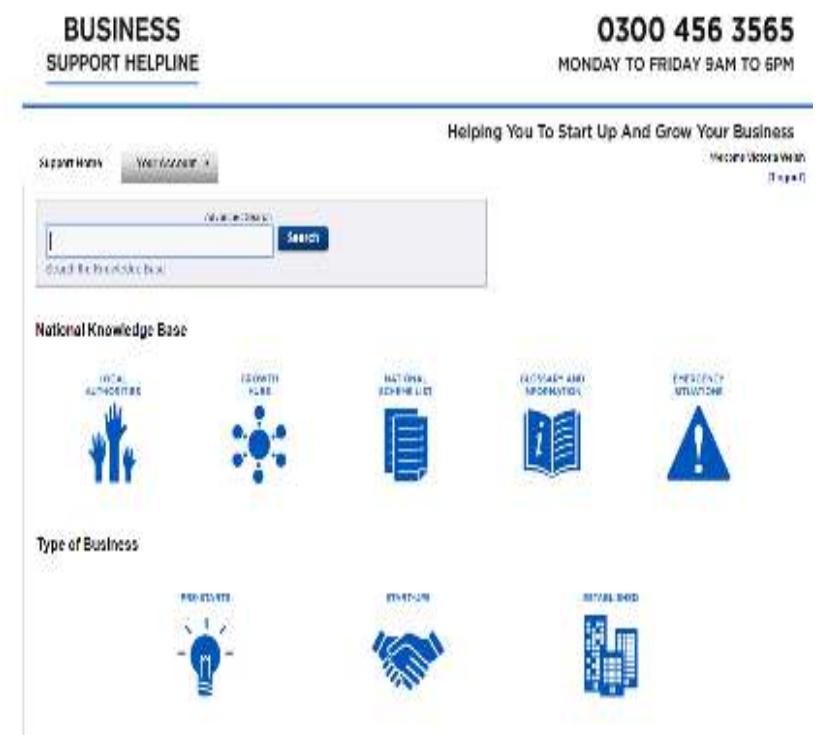
High growth aspirations looking at employing staff from the early stage. Looking for support with Funding, IP, exporting and recruitment.

We provided the following guidance and signposting :

- Innovate UK
- Discussed and signposted to IPO/British Library
- DIT, EEN and DFID to help with oversea and export support
- Referred to local Growth Hub
- Gave information about ACAS and National Apprenticeship Service and referred to discuss various staffing options

Knowledge Bank – how our advisers find helpful information

- An internal database supporting Helpline Advisers to find accurate information and tailored resources for customers.
- Over 2000 articles on publicly funded schemes for businesses across all local authority areas in England, as well as national programmes.
- Business Sector Guides, emergency situation resources, national bodies, compliance and regulators.
- Content is updated daily by Knowledge Manager team, with partners feeding in updates to their services and support.
- Tell us about new support by emailing knowledge.bank@businesssupporthelpline.org



Social Media Engagement



- Active on Twitter ([@businessgov](https://twitter.com/businessgov)) Facebook (facebook.com/Businesssupportgov) You Tube and Instagram with scheduled and live content via our Digital Campaign Managers.
- Customer enquiries on these channels receive full Tier 1 & Tier 2 support as needed.
- We interact with partner social media channels helping them promote offers, events or schemes.
- We can push content for any activities being delivered by our public sector partners, to support engagement.
- We love to work together with partners to carry out online Q & A sessions.

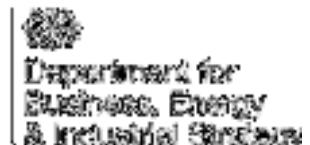
Total Page Likes

8,816



Total Followers

81,481

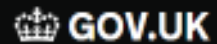


Helping businesses succeed and grow.

How Customers can get in touch



Visit us via: www.gov.uk/business-support-helpline



Search



Get help and support for your business

England

You can contact the government's Business Support Helpline for free advice.

You can also find free support, advice and sources of finance through your [local 'growth hub'](#).

Business Support Helpline (England)

Telephone: 0300 456 3565

enquiries@businesssupporthelpline.org

Monday to Friday, 9am to 6pm

[Find out about call charges](#)

The Business Support Helpline for England is also on:

- [web chat](#)
- [Twitter](#)
- [Facebook](#)
- [YouTube](#)

**BUSINESS
SUPPORT HELPLINE**

0300 456 3565



Helping businesses succeed and grow.

Thank you for your time today.

If you have any questions or would like to work more closely with the Business Support Helpline then please contact me;
Karl Shires - Senior Project Manager at

karl.shires@be-group.co.uk

or call 07557 266613

British Business Bank

Roland Tan
Strategy Director

13th May 2019

Summary

- Overview of the British Business Bank
- What is the right finance for you?
- Exploring equity
- Where to look for help

What we are and what we do



Economic
development bank

Arm's length plc

100% owned by
UK Government

Our mission:

- To change the structure of the finance markets for smaller businesses, so they work more effectively and dynamically...
- ...helping smaller businesses prosper and building economic activity in the UK

How we work



Our funding aims to **crowd in** additional **private investment**

We are **demand-led**: responsive to the needs of the market

We are **sector-agnostic** but encourage sector-focused Delivery Partners

What is the right finance for you?

Typical business characteristics

- Demonstrated track record
- Tangible assets
- Regular cash flows



Typically suitable financial product

Debt

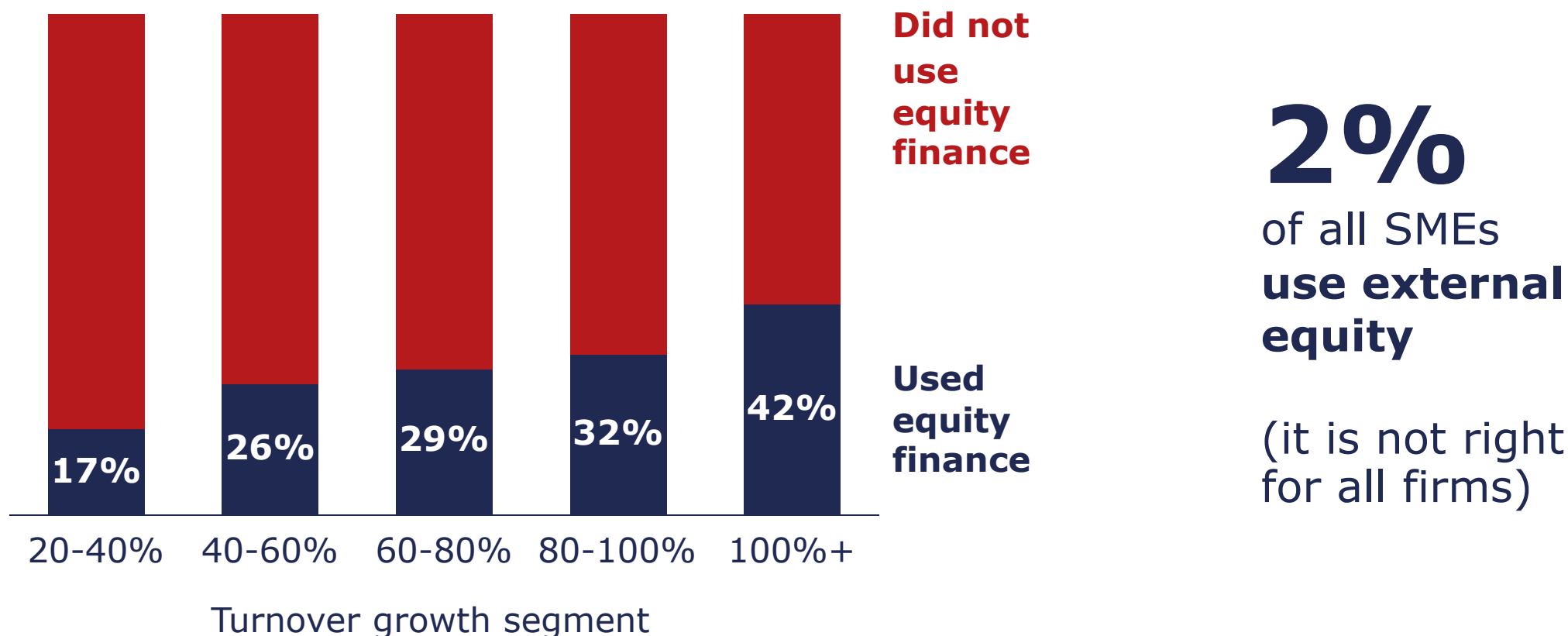
- Limited track record
- No tangible assets
- High growth trajectory/ambitions
- No/uncertain cash flows



Equity

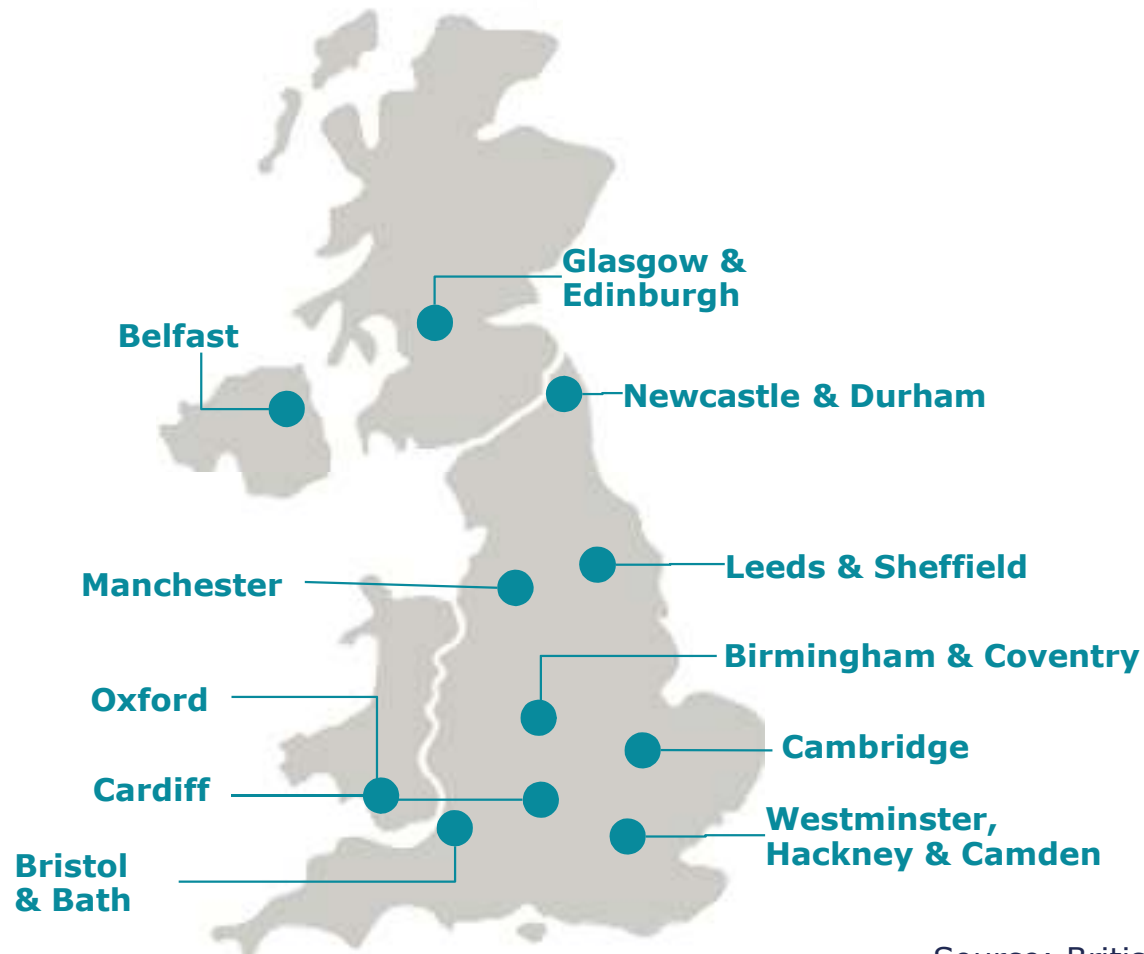
Equity supports high-growth firms and productivity

Share of high-growth firms using equity finance



Source: Beauhurst & Scale Up Institute, "The Scaleup Index

Equity finance is concentrated in clusters

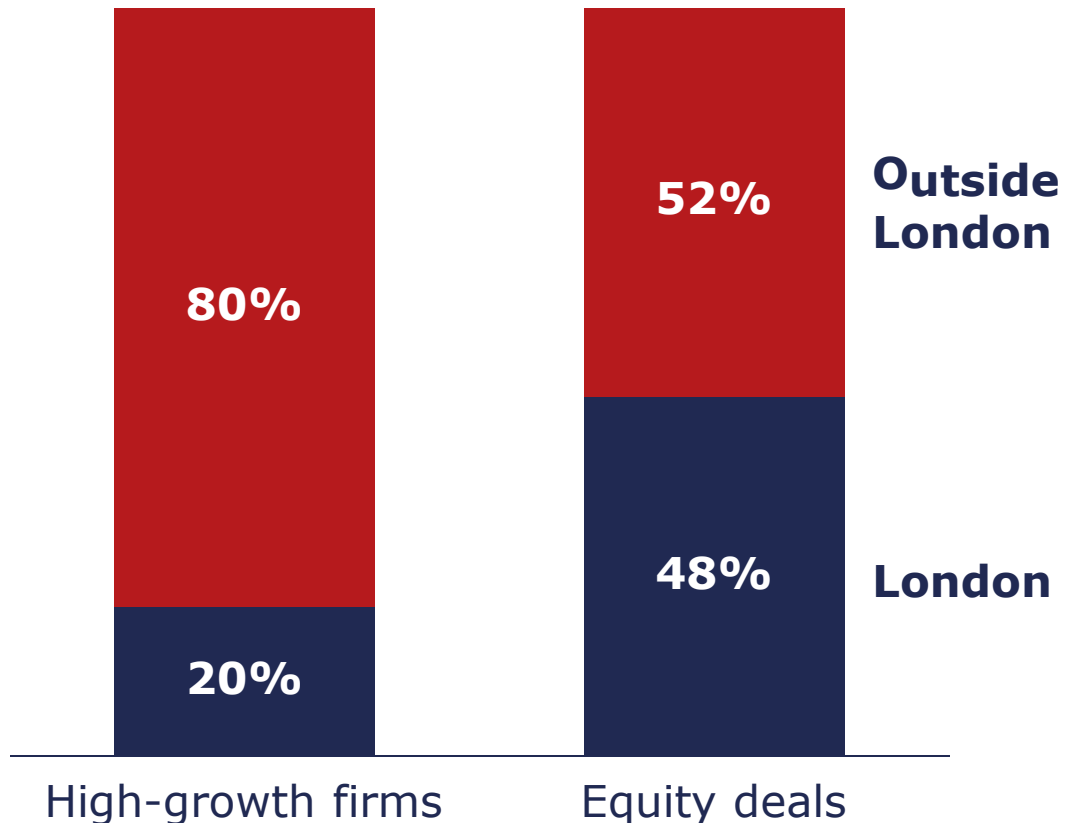


Clusters tend to surround **leading universities**

Source: British Business Bank analysis of Beauhurst data (2016-2018 deals)

Access to equity is not uniform across the UK

Distribution of high-growth firms and equity deals

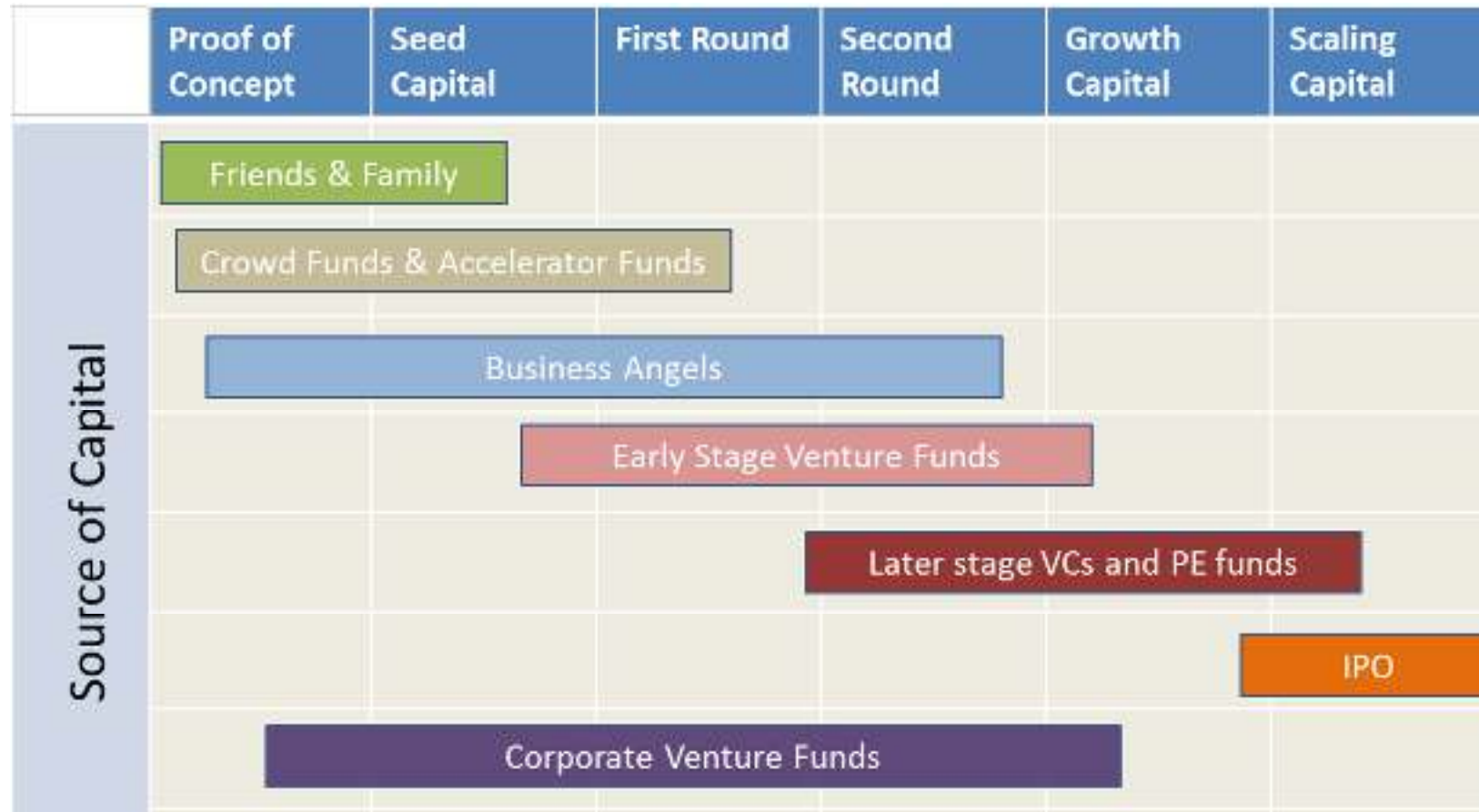


68%

of Angel and VC
investors are
based in London

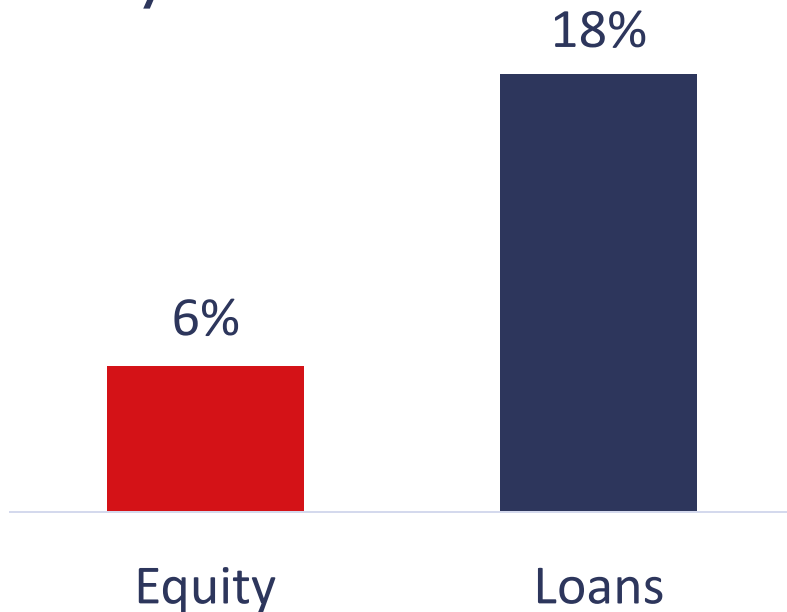
Source: British Business Bank analysis of Beauhurst data & ONS

Different sources of funding for different stages



Friends, family, and Start Up Loans

SMEs *currently* using finance from directors, family or friends:



 Part of the British Business Bank

- Unsecured personal **loan** used for business purpose
- £500 – £25,000
- 6% fixed interest p.a.
- 1 – 5 year loan term with monthly repayments
- Pre-loan and post-loan support available

Source: Small Business Finance Markets 2019

[@britishbbank](https://twitter.com/britishbbank)
www.british-business-bank.co.uk

Crowdfunding

- Increasingly popular source of capital
- 350 deals in 2017 (25% of total)
- 30% of Seed stage equity deals

Advantages

- Access to capital
- Engaged investors
- Minority shares
- Regulated environment
- Help and advice
- Complementary

Risks

- Fees
- Unsuccessful raises
- Due diligence & credit report

Source: Small Business Equity Tracker 2018

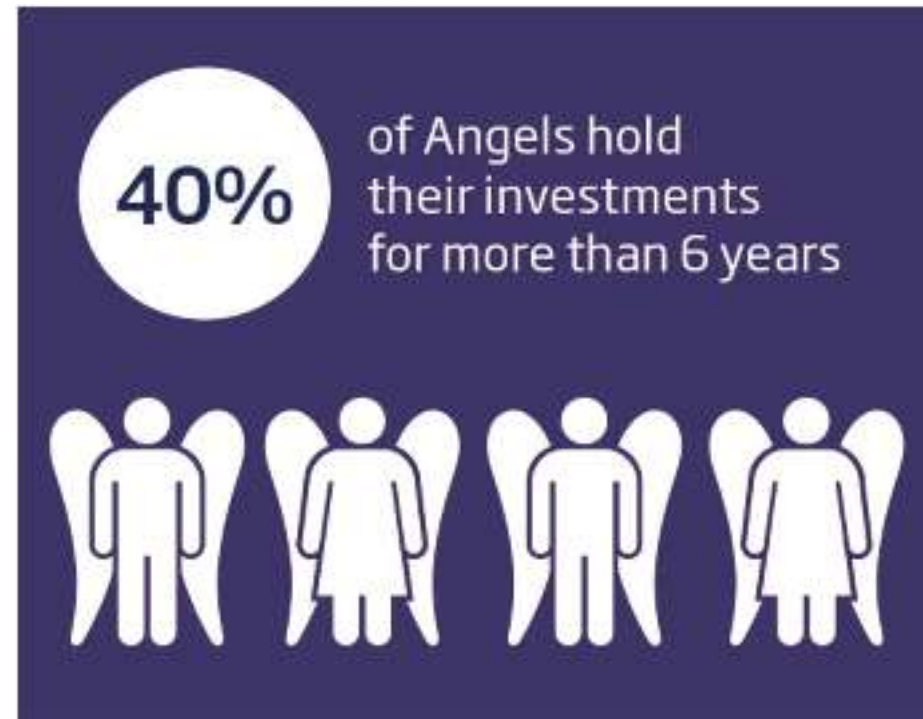
[@britishbbank](#)
www.british-business-bank.co.uk

Angels back riskier, younger firms, often for a long time

Provide the next step up...



And tend to stick around



Angels play an active and supportive role

Type of experience angels share with the businesses

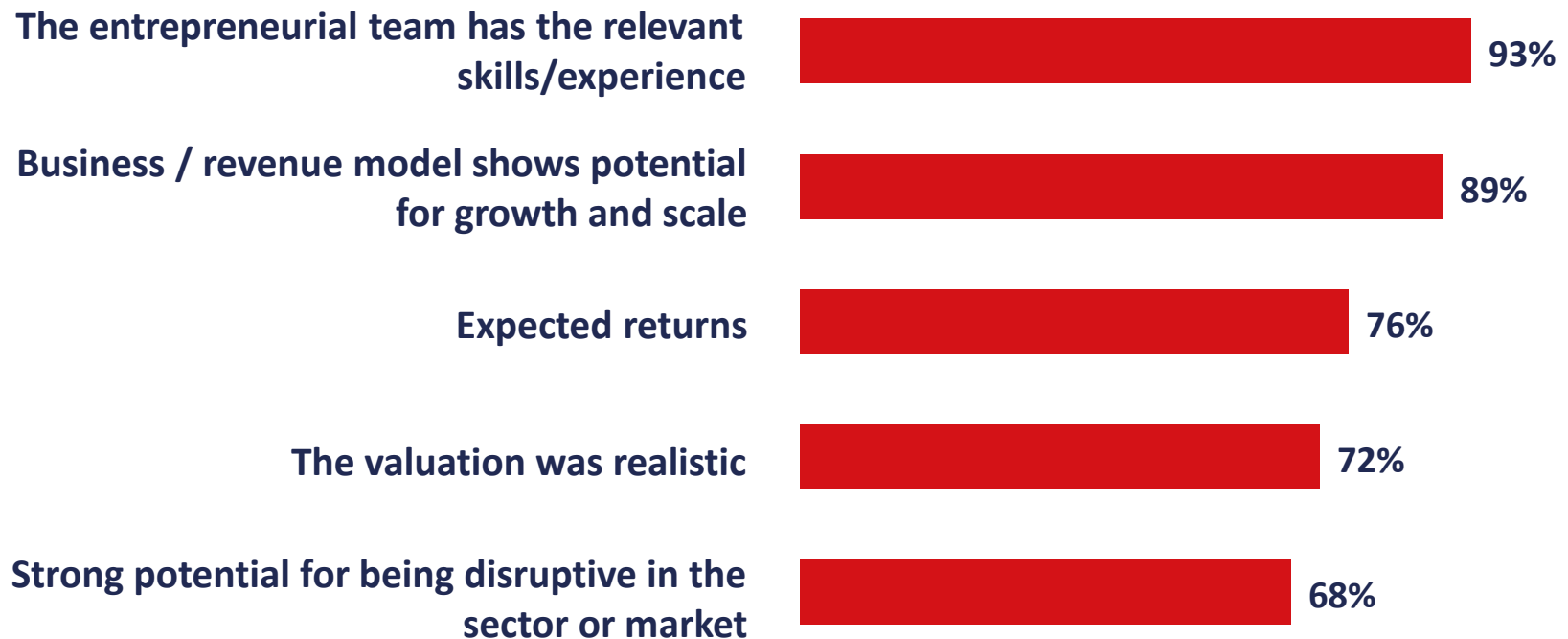


Source: UK Business Angel Market report

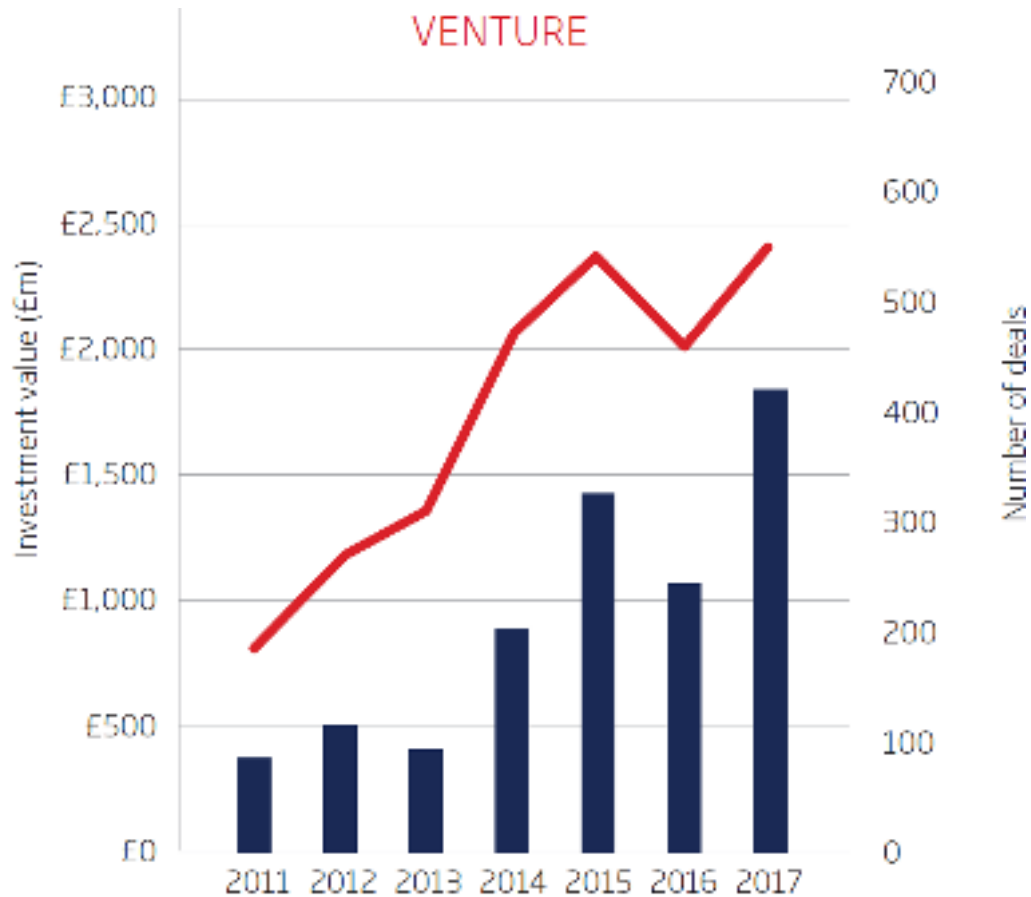
[@britishbbank](#)
www.british-business-bank.co.uk

Angels invest in entrepreneurs & business models

Top five factors that influence an Angel's decision to invest



Early stage venture

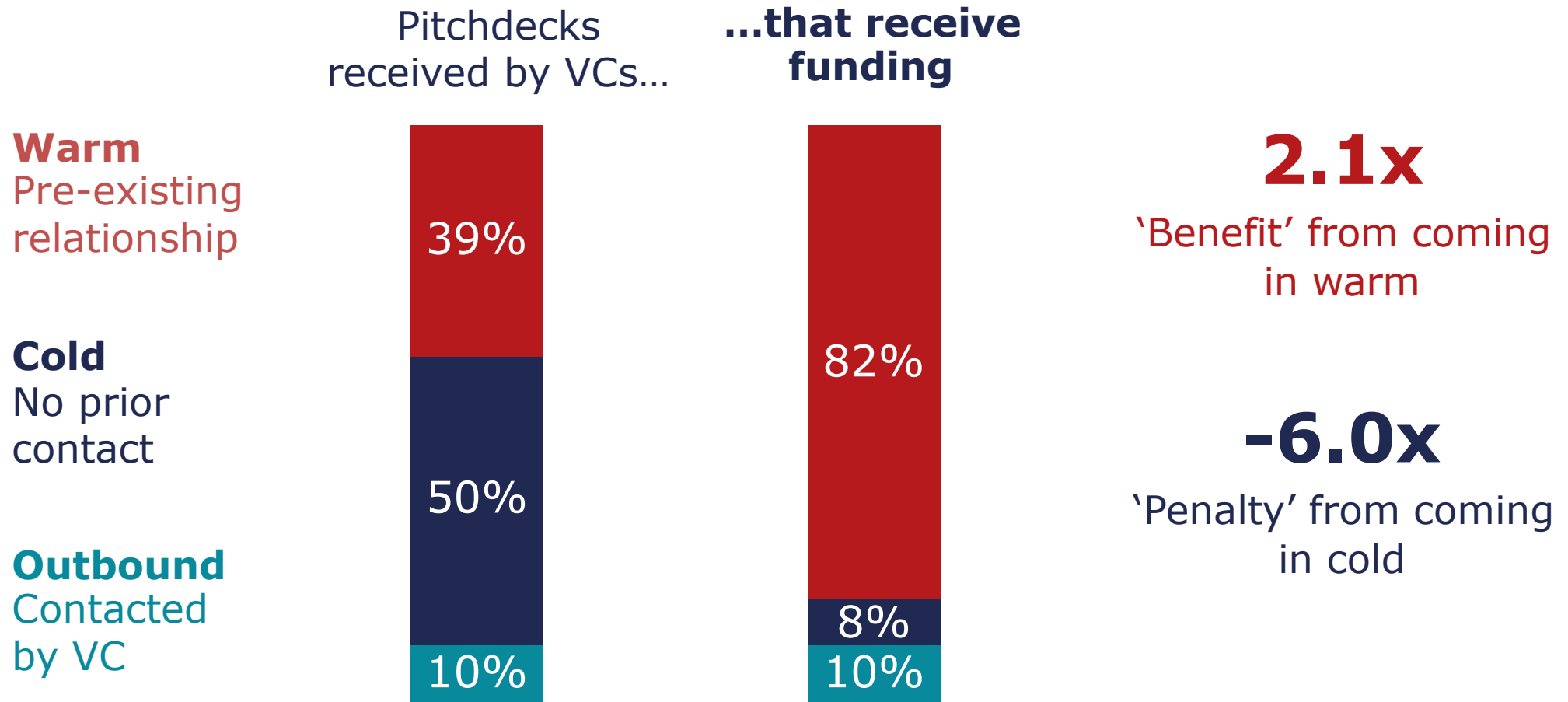


- Best for companies that have been in existence for a few years, in the process of gaining market traction and with rapidly growing sales
- Median 2017 deal size £1.6m
- Looking for:
 - Proven business models
 - High growth
 - Scalable

Source: Small Business Equity Tracker 2019

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www.british-business-bank.co.uk

Warm introductions go further



Source: British Business Bank research, "UK VC & Female Founders"

Our EdTech investments

- Sector-agnostic: no EdTech-specific programme
- Through our existing programmes we have:
 - Invested **£45.6m**
 - Through **27** funds
 - Via **34** separate investments
 - Into **27** companies

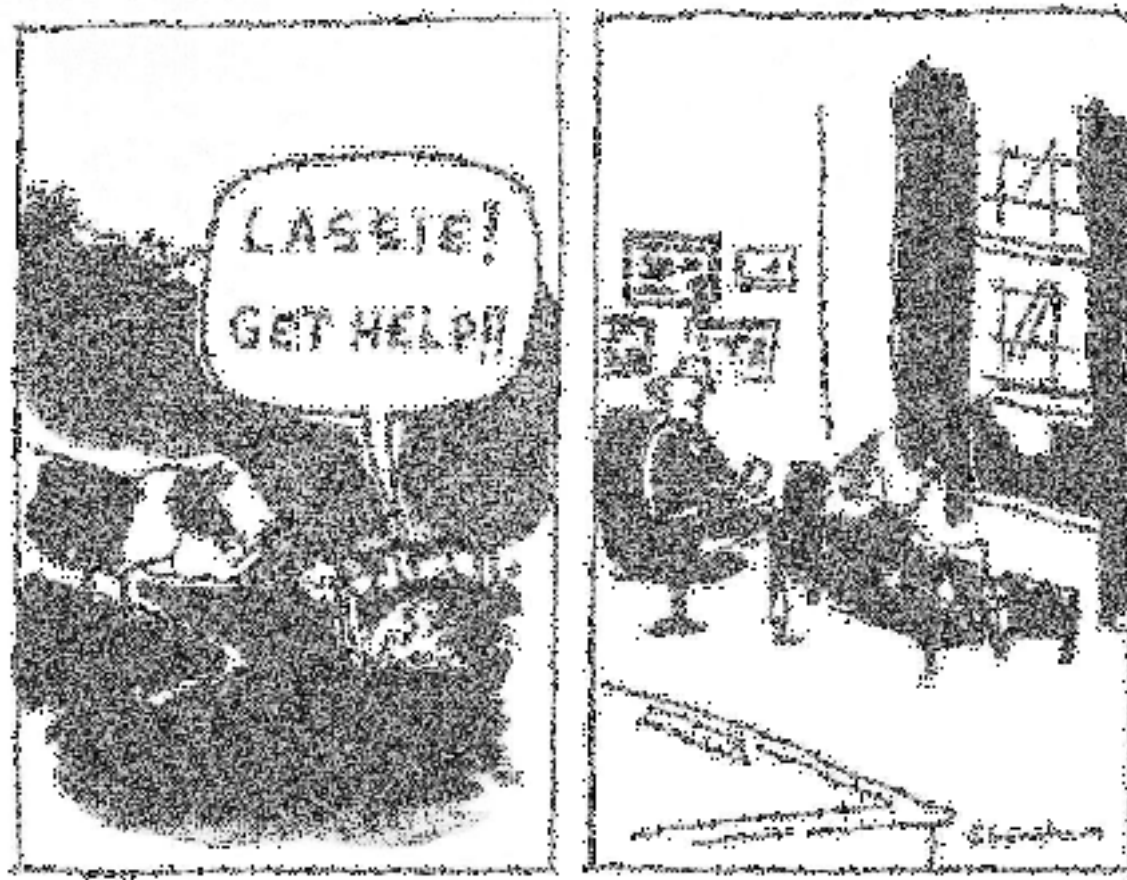


Our Angel Co-Fund matched an early round of external funding from 10 angels



£500k from Mercia Equity Finance, part of the Northern Powerhouse Investment Fund

How to get help



The Finance Hub



<https://www.british-business-bank.co.uk/finance-hub>

Business Finance Guide



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Growth Hub's

#EdTechEvent 😊



Department for
Business, Energy
& Industrial Strategy

boost
Lancashire's Business
Growth Hub



European Union
European Regional
Development Fund



Lancashire
Enterprise Partnership

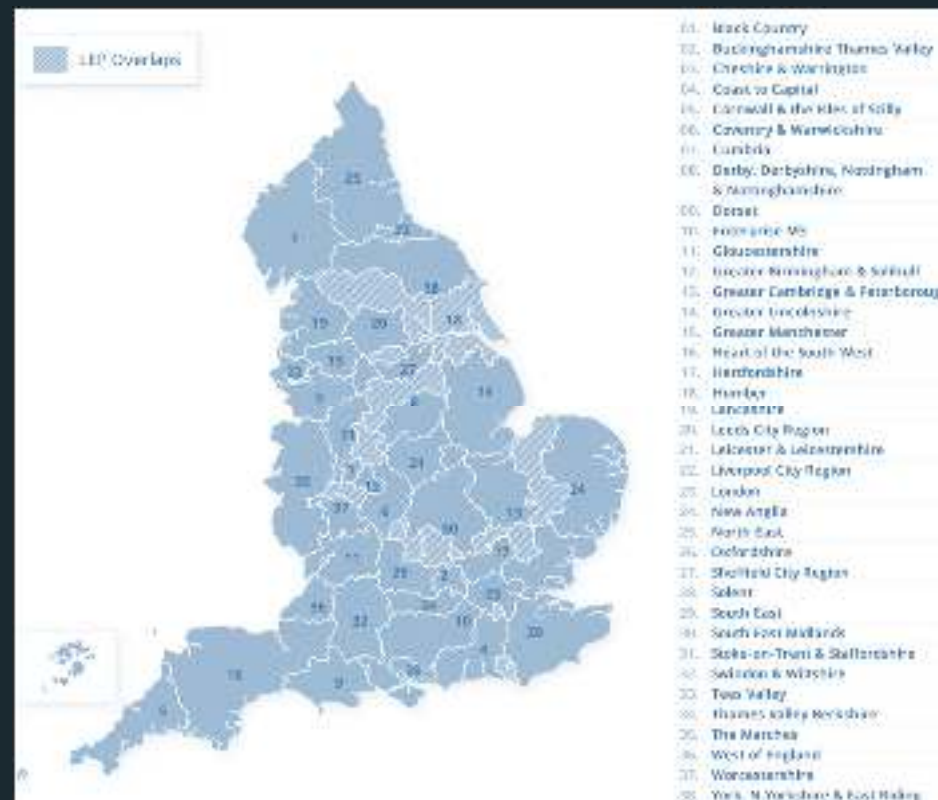
Lancashire
County Council



What is the Growth Hub Network?

- There are 38 Growth Hubs (one in each Local Enterprise Partnership area) across England that provide access to free and impartial business support and advice via a local 'single point of contact'.
- As part of the Industrial Strategy, the Government announced it would ensure that all businesses have access to a local Growth Hub.
- Growth Hubs are supported and funded by Government and led and governed by Local Enterprise Partnerships (LEPs).
- As a network Growth Hubs: improve awareness, coordination and take-up of local and national business support (private and public); identify those businesses with the ambition, opportunity and greatest potential to grow and provide them with the support and advice they need.
- Growth Hubs seek to provide access to the inspiration, knowledge, expertise and resources required to help businesses realise their potential.
- Growth Hubs offer a triage, diagnostic and signposting service to help all businesses irrespective of size, sector and maturity find the right support and advice they need at the right time.
- Growth Hubs map and simplify the local business support ecosystem, establishing and/or commissioning the introduction of new local bespoke support programmes where gaps exist.

Map of Growth Hub locations



Growth Hub Network Performance – FY2017/18

Growth Hubs Impact (self-reported by LEPs in May 2018)

Businesses engaged and supported	130,922
Businesses receiving intensive support	13,491
Referrals to mentoring programmes	4,402
Referrals to Skills/Training programmes	6,919
Referrals to Finance/Funding programmes	9,487
Referrals to innovation/R&D programmes	3,087
Individuals helped to start a business	8,170
Average customer satisfaction rate	89.5%

Growth Hub Network – Working with Partners

A snapshot of the organisations Growth Hubs work with across England



Boost, Lancashire's Business Growth Hub (The reality)

Hint, everyone is different but equally fabulous!



Lancashire
Enterprise Partnership



Where we are

- Lancashire's Business Growth Hub
- A £6M Growth Hub backed by the ERDF, supported by the Lancashire LEP (Local Enterprise Partnership) and funded by Lancashire County Council.
- Established in 2013
- Providing a single user-friendly point of contact for growth advice and support

Boost: where we are

Since 2013 Boost has:



Supported
5,000+
businesses



Created
2,200
new jobs



Added
£70m+
to the Lancashire
economy

Boost 3: strategic vision and values 2019 - 2021 (the bigger picture)



Assist

1450+

businesses



Create

1,350

new jobs

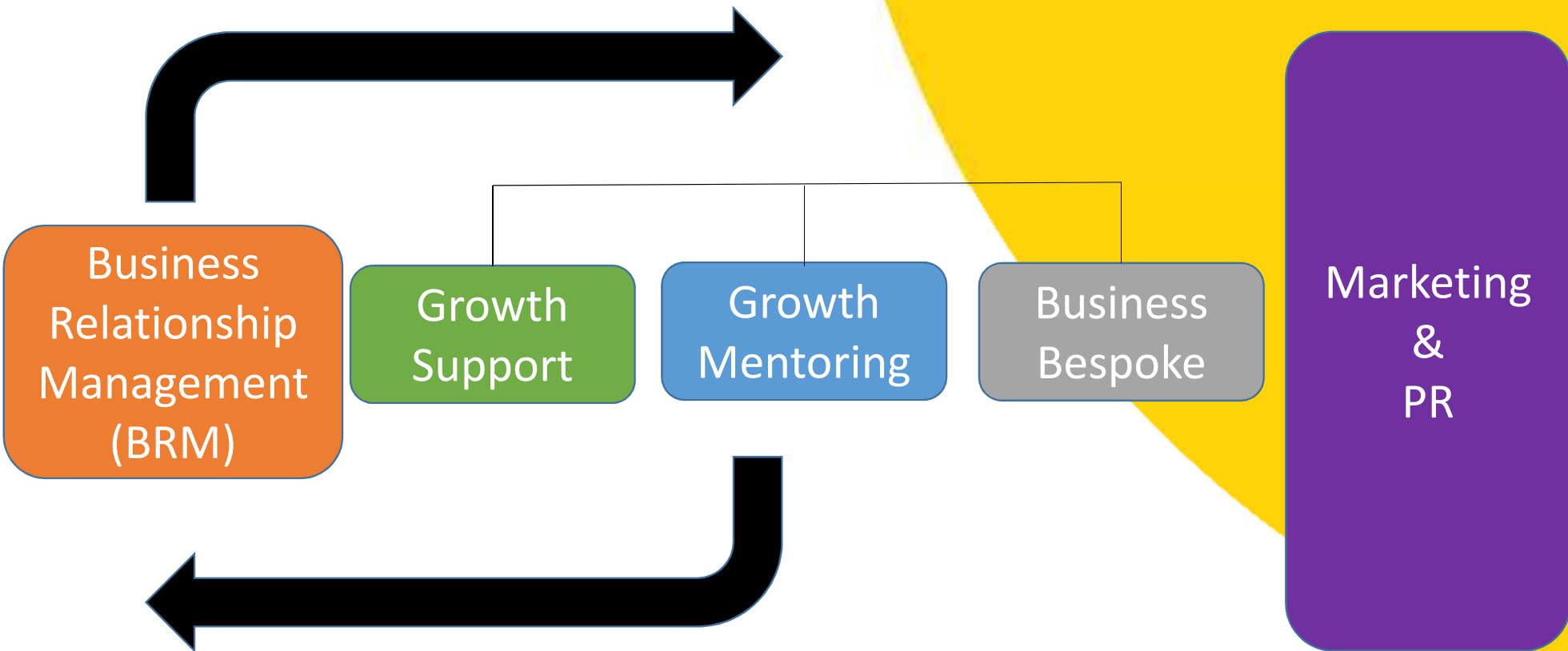


Endeavour to Add

£45m+

to the Lancashire
economy

Core Programme Overview



Who is Boost for?

- Ambitious Lancashire-based business
- New start ups and existing SME's
- Turnover under £40m
- Fewer than 250 staff
- Business-to-business focused

Spotlight and What's New

- New to Boost beneficiaries
- Ongoing and Meaningful Relationship Management
- Quality and Warm Referrals (keep in touch)
- Introduction of Scale Up
- Service Provider Inter-Relationships
- Wider Boost Partnership and Collaboration

The support available

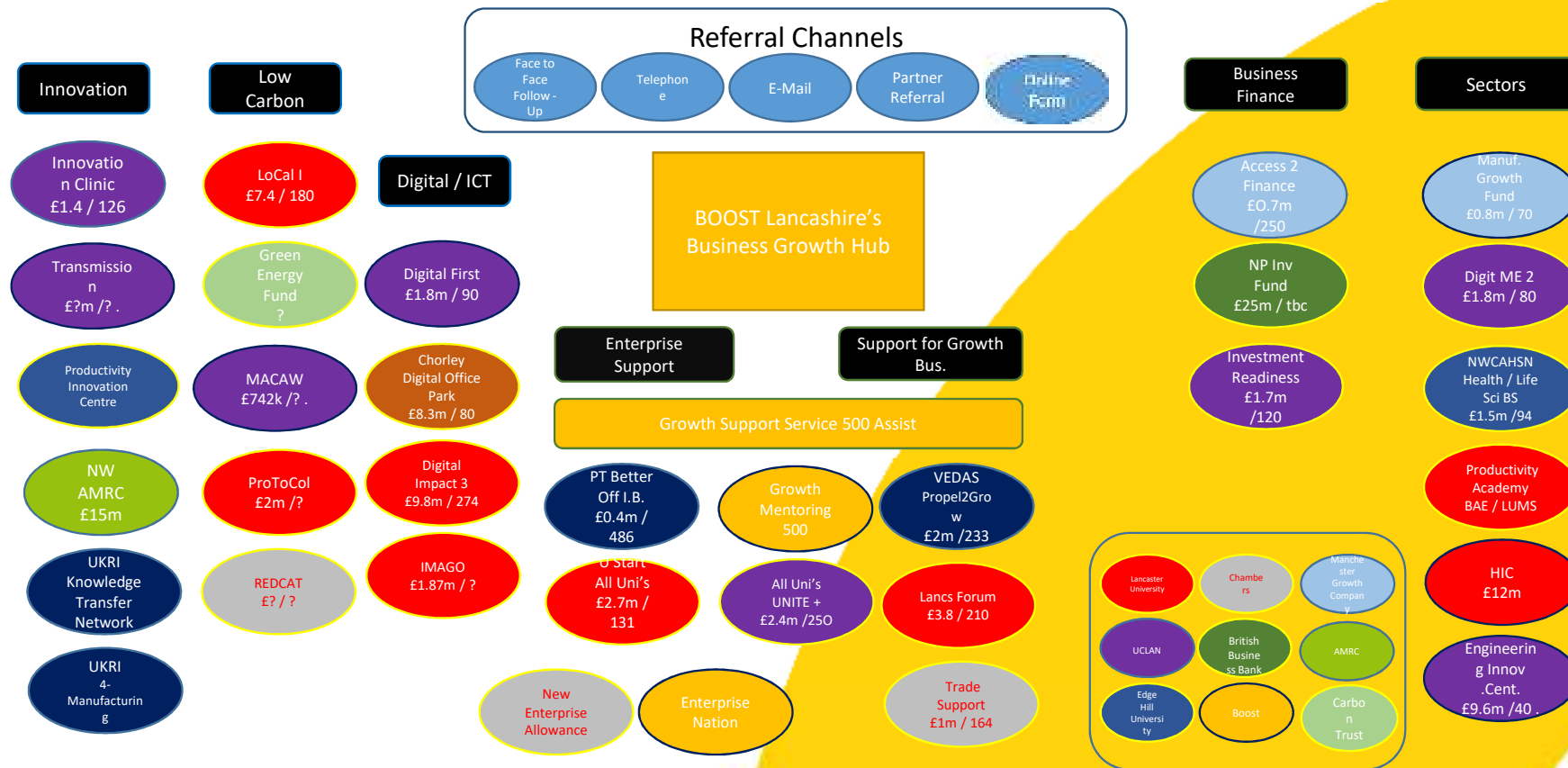
35+ programmes of support available, including:

- Funding and access to finance
- Mentoring from experienced businesspeople
- Start-up support
- International trade advice
- Skills and training support
- Product development and innovation
- Sector-focused support

ESIF APPROVED PROJECTS

Project	Fund	Lead Organisation
UCLan Innovation Clinic	ERDF P1	UCLan
DigitME2	ERDF P1	UCLan
Engineering Innovation Centre	ERDF P1	UCLan
Productivity and Innovation Centre	ERDF P1	Edge Hill University
Health Innovation Campus (HIC)	ERDF P1	Lancaster University
AMRC NW (Lancashire) Revenue Programme	ERDF P1	University of Sheffield AMRC
Boost Business Lancashire	ERDF P3	LCC
Access to Finance	ERDF P3	GMBS
Pan-LEP Specialist Manufacturing Service	ERDF P3	GMBS
High Growth Potential Propel to Grow	ERDF P3	Vedas
Digital First	ERDF P3	UCLan
Investment Readiness	ERDF P3	UCLan
UNITE+	ERDF P3	UCLan
Better Off in Business	ERDF P3	Princes Trust
Enhancing SMEs International Trade Performance	ERDF P3	Chamberlink
U Start	ERDF P3	Lancaster University
Lancashire Forum	ERDF P3	Lancaster University
Digital Office Park	ERDF P3	Chorley Council
Building Capacity & Capability in Health Businesses	ERDF P3	Innovation Agency
Transmission	ERDF P3	UCLan
Northern Powerhouse Investment Fund (NPIF)	ERDF P3&4	BBFS
Low Carbon Lancashire Innovation Hub (LoCaL-i)	ERDF P4	Lancaster University
REDCAT (Chamber Low Carbon)	ERDF P4	East Lancs Chamber
Making Carbon Work (MaCaW)	ERDF P4	UCLan

Lancashire Business Support Offer (old but makes the point!!!)



How Boost works

1.



Thinking of
Growth

2.



Visit our
website

3.



Contact
our team

4.



Access
relevant
growth
support

5.



Grow

Business Testimonials




“The support I have received from the Growth hub has been first class, I have met so many interesting people which has allowed me to grow my business.” – [Isabella's Homes, Wolverhampton](#)



"I would highly recommend the Growth Hub Enhancement Project to any SME looking to grow. There is so much available support out there, but it is not until you talk to someone like our Key Account Manager that you find out about it." –
[Appt, Sheffield](#)



“Following the support from the Growth Hub, I have a much better understanding of the numbers behind my business. We now keep a digital time-sheet for each project, which helps with time management and client communication.” – [J Motion, Northamptonshire](#)

A woman with long brown hair, smiling, wearing a yellow high-visibility vest, standing in a warehouse with blue shelving and silver-wrapped items in the background.

**"I don't think our
growth would have
been possible
without Boost."**

Natalie Smith
Central Recruitment

Growth
Support
Programme

A man in a white lab coat and black cap is smiling while holding a blue plastic bin filled with fish. He is in a fish processing facility with other workers in the background. A yellow circle contains a quote, and a black circle contains the text 'Access to Finance'.

**"We couldn't have
grown so quickly
without the
support."**

**Access to
Finance**

**Gary Apps
My Fish Company**



Growth
Mentoring

"Getting the right mentor is really important, somebody who can give honest and challenging feedback can make a huge difference."

Michael Lough
Blue Wren

**"I would not hesitate
to recommend Boost
business support
services to other
companies eager for
growth and expansion."**

Janet Marsden
Weighing Scales

Growth
Mentoring



THANK-YOU!

Any Questions???

(not to hard!)

#GrowingLancashire
#GrowthConversation
#GrowthHubs

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@Boostinfo @GrowthHubs

www.boostbusinesslancashire.co.uk

0800 488 0057

Contact Boost (for Lancashire)

We're helping Lancashire business grow.
Start your growth conversation:

Visit:
www.boostbusinesslancashire.co.uk

**And to find your fabulous local
growth hub go here:**

<https://www.lepnetwork.net/growth-hubs/>



Networking

