

Scale | Enterprise

Cohort overview May 2021



In collaboration with:



Scale | Enterprise

Innovations are creating new challenges and opportunities for businesses, and we believe it is vital to recognise and collaborate with fast growth scale-up technologies for the benefit of the sector.

The Scale Programmes provide the missing link between large organisations and the scale-ups on their growth journey. Our programmes are designed to connect high-quality scale-ups who are ready to scale with large progressive organisations looking to embrace new technologies and pioneering new services.

11 Scale-ups

£20M+ Funded

150+ Employees



It gives me great pleasure to announce our cohort of 11 innovative tech companies, identified by us as having great potential to scale.

Scale-up businesses are essential to our economy and crucial to future innovation.

By combining cutting edge technology with networking events and best practice, the programme enables businesses to accelerate their growth by opening the door to new opportunities. We welcome our scale-up cohort and look forward to working with them now and in the future.

Dave Farmer, PwC Sponsoring Partner



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Meet the cohort

Our cohort have been carefully selected as high potential, product ready companies who are rapidly scaling.

The companies have been working alongside PwC and GrowthBuilders to further progress their growth journey. They have received support from sales and marketing experts, guidance from senior executives within PwC, and extensive opportunities to engage with decision-makers from some of the world's leading brands and enterprises.

The companies are asking for your support as they continue to scale, so if they are useful for your role, your business or your wider network, please get in touch!

Company	Overview	Page
Caveris Cyber Assurance	Caveris' Cyber Risk Assurance software solution empowers business leaders to make informed cyber risk decisions.	<u>Link</u>
EMMa3D Enterprise Meta-Maps	Helping firms shorten sales cycles, increase win-rates and reduce delivery risk through value visualization	<u>Link</u>
G Guider	Revolutionising the way organisations support and develop their people through simple, scalable mentoring.	<u>Link</u>
IOTICS°	IOTICS software enables secure, trusted data interactions for everything and everyone, in real-time, at scale.	<u>Link</u>
K \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	The performance improvement platform that drives breakthrough improvements with outstanding returns.	<u>Link</u>
neuro a Dragenfly Company	We create high-performing engineering and quality teams. Neuro drives efficiency, quality and predictability in IT-projects.	<u>Link</u>
Notify Smart Health & Safety Software	Software that helps make workers safer and healthier, wherever they are in the world.	<u>Link</u>
okappy	Transforming industry through a connected B2B workforce management platform.	<u>Link</u>
People Matter.	On a mission to beat burnout and build thriving cultures. The product, Okina, is an intelligent wellness platform, using Al and digital behavioural pattern analysis to measure, track and improve mental health.	<u>Link</u>
Pi Datametrics	Search intelligence at your fingertips - Analyse performance, monitor trends and discover new opportunities.	<u>Link</u>
ZUKO	Improve your website's customer conversion rate with the World's leading Form Analytics platform.	<u>Link</u>

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Caveris



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https://www.caveris.co.uk/





CEO: Mike Bohnel

Founded: 2017 **Employees: 7**

Funding: Bootstrapped

HQ: Amersham, UK

Overview

Caveris ICAS (Information & Cyber Assurance Suite) is the only solution to provide Business Boards with fully automated and comprehensive real-time information about their Cybersecurity protection.

Caveris ICAS:

- · reduces the risk of suffering a Cyber breach
- · reduces the cost and effort of ensuring adequate protection
- · frees up resources so they can focus on more valuable activities

Caveris ICAS equips the Board with real-time Cyber risk intelligence, enabling them to make objective risk mitigation decisions. ICAS has been developed because Boards aren't provided with the business-focused assurance they need regarding Cyber protection leaving them more vulnerable to Cyberattack.

Use cases and benefits

FTSE 100 Company reviewed the ICAS software solution and were highly impressed by the automated Cyber Control Assurance features and performance, as well as the unique Threat-Control reporting.

Company could see how their current management of Cybersecurity controls and related assurance activities were significantly improved through:

- Automation reducing time currently spent on manual processes
- Consistency eliminating reliance on multiple spreadsheets
- Consolidation harmonising their approach using a single platform.

Business model

Caveris ICAS is offered as a SaaS solution on a subscription basis to businesses. Customers will typically sign up for one, two or three year agreements paying annually in advance.

The modular design of ICAS supports a phased deployment approach, where a customer will start using our software in one area and then, over time, acquire additional licenses to support expansion into other parts of the business, such as other technology infrastructures, HR, Legal, etc., all of which play a part in enforcing Cybersecurity.

The ask

We would like to connect with Board Level Offices, in particular

- CROs improve ability to prioritise and mitigate Cyber Risk
- CISOs enhance ability to manage Cybersecurity Controls
- CFOs reduce cost of manual overhead and unnecessary Cyber spend



Caveris' Cyber Risk Assurance software solution empowers business leaders to make informed cyber risk decisions

EMMa₃D



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www.emma3d.com



CEO: lan Pruden
Founded: 2019
Employees: 7
Funding: £630K
HQ: Haslemere, UK

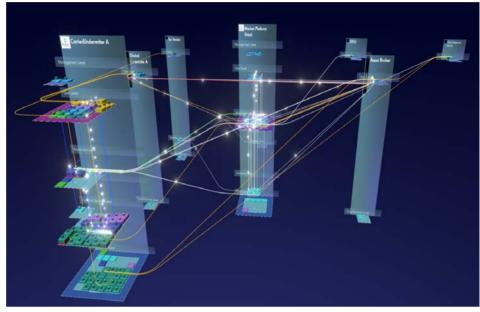


Helping firms shorten sales cycles, increase win-rates and reduce delivery risk through value visualisation



Overview

EMMa3D is where 3D computer gaming meets Enterprise SaaS, and represents a new paradigm for how people visualise, understand and think about all aspects of their businesses, the ecosystems in which they operate and the value creation process.



Specifically EMMa3D is value visualisation software, used to speed up the sales cycle of complex technology deals, and then to reduce the subsequent delivery risk of the deal in its implementation phase. EMMa's 3D visualisations mean that firms can very quickly get their clients and stakeholders to clarity around:

- Exactly how a solution will work: end to end, top to bottom, front to back.
- How a solution will be introduced and integrated into an existing business and technology ecosystem.
- How a solution will actually engineer and deliver the anticipated value.

Use cases and benefits

Use-Case 1: 'Help me sell my complex technology solution(s) to my big clients faster and more efficiently.'

Use-Case 2: 'Help me reduce the delivery risk of my digital transformation programme.'

Business model

Annual licences based on number of seats.

The ask

We would like to connect with Heads of Pre-Sales / Sales of large technology organisations, as well as execs responsible for complex technology transformation programmes.

Guider





nick@guider-ai.com



https://www.guider-ai.com/



CEO: Nick Ross Founded: 2018 **Employees: 11** Funding: £600K HQ: London, UK



Revolutionising the way organisations support and develop their people through simple, scalable mentoring

Overview

Guider is on a mission to power a billion inspirational conversations. Aiming to build the best inclusive career development platform for employees worldwide. we're a team who are passionate about people, mentoring and social learning. We're supporting some of the world's largest known brands to run programmes that help their people to grow and develop.

Our mentoring platform helps to match mentees and mentors together using our algorithm. It gives both sides the tools they need to organise and have effective mentoring sessions, as well as providing metrics to the organisation such as skills gaps, sign up rates and engagement across the cohort.

With Guider your organisation will see an increase in engagement, retention, performance from mentees but from mentors as well through reverse mentoring.

Use cases and benefits

Before Guider, M&S did not have a formal structure for mentoring. The only people with access to mentors were those who sought them out, this naturally creates issues:

- Inclusivity If all employees do not have equal access to mentorship. inclusivity suffers, which can perpetuate elitism within an organisation.
- Silo'd employees with over 80k employees at M&S it's challenging to create a unified culture, with the majority of people working in silos.
- No visibility over mentoring HR and L&D had no idea how mentoring was taking place within the organisation or the impact it was having.
- Guider has worked with M&S since 2019 to "democratise mentoring" within the organisation, and create a thriving, inclusive learning culture.

Business model

SaaS subscription service

The ask

We would like to connect with Heads of Human resources & Heads of L&D departments. We can service companies in any sector and are already supporting a wide range of clients.

IOTICS

IOTICS



<u>john.hicklin@iotics.com</u>



www.iotics.com



Partnership Director: John Hicklin

Founded: 2014 Employees: 38 Funding: £10M HQ: London, UK



IOTICS software enables secure, trusted data interactions for everything and everyone, in real-time, at scale

Overview

Enterprises need to interoperate with an ecosystem of partners, customers and suppliers. But, today data is stored in siloes, stagnating in legacy systems increasing business latency, delaying interventions and preventing proactive management. System integrations, centralisation and point to point solutions are costly, duplicate date, and increase risk of failure.

IOTICS patented product, IOTICSpace, releases the potential of data, enabling users to filter what matters at source and channel it to where it's needed. Data flows safely between sources and consumers of data.

In IOTICSpace data is findable, accessible, interoperable and reusable. We create Digital Twins, virtual versions of anything (assets, data, algorithms) to enable secure interactions across decentralised networks. Our focus on semantics and self-sovereignty makes IOTICS unique. Each party is autonomous - deciding what they share, when and with whom.

IOTICS enables ecosystems of the secure, trusted data interactions between partners which are crucial for business transformation.

Use cases and benefits

IOTICS primary adoption is where an ecosystem of data interactions between partners is crucial. IOTICS enables flexible, extensible use cases for example:

Rolls-Royce Power Systems (RRPS): RRPS adopted IOTICSpace to enable data interactions between internal partners across the lifecycle of the engines they manufacture, transforming their customer service from a system-centric view to a customer asset-centric view.

Rail Digital Twin Ecosystem: Building on the RRPS deployment data interactions have been enabled between RRPS, Hitachi Rail, Network Rail and GWR. This ecosystem of interactions has enabled for the very first-time real-time interventions and proactive management.

Business model

IOTICSpace is Software-as-a-Service. Access to the cloud-hosted solution is based on a recurring monthly license, inclusive of support. Licensing scales with implementation. Delivery Services, consultancy and deployment is delivered alongside domain expert partners.

Customers may prefer a bundled 3-month Proof of Value (POV) including License, Implementation and initial Delivery Services. This can be delivered by IOTICS or via one of our partner organisations.

The ask

We are interested in any large asset intensive organisation with complex data challenges, that crucially has senior executives (often Smart Projects VPs/Directors, CIOs or Chief Data Officers, Operations & Service design leaders) who are trying to enact business change through digital transformation.

We are keen to drive adoption of our cloud-hosted product IOTICSpace in verticals in which we are already operational namely: Transport, Infrastructure and Utilities. Customers in those sectors are developing new solutions (e.g. Water companies flood mitigation and digital solutions) or are responding to the need for timely interventions to mitigate risk, increase operational performance and manage uncertainty in a post-covid world.

KaizApp





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www.kaizapp.com



CEO: Nick Racster

Founded: 2018

Employees: 12

Contractors: 10

Funding: £1.2m

HQ: Zug, Switzerland



The performance improvement platform that drives breakthrough improvements with outstanding returns

Overview - Performance Improvement

KaizApp is the digital performance improvement platform where people collaborate to deliver more improvements, more efficiently. We make it easy to sustain a widespread improvement culture and rapidly develop staff capability to deliver breakthrough improvements with more financial returns.

You can capture, analyse, and prioritise all enterprise improvement information in just one place. Users are guided through a step-by-step best-practice improvement process, designed to develop structured thinking.

It's easy for users at any level to articulate improvements in financial terms, ensuring changes with the most financial impact are prioritised.

All improvements are instantly presentation-ready for effortless sharing, enabling expert in-person or remote coaching. This results in better and faster learning; multiplied across more employees, and delivering better improvements. KaizApp is mobile 1st and available on any connected device.

Use Cases and Benefits

Food Manufacturer (200+ factories):

With all improvement information in one place, remote coaching support and cross-site collaboration have continued very effectively through COVID. Improvement owners and leaders have seen major admin time savings and delivered 50% more cost reduction.

Services Group (> €10bn):

Improvement owners easily convert improvement project KPIs into financial impacts and prioritise accordingly. Executives view dashboards of time phased financials to gauge progress anywhere in the group. Cross-site collaboration is now the norm. Adopted to ensure the group profit improvement plan is owned and delivered.

Automotive Components Group (5 factories):

One simple improvement process for all functions, plus 50% increase in coaching capacity, drove improvements worth 11% of turnover, delivered in just 1 year (consultant led).

Business Model

- · SaaS model with monthly and annual payment options.
- Sold in increments of 5 users for monthly paid accounts and increments of 50 users for annually paid accounts.
- Variety of discounts available including volume discounts for 1,000+ users.

The Ask

We are looking to connect with Heads of Improvement, CFOs, COOs, CEOs, CIOs with an interest in the following areas:

- 1. Digital Transformation of Performance Improvement (all functions)
- 2. Lean / Operational Excellence / Cost Reduction
- 3. Delivery of global Transformation and Turnaround programs
- 4. Global improvement programs: quality, supplier development (and more)

Neuro





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https://www.myneuro.ai/



CEO: Dan Hooper

Founded: 2021 Employees: 10

Funding: Bootstrapped

HQ: London, UK



We create
high-performing
engineering and
quality teams. Neuro
drives efficiency,
quality and
predictability in
IT-projects

Overview

Our aim is to transform engineering and quality management. Neuro provides a single source of truth on your engineering and quality performance by integrating with leading development tools such as Jira and Jenkins. We surface meaningful end-to-end delivery metrics to drive efficiency, quality, velocity and predictability in IT-projects.

We free up managers' time through the automation of key tasks such as project reporting and task assignment. Neuro is smart and uses a variety of algorithms to deliver critical insights moving time away from analysis to judgement. Best of all Neuro is quick and easy to install and provides immediate visibility of your engineering and quality data.

Use cases and benefits

At the enterprise level, our customers have successfully used Neuro to overcome the challenges of visualising disparate datasets and managing fragmented teams. This has enabled them to unlock greater business value and make informed decisions based on accurate information. In the smaller mid-market, our customers have used Neuro to create detailed performance-related insights which are not available in existing engineering tools. In all cases, our customers have benefited from a reduced manual overhead of reporting (average annual saving of £41k per team) and increased velocity (average of 23%).

Business model

SaaS revenue model. Pay per user per month for companies under 50 people. Enterprise pricing - dependent on integrations and number of Jira users.

The ask

We would like to connect with CTO's / Heads of Engineering / Head of Testing / Head of Product / CxO's at enterprises with large development teams.

Notify Technology





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<u>www.notifytechnology.com</u>



CEO: Duncan Davies

Founded: 2017

Employees: 18

Funding: £1.315M

HQ: Newcastle, UK



Software that helps make workers safer and healthier, wherever they are in the world

Overview

Notify's smart Health & Safety management software is simple to use, easy to set up and highly customisable. Mobile-first technology helps organisations manage workplace risk and keeps workers safer, healthier and more productive – wherever they are in the world.

Employees can report accidents and incidents in seconds, complete dynamic checklists and inspections on the move, and even review digital Safe Systems Of Work. Managers can investigate safety events, assign and manage actions, complete audits, and track trends and risk areas – all in real-time.

Notify's global mission - 'To make a billion people safer at work'.

Use cases and benefits

Travis Perkins plc benefitted from a 25% reduction in Lost Time Incidents and a 30% reduction in time spent dealing with incidents and near misses when they moved to Notify.

Velocity Patching saw a 10X increase in safety reports when they switched to Notify.

Business model

We provide a modular software platform: Incident Management | Audits & Inspections | Action Tracking | Risk Assessments | Advanced Dashboards

We generate leads and opportunities from client referrals, our network and through LinkedIn and Google. We use a direct sales team with a focus on inbound lead generation.

Our free-forever version of Notify allows anyone in the world to report and track near misses and positive safety observations. The software is used in over 100 countries around the globe, and has been a strong source of clients who have upgraded to our full solution.

The ask

We are looking to connect with Safety Directors, Heads of People/HR and Heads of Operations in Transport & Mobility, Construction, Engineering and Manufacturing. We can support any size of enterprise that is looking to make their workers safer & healthier.

Okappy



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https://www.okappy.com



CEO: Richard Harris

Founded: 2015

Employees: 6

Funding: £500K

HQ: London, UK



Transforming industry through a connected B2B workforce management platform



Overview

Okappy Portal+ is a connected workforce management platform which applies social and market networking technology to a real business need. The need to communicate and collaborate when working with employees at different locations, when working with multiple subcontractors and when working for different clients.

By connecting on Okappy, companies increase transparency, streamline processes and reduce cost, duplication and the potential for errors. Ultimately, Okappy makes a significant contribution to bottom-line profits and gives companies complete control of every job, every step of the way.

Use cases and benefits

Joining the network is particularly useful for companies who work with multiple subcontractors and suffer the pain of managing them. Companies can build and nurture their network on Okappy whilst maintaining their independence. They can invite subcontractors to work with them without the cost and hassle of bringing subcontractors on to in-house systems. Connecting on Okappy increases transparency for all stakeholders, streamlines processes and reduces costs.

Okappy is also useful for industry structures, such as franchises, where work needs to be passed between each franchise whilst independence is maintained.

It is useful for multinational organisations with overseas offices who want to communicate and collaborate but maintain geographical independence.

Business model

Okappy charges subscriptions (£35 + VAT) per user per month for access to the platform.

The ask

We are looking to connect with CFO's / Digital Transformation Directors / Commercial Directors / Heads of HR / CIOs across a range of industries. If you use contractors in your business then we can help transform your industry through a connected B2B workforce management platform.

People Matter



amy@peoplematter.tech



www.peoplematter.tech



CEO: Amy King

Founded: 2018

Employees: 13

Funding: £950k

HQ: Bournemouth



We build intelligent wellness solutions that help people and organisations beat burnout and build resilience



Overview

People Matter are an award-winning wellness technology start-up that offers intelligent wellness solutions that help build resilience, beat burnout and foster healthy workplace cultures.

Our ethical data-led platform, Okina, uses machine learning technology and digital behavioural pattern analysis to measure, track and improve mental health. For organisations, Okina provides insights on burnout risk, highlighting risks, hot spots and trends within teams. For employees, Okina is a wellness companion that helps individuals make sense of and improve their wellbeing.

Since being founded in 2018, People Matter has been recognised as a top 10 UK Rising Star, as an Applied AI UK company (by Tech Nation) and is a finalist for Best Use of Innovation by the Global Business Technology Awards.

Use cases and benefits

Quickly realising that due to on-going transformation programmes taking place across the organisation, combined with the onset of a global pandemic, there was concern about the growing risk of burnout and associated symptoms increasing with people feeling unsupported to look after their mental wellbeing.

Experian deployed Okina, the employee platform, along with 27 workshops across the UK to engage leaders, managers and employees. Following this, insights were delivered to leaders to identify key areas to action. 96% of feedback was positive, and improvements to trust, confidence and openness were measured around mental wellbeing. Wellness insights informed new strategies and initiatives.

Business model

We have a B2B SaaS Business Model which is tailored to a company's specific need or situation through both licensing our intelligent wellbeing solution and supporting professional services.

We license the technology on an annual basis which would be paid for by the organisation annually on a fixed term basis, based on the total number of employees. Additional workshops, training & engagement options are available too at an additional cost.

The ask

We are looking to connect with CHRO's / HR Directors / Chief People Officers at large organisations looking to provide wellness solutions to their employees that help build resilience, beat burnout and foster healthy workplace cultures.

Pi Datametrics





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https://www.pi-datametrics.com/



CEO: Daniel Titterton

Founded: 2015 Employees: 40 Funding: £4M

HQ: Brighton, UK



Search intelligence at your fingertips Analyse performance, monitor trends and discover new opportunities.

Overview

The biggest opportunity in the market to outperform marketing metrics and competitors alike is organic search. The teams that embrace the proven effect of engaging searchers with relevant organic content step change their traffic, conversion rates, goal completions, cost per acquisition etc.

The market is awash with site centric, technical and position tracking software for SEO and established a status quo that provides little commercial value.

Pi Datametrics launched in (2015) is a SaaS product that illuminates the commercial opportunity by establishing a competitor view of the search performance market that focuses on what search themes drive the most amount of commercial value, who shares that value and how trends and seasonality affect the moments where the opportunity is greatest.

Use cases and benefits

At Pi, our customers engage in a proprietary use case framework. Customers across sectors and teams focus on different aspects of this framework to create their use case. The framework dimensions enables customers to complete defined tasks within the context of a **research**, **plan**, **implement** and **evaluate** cycle. The focus tasks, when combined, enable a team to meet an objective, in turn the use cases evolve.

Within the **research** stage tasks include - performance benchmarking, market intelligence and competitor analysis. Within the **planning** stage tasks include - objective setting, partner identification and business case planning. Within the **implementation** stage tasks include - alert and correct, ecosystem optimisation and contextual optimisation. Within the **evaluation** stage tasks include - informing dashboards, creating executive reports, determining effectiveness and measuring KPIs

The benefits of using the Pi Product and use case framework is outperforming competitors in the organic digital space, gaining significant revenue improvements and future proofing digital assets. With Pi's proprietary intelligence, customers are able to identify opportunities based on revenue potential, frequently resulting in tens of thousands in additional revenue per week.

Business model

Pi Datametrics offers its customers a scalable monthly licence and data structure that is designed around a businesses specific requirements. Contract terms are typically 24 / 36 months with enterprise customers having the opportunity to build additional data, analytics and project work on top of their agreement when required.

The ask

We would like to connect with Digital Marketing, SEO, Ecommerce, Brand, Agency & PR teams. Individuals we are looking to meet include Chief Marketing Officers, Heads of Search & Chief Digital Officers. We are able to support a wide range of sectors and already have clients within the Ecommerce, Retail, Technology, Asset Management, Consumer Publication, PR, Fashion & Sports sectors.. Pi also offers exceptional opportunities in other sectors such as automotive, FMCG and Pharmaceutical.

Zuko



alun@zuko.io



https://www.zuko.io/



Managing Director: Alun Lucas

Founded: 2014 Employees: 7 Funding: £1M

HQ: Manchester, UK

Overview

Zuko is a SaaS platform that plugs into online forms and checkouts to allow businesses to understand when, where and why their web visitors are abandoning them and not coming back. It provides the insight needed to test and redesign forms in order to improve their conversion rate and, ultimately, positively impact the bottom line.

ZUKO

Use cases and benefits

- 1. Understanding friction points in online forms
- 2. Making marketing spend more effective by improving the conversion rate of customer acquisition forms and checkouts
- 3. Consultancy service to review and improve the user experience for specific forms

Business model

Zuko operates on a subscription model with fees based on the volume of user sessions tracked. Smaller packages are offered on a monthly basis with Enterprise packages sold on an annual contract. Zuko also offers consultancy services to improve clients' forms based on our years of form optimisation experience.

The ask

We are looking to connect with Heads of Marketing / Heads of Analytics at any company that uses forms as part of their customer acquisition funnel.



Improve your website's customer conversion rate with the World's leading Form Analytics platform

About GrowthBuilders



GrowthBuilders supports startups and scale-ups through hands-on business insight, connections to new opportunities and a network of expertise and experience, to grow lasting ventures, quicker.

We believe collaboration is key to innovation, so we also work with corporates to more effectively work with scale-ups, having been on both sides.

Startup/Corporate Innovation

We power the PwC Scale Programmes, have worked with over 450 scale-ups across 15 sectors and helped big brands harness the full potential of working with exciting new technologies. If you are interested to find out more then get in touch!



Curated scale-ups based on defined challenges and strategically aligned



Facilitated collaboration with tech scale-ups with proven products



Iterative approach so costs are kept to a minimum and we do the heavy lifting



Rapidly test new technologies with minimised risk



Unleash
entrepreneurial
talent of your
employees and
engage the
business



Proven use cases to roll out in your business

growthbulders.io

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