



Scale Up East Sussex

What are Scale Ups?

- 20% growth by turnover/employees
- Ambition or potential to grow by 50% over next 3 years
- All sectors and geographies
- UK 3rd for Start Ups but 13th for Scale Ups
- 1% Growth in Scale Ups = £150bn

Why Scale Ups Matter

WHY SCALEUPS MATTER



SCALEUPS ARE PRODUCTIVE

High levels of productivity are twice as common among scaleups. Scaleups are highly productive, averaging £235,000 turnover per employee.



SCALEUPS ARE INNOVATIVE AND INTERNATIONAL

Two-thirds of scaleups are involved in international trade. Scaleups are twice as likely as their peers to be trading internationally. Scaleups are twice as likely as their peers to have innovated in the past three years.



SCALEUPS CREATE JOBS

Across all communities; having UK and international employees



SCALEUPS ARE ACROSS ALL SECTORS

Scaleups span the economy: the majority of them operate in sectors outside of technology



SCALEUPS ARE HIGH QUALITY

Scaleups help create high-quality jobs with more satisfied employees.



THEY ARE GOOD CORPORATE CITIZENS

74% of scaleups offer opportunities to young people through work experience, internships or apprenticeships



SCALEUPS ARE DIVERSE

47% of all scaleups have at least one female director



THEY PLAN TO GROW

Most scaleups expect to grow again in the coming year. 77% expect to achieve 20%+ turnover growth. 52% expect to achieve 20%+ employee growth.

Scale Ups in East Sussex

- 35,000 Scale Ups in UK
- 3,000+ businesses with potential for high growth in East Sussex
- No particular geographical or sectorial clusters
- Uniquely 'small business' focussed economy?
- Need for more research

Scale Up East Sussex



- Active Research programme
- 3 x Pilots
- Launched March 2019

Pilot 1: Scale Up Newhaven



- Testing geographical based approach
- Working with NEZ
- [Digital Islands](#)
- March-August

Pilot 2: Built Environment



- Testing a sector-based approach
- Working with Construction and Built Environment firms
- [always possible](#)
- April-July

Pilot 3: Open Pilot



- Testing an approach that focuses solely on ambition to grow
- [Oxford Innovation](#)
- April-October

Next Steps

- Recruitment underway:
 - Pre-Scale-Ups
 - Trading 5 years
 - Min 5 FTE
- Evaluation – Nov 2019
- Working with Partners in SELEP and Growth Hubs
- Evidence base for future commissioning decisions



Any Questions?

For more information contact:

Ioni Sullivan

ioni.sullivan@eastsussex.gov.uk

Eloisa Whiteman

eloisa.whiteman@eastsussex.gov.uk