



TopTech: Yorkshire

MILLS & REEVE

Achieve more. Together.



Introduction

Richard Carter, Managing Director,
Equiniti Credit Services



The life of an entrepreneur is not an easy one. An unswerving vision and commitment to succeed, balanced by long days, crises of confidence and personal sacrifices but, as the businesses in this report prove, it can be worthwhile.

Yorkshire has a rich history of innovation over the years and the region is firmly established as a place with enterprising folk. But folk that are generally quiet about their accomplishments. Yorkshire does not have the glitz that exists in London, but for what it lacks in glamour it makes up for in hard graft.

This report provides an introduction to some of the region's future tech growth stories across a number of tech verticals.

Taking the plunge to go it alone and start a business is hard, but scaling is harder. Greater obligations, larger scale and staff looking for leadership from the founders who are thought to be the font of all knowledge.

This is where community plays a part and organisations such as Mills & Reeve help bring like-minded businesses together to learn from and support each other. Irrespective of whether your business is finTech, medTech, adTech, IOT or addresses any other sector, the common theme is Tech.

They require special advice on many aspects of business including IP, employment, business structuring, funding and that's where the power of the network will help cement our region as a tech hotbed.

So here's to the individuals and teams that look to improve the world, lives for consumers or simply makes a better mousetrap!

EQUINITY



Yorkshire: home to the UK's fastest growing and innovative technology companies

Yorkshire is emerging as a leading UK hub for technological innovation. By launching the Top Tech, we were seeking to give tech companies in the region a chance to shout about how good they were.

We wanted the report to be driven by them and their efforts.

The response has been fantastic, and what has struck me has been the quality of businesses that have submitted applications. We have received entries from a diverse range of companies that are disrupting industries such as healthcare, finance, recruitment, arts, logistics and entertainment.

Often when people think of tech hubs, cities like Cambridge, Manchester and London spring to mind. Our mission was to highlight our very own cutting-edge tech companies and the talent behind these businesses – promoting Yorkshire as a major player on the UK and international stage.

Our aim was also to help further develop the wider tech ecosystem in Yorkshire to enable companies to grow their network and to have access to some of the fantastic advice and experience that is available to tech companies in this region.

It can be difficult for fast-growing companies to raise their profile, to access the best funders and advisors for their business and to meet some of their peers to learn from each other. What we are trying to do is to use our networks, and the wider tech ecosystem, to help them to find the right partners for their business. When dealing day to day with all the challenges of growing your business this can be very difficult to do but costly in time and resource if you get it wrong.

Even though I am a technology advocate, nothing beats a chance to talk face to face with your peers or advisors who have faced or advised on the same challenges you are facing. This sort of guidance can be invaluable.

Our judging panel all share this ethos and was carefully selected to promote this. They are leaders in their respective fields and are committed to sharing expertise, knowledge and contacts to develop this ecosystem, so it can rival that of the all UK's tech hubs.

It has been a great experience for all the judges and the skill, talent, diversity and innovation that has been on display has been inspiring. I would like to thank the judges for their valuable contributions to our panel and all the companies who took time to enter. It was an excellent opportunity to gain a further insight into the innovative and entrepreneurial technology companies in the region.

I think this report shows we have a lot to be proud of and we need to be less understated about the technology strengths of this region.

Finally, huge congratulations to all those that made it into Yorkshire's Top Tech 20.

Paul Johnson

Mills & Reeve

Methodology

In September this year, the Leeds office of Mills & Reeve partnered with TheBusinessdesk.com to search for Yorkshire's most dynamic and industry leading technology companies.

Top Tech Yorkshire was launched to celebrate pioneering companies in the region that are putting Yorkshire on the map as a growing hub for technological development and innovation.

Over the following month, we were overwhelmed with the number of entries from a diverse range of technology companies across the region, each demonstrating why their cutting edge and innovative technology deserved a place in Top Tech Yorkshire.

Criteria

Technological innovation

Why is the technology innovative, is it disrupting the markets?

Leadership

Demonstration of strong and visionary management team

Growth and financial performance

Commercialisation of the technology

Client service and delivery

How it stands out from the crowd when servicing clients

Employee engagement

Recruitment, retention and employee rewards

The result? The county's inaugural Top Tech Yorkshire



The judges



Richard Faulkner
Managing Director



Dr Mark Wyatt
Investment Director



Phil Smith
Research Analyst



Mark Fahy
Head of New Business



Josh Robson,
Head of Policy and Public
Relations



Richard Carter
Managing Director



**Shubhu Patil, Principal
Associate, Mills & Reeve**

The list...



3Squared

3Squared is a software development consultancy specialising in mobile and web applications for clients in the construction and rail sectors.

Operating since 2002 in the heart of Sheffield, this Queens Award Winning company has developed bespoke business development apps for major industry players including Network Rail, East Midlands Trains, Bombardier, Freightliner and GB Railfreight.

Its flagship product, RailSmart, is a suite of mobile applications which improve efficiencies and transparency and has revolutionised the way in which the rail industry operates. RailSmart is used by the majority of the UK rail freight sector.

3Squared has also penetrated the European market with Swedish operator Hector Rail using RailSmart software.

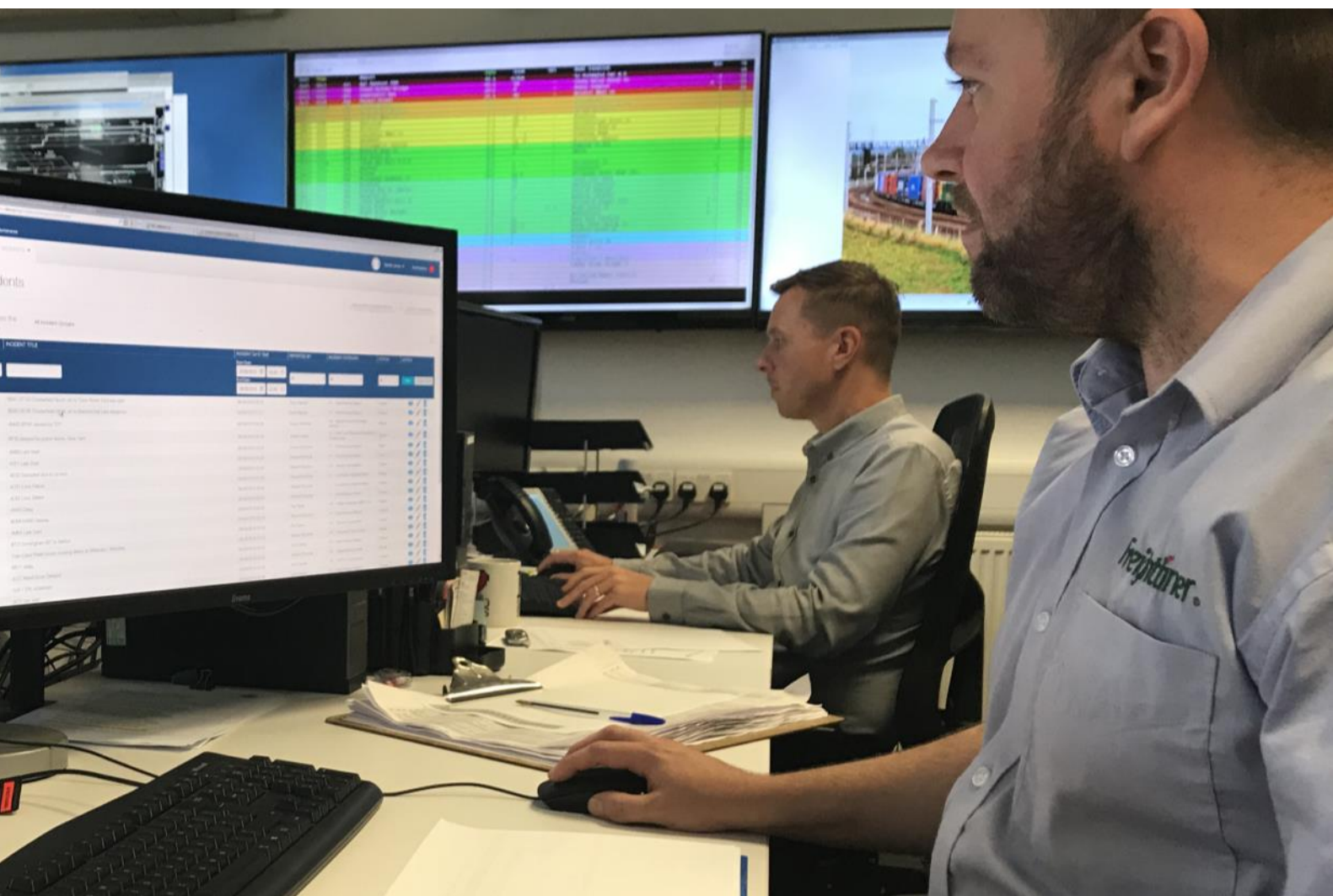
Turnover has soared by 264% in the last five years and 3Squared is aiming to reach a sales target of £4 million in the 2018/19 financial year.

The company is passionate about its Sheffield heartland. 64% of its employees studied in Sheffield and the company is taking on its first Sheffield Hallam degree apprentice student.

3Squared has sponsored local events including DotNetSheff, a local monthly user group focused on software development and is a member of Sheffield Digital.

“The team recognise the need to expand beyond the UK and is already starting to win customers in mainland Europe. This should provide an exciting new phase of growth.”

Phil Smith



AppCheck

AppCheck is a software security vendor based in Leeds. The company offers a leading vulnerability security scanning platform that automates the discovery of security flaws within organisations' websites, applications, networks and cloud infrastructures.

Established in 2014, the business has seen 100% growth year on year in both sales and employees. More than one thousand clients across the globe have used AppCheck software to improve their IT security.

Its proprietary and innovative scanning technology is built and maintained by leading penetration testing experts, offering unparalleled accuracy and detection rates. The technology is delivered through its trusted global partner program and direct sales team.

There are multiple licence models available that are all fully scalable meaning that AppCheck's solution caters for SMEs and education, through to public sector and blue-chip organisations.

The company has a very clear vision on how it can continue to expand its portfolio and services and is looking to bring the highest calibre of talent into the Yorkshire area. AppCheck is also actively building relationships with local universities so that it can uncover and nurture the future stars of tomorrow.



"Focusing on some specific specialisations within this competitive sector has enabled the business to grow organically year on year since formation."

Dr Mark Wyatt

BigChange

Launched in 2013, BigChange has pioneered cloud based mobile workforce management technology.

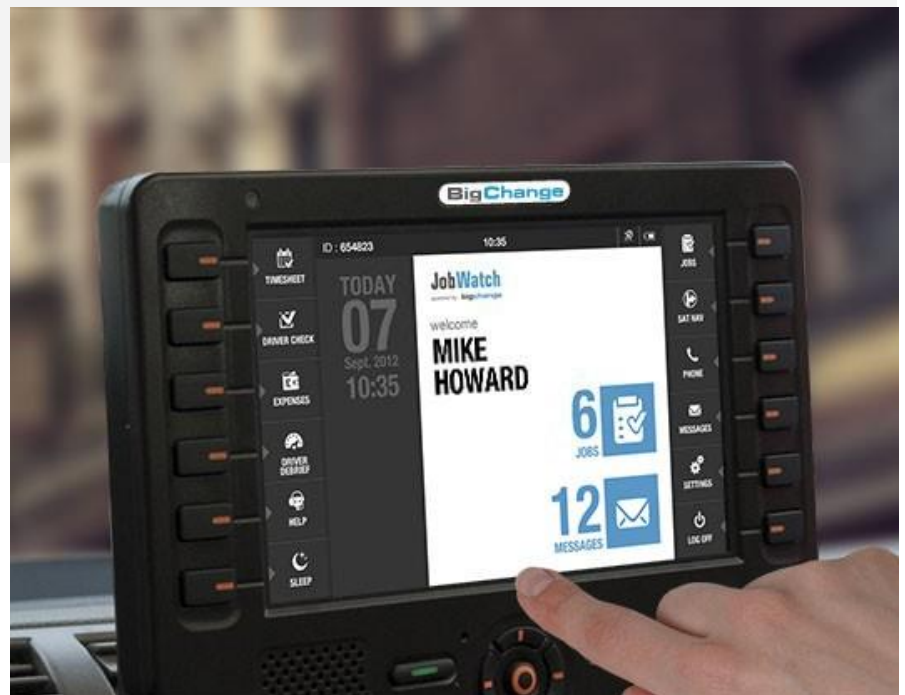
BigChange was founded by Martin Port who has fulfilled his vision to create a disruptive scalable “all-in-one” platform that allows businesses to manage their entire operations in a single place.

Today, BigChange’s affordable and easy to implement apps are used by more than 20,000 mobile workers in 800 organisations.

BigChange is one of the UK’s fastest growing tech businesses and is ranked in *The Sunday Times* Tech Track 100. The Leeds-based company, which employs 80 people, has grown by almost 1100% in the last four years.

Annual revenue is growing by more than 80% and the company is on track to turnover £11 million and achieve EBITDA of £1.5 million in 2018. It is eyeing international expansion and already has customers in Europe, USA and Australia.

BigChange is forging ahead with an UBER style booking app for home and business services, plus a collaboration network to help its customers grow even faster.



Percy Shaw was a Yorkshire inventor and set up a company to manufacture his invention in 1934.

Driving home after dark, he often noticed that the reflection of his headlights from the tramlines recently laid in the Halifax area showed the line of the road. One night, on a familiar but dangerous stretch of road, the tramlines had been taken up for repair, but, so the story goes, he saw two pinpoints of light - from the eyes of a cat by the roadside. The kernel of his best idea came to him - why not put reflectors like this along the road?



Chameleon Technology

Founded by entrepreneurs Mike Woodhall and Gary Martin, Chameleon Technology is one of the leading providers of bespoke “smart” in-home energy monitors to UK and international utility companies.

Since its formation in 2010, Chameleon Technology has designed and supplied more than 2.5 million in-home displays to households across the UK.

It was one of the first companies to design an energy monitor to meet the specific technical requirements of the UK Smart Meter rollout.

In the financial year ending 31st December 2017, Chameleon achieved £19.9 million turnover with net profit of £2 million, while the team has grown to 34 members.

Chameleon Technology has created a new intelligent, interactive device called I•VIE. I•VIE will enable homeowners to control, interact with and understand their energy in a new way, by using real time energy data, while also serving as an intelligent voice assistant.

The Harrogate company is also doing important work with Liverpool John Moores University and the Merseyside NHS Trust to study how I•VIE could help patients living with Alzheimer’s by spotting changes in behaviour, which can better inform the caregiver.

C H A M E L E O N™

“The company has achieved much in its relatively short life. They recognised a technology application in smart meters, developed the product and, not to be underestimated, brought it into profit. Clearly a team that delivers and one able to unearth further new opportunities for growth.”

Phil Smith



Crisp

For more than 13 years Crisp has been putting Yorkshire on the technology map by creating a world-leading social media risk protection service in the heart of Leeds.

After starting out as a tech company to protect children from toxic user-generated content, Crisp now protects some of the world's biggest brands, platforms, advertisers and kids' platforms from the most damaging, toxic and illegal content posted online.

Crisp achieves this through its proprietary AI software which detects, analyses and acts on toxic user-generated content, ranging from sexual grooming and hate speech to reputation-damaging PR issues, security threats and co-ordinated attacks, 24/7 and in more than 50 languages.



CuratorSpace

CuratorSpace is a revolutionary SaaS application tracking platform for the arts sector. It specialises in connecting curators, galleries and other arts organisations with artists.

The Leeds-based company allows curators to create their open call on the site, including space for an opportunity description, FAQs and a custom application form.

When artists apply for the opportunity, all details are collected in the curator's account, allowing the curator to accept and decline submissions, message artists, and invite a judging panel.

CuratorSpace has helped manage opportunities for organisations all over the world including Kansas City Open Spaces, Leeds City Council, and London's Sculpture in the City.

It has more than 25,000 registered users, with around 21,000 monthly active users in 150 countries.

Since it was co-founded four years ago by Dr Louise Atkinson (an artist-curator with nearly 20 years' experience in the industry) and Philip Bennison (a web entrepreneur and developer), turnover has grown year-on-year by more than 100%.

"It's interesting to reflect that the next time you're in an art gallery anywhere in the world, there's a reasonable chance that part of the exhibition process will have been supported by this business from Leeds." *Richard Carter*



Doc Abode

Doc Abode - workforce software to improve Urgent and Primary Care Access, Resilience & Scale

Doc Abode is a clinically-led digital start-up founded by Dr Taz Aldawoud, a GP with years of senior NHS management experience. Doc Abode supports NHS healthcare providers to deliver more responsive, cost-effective care by safely connecting and matching a multi-disciplinary clinical workforce to NHS patient needs, in real-time, based on availability, proximity and expertise.

Using sophisticated workforce planning and predictive analysis, combined with artificial intelligence, Doc Abode looks to enable the redesign of work and enhance productivity.

After securing funding from the Yorkshire & Humber Academic Health Sciences Network's

(AHSN's) Proof of Concept Funding in 2016 evidence showed that the Doc Abode system was capable of attracting a 'new' workforce who were disengaged with traditional ways of working.

Subsequently, in March 2017 following an application to the Small Business Research Initiative (SBRI) Innovation fund an award of £100,000 was made to facilitate the development of a prototype version of the Doc Abode product which was successfully trialled in Leeds and Huddersfield through our partner, West Yorkshire's GP out-of-hours provider, Local Care Direct. This pilot project was very successful and following this proof of concept SBRI awarded a further £900,000 to provide funding for the development of a nationally scalable Doc Abode system.



Edatachase

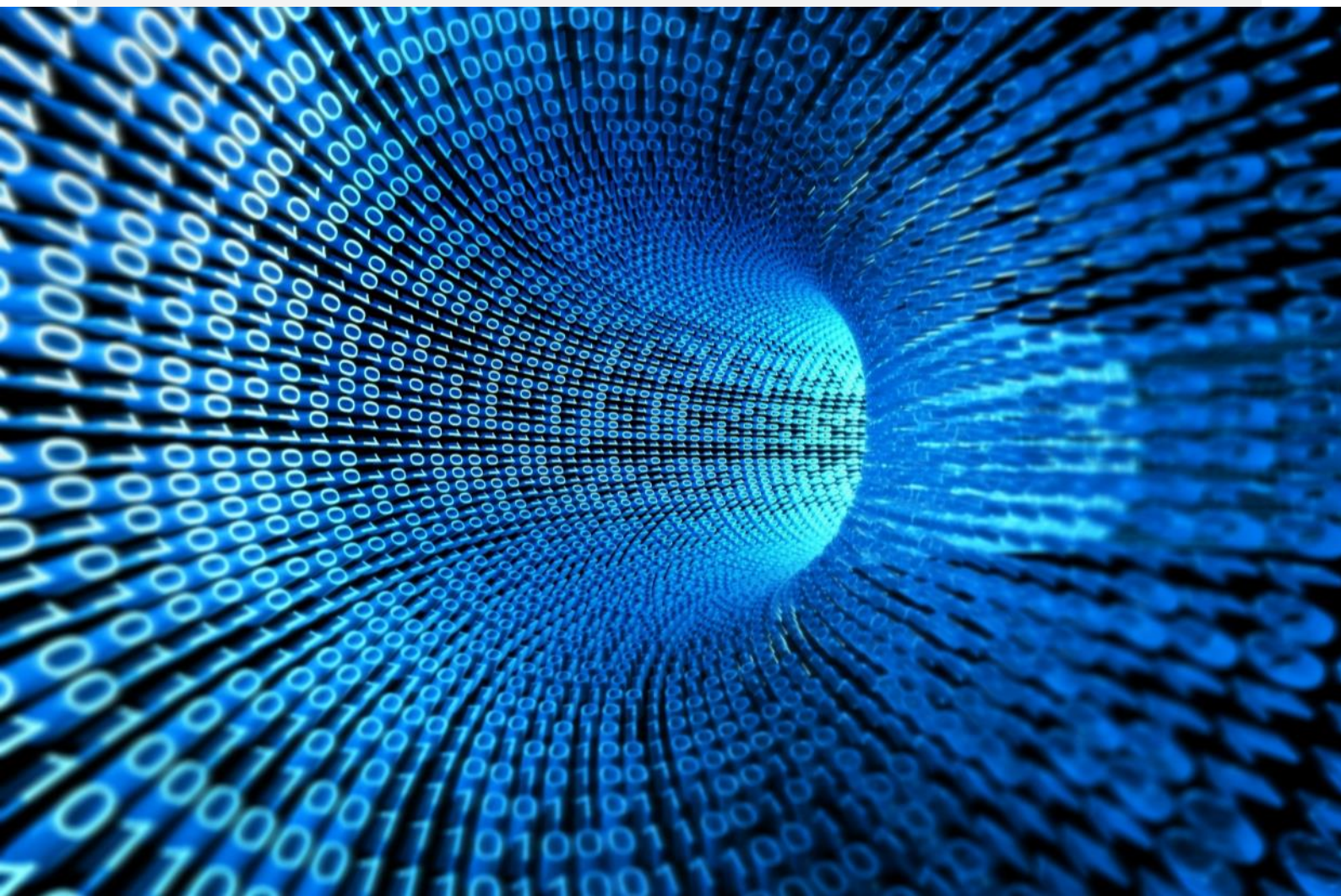
HebeData is a platform for training delivery, control and management. Launched in December 2017 by Halifax-based Edatachase, HebeData was developed to plug a much-needed gap in the market - how to train staff in industries with a low skill base, high staff churn, and whose staff and customers are high risk.

The system is now widely used in the logistics industry and on the verge of being rolled out across numerous sectors.

Training modules can be uploaded directly by the employer, offering video, audio, document and image options, and competency questions can be added. Training is then assigned either individually or by training group. Uptake and success rates are monitored by direct individual mails and/or by overall reports.

Training is bespoke to the needs of the employer and relates entirely to their own business.

The employee has their own log-in to the training system which is available on any device and on any platform. The employee “owns” their training and integrates it into their working lives.





Stainless steel, which we now use every day, was discovered by Harry Brearley in Sheffield in 1913. Sheffield later became known as the city for stainless steel production.

Highly commended

Medicalchain

Medicalchain is a decentralised platform that enables secure, fast and transparent exchange and usage of medical data. It uses blockchain technology to create user-focused electronic health records and maintains a single true version of the user's data. Medicalchain enables users to give conditional access to different healthcare agents such as doctors, hospitals, pharmacists and insurers so they can interact.



Kirkstall Forge

Developed by Commercial Estates Group, Number One Kirkstall Forge, which is a 57-acre mixed-use development, became the first ever commercial building in Yorkshire to be awarded Wired Platinum certification by the digital connectivity rating company WiredScore.

Platinum is best in class and only accounts for around 10% of buildings worldwide. It is the first time a Leeds building has secured the Platinum rating.

**KIRKSTALL
FORGE**

ResearchBods[®]

ResearchBods partner with brands, agencies and organisations to deliver customer data and intelligence. The Leeds-based company works with some of Yorkshire's top businesses including ASDA, Yorkshire Building Society and SkyBet as well as global brands including Coca-Cola, O2 and Costa. ResearchBods was founded in 2011 and quickly picked up the Market Research Society award for "Best New Agency". The company has grown year on year and currently employs 70 people, with revenue growth at 41% in the 12 months to August 2018.



Moodbeam

When Christina Colmer McHugh's daughter became anxious at school, the busy mum wanted to find a way to see how she was feeling throughout the day.

Partnering with gadget shop founder Jonathan Elvidge, the pair developed the world's first wearable device capable of tracking and logging emotional wellbeing at the click of a button.

Moodbeam allows its users to log, track and visualise their mood thanks to its innovative hardware device and bespoke application-driven analytics platform.

During trials, Hull-based Moodbeam has been used widely by people including those with depression, autism, and by Olympic athletes, pregnant women, cancer patients, managing directors, fund managers, heads of NGBs, the

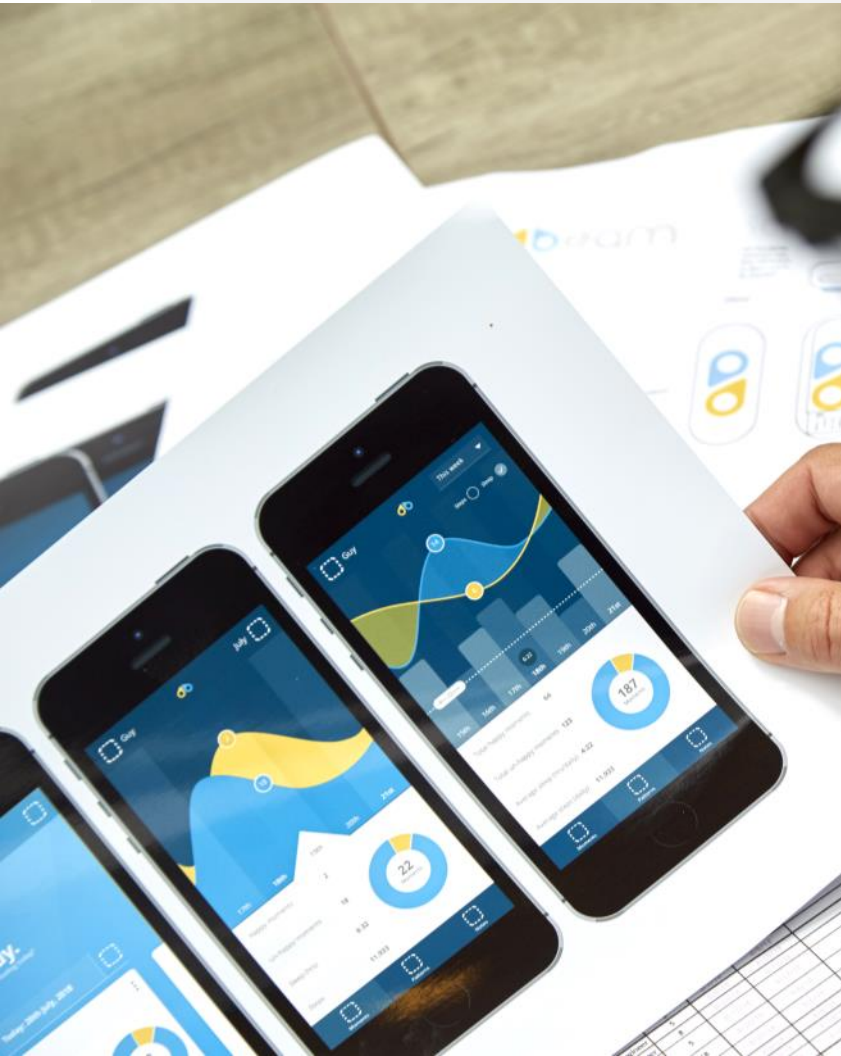
visually impaired and people with sleep disorders. Proving its worth within both personal and professional wellbeing.

In May, Moodbeam secured £200,000 of funding to kick start production of the first batch of 5,000 devices.

HEY Foundation Trust will distribute Moodbeam devices within CAMHs, pain management and social isolation. Hull University will become one of the first universities in the country to use it within their student welfare supports services.

Moodbeam is about to launch a consumer pre-order campaign.

moodbeam
a window on your world



“With an ever improving understanding and awareness of mental health and wellbeing across society, it has become ever more important to offer support as early as possible to those people affected.”
Mark Fahy



mTag

mTag's mission is simple – to enable the redistribution of advertising spend to those that deserve it and provide a far more effective form of advertising for brands and retailers.

mTag says that advertising spend for the promotion of products and services are grossly maldistributed, which has decimated the earning capacity of independent media entities.

The company has developed technology to make photos in everyday media shoppable, and a platform for media professionals to leverage this tech to organically advertise products.

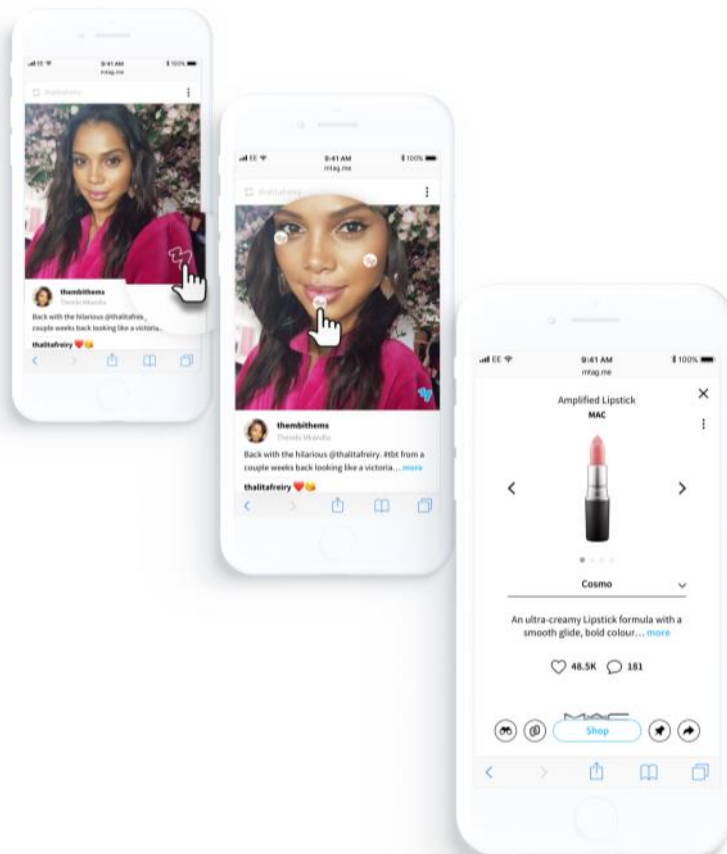
Through mTag Pro, when a product is tagged in a photo and a consumer clicks on its link to visit the website where the product is sold, the advertiser for that product pays 23p for the click. The click fee is split between all the contributors of each media asset.

The shoppable photos published from mTag Pro have yielded a 22.9% click-through rate, compared to the 0.05% of typical display ads.

mTag has prioritised the promotion of makeup and cosmetics in beauty themed media, however, plans to expand into other sectors.



“The opportunity to drive retail sales through visual media opens up a new pathway for the market to support e-commerce and provide consumers with a more immediate opportunity to purchase.”
Mark Fahy



“In just four years, the Panintelligence management team has grown its partner channel, company revenues and been able to scale operations and staff to support growth. This is the type of high quality business that the economy needs.”

Phil Smith



Panintelligence

Panintelligence is a pioneering data analytics software company based in Leeds which specialises in data visualisation.

Panintelligence supplies its software through more than 80 technology partners, including Equiniti, ACI, Tribal, Capita, Wellbeing and Sage. It competes with US giants like Microsoft, Tableau and Looker.

The technology may work “behind the scenes” but Panintelligence itself is becoming increasingly visible on the UK tech stage. Panintelligence was invited to join the techUK Data Analytics and AI Leadership committee which encourages data-driven change across both the public and private sectors.

Four years ago, CEO Zandra Moore was part of the management team that bought Panintelligence from Pancredit. Turnover has since increased by 354% from £330,000 to £1.45 million at the end of 2017 and the team from four to 30 people. Its partner base has also grown from 15 to 90 technology firms.

Panintelligence’s ambitions for global growth include the US, which is the world’s biggest data analytics market, Australia and Europe.

However, Panintelligence does not want to lose sight of its roots in Leeds. Its US expansion plans start in Boston, a leader in medTech and finTech that has close ties with Leeds.



PCMIS Health Technologies

PCMIS (Patient Case Management Information System) is a leading clinical data management system developed by the University of York to support healthcare workers across the UK and Australia.


The first “evidence-based” clinical system for mental health, PCMIS is designed to collect and analyse patient and service data to provide real-time information and reporting to mental health professionals.

Initially developed to meet the needs of NHS Improving Access to Psychological Therapy (IAPT) services delivering treatment for depression and anxiety, in 2006, PCMIS won the contract to support the national pathfinder implementation of the IAPT programme.

Now more than a third of NHS IAPT services use PCMIS, with thousands of healthcare workers logging in on a daily basis.

The PCMIS system is also used by student support services, military veteran support services, disability services, children and young person’s mental health services and a growing number of healthcare professionals in Australia.



A detailed close-up of a vintage movie camera. The image shows the intricate mechanical parts, including a large film reel at the top, a series of orange-colored sprocket holes on a metal plate, and a lens assembly on the right. The lighting is dramatic, highlighting the metallic textures and the precision of the engineering.

When you think of movies, Leeds may not spring to mind, but the first motion pictures were filmed there in the 19th century. Louis Le Prince (born in Metz, France) came to Leeds to work for an engineering company. He developed his own movie camera, moving from one spool to another through a shutter. The first motion pictures were filmed at Oakwood Grange and on Leeds Bridge in 1888.



Highly commended

Gala Technology

Rotherham based, Gala Technology Limited's unique payment solution, SOTpay is designed to protect both the consumer and the business, while conducting "card not present" transactions.

SOTpay enables the business to process secure and PCI DSS compliant transactions across numerous channels such as telephony, email, SMS, Web chat and Social Media.

As SOTpay eliminates the risk of fraud related charge-backs for businesses, simplifies compliance and reduces merchant card processing fees, it has entered into several high-profile contracts, with turnover expected to hit £8 million by 2021.



Healthcare Engineering

Healthcare Engineering is a Huddersfield company that grew out of an urgent need to improve efficiency and effectiveness in the UK healthcare system. It has developed a range of products – SmartER – that have the potential for impacting on hundreds of millions of patient journeys and improving healthcare and accessibility while reducing cost.



ViCardio was set up in early 2018 to commercialise the first consumer product of this revolutionary blood pressure sensing technology. Leeds was chosen as a base to work with the rich network of tech, design, digital and other commercial partners that the region offers. The business was founded as a joint venture with Headingley based Nephos Solutions.



Pocketworks

Pocketworks is a Mobile Apps Studio that has helped revolutionise smart labels on packaging. In 2017, the Leeds-based company partnered with the world's largest label printer, CCL Labels.

Pocketworks were tasked with creating the mobile application that seamlessly ties the CCL smart labels with their back-end system for initial use in live clinical drug trials.

A special read/write electronic label is applied to the medicines, interacting with a smartphone by initiating the trial patient and intelligently reminds them to take medicine at regular intervals as previously defined by the clinician.

When the medication is taken, and the label scanned, the date/time and the ambient temperature taken from the medicine chip is written to the database, ensuring the compliance of the patient.

CCL's purpose-built secure cloud database controls the rest. Instant reports, live field data and changes to the information, patient or trial can be made instantly by the push of a button.



Synap

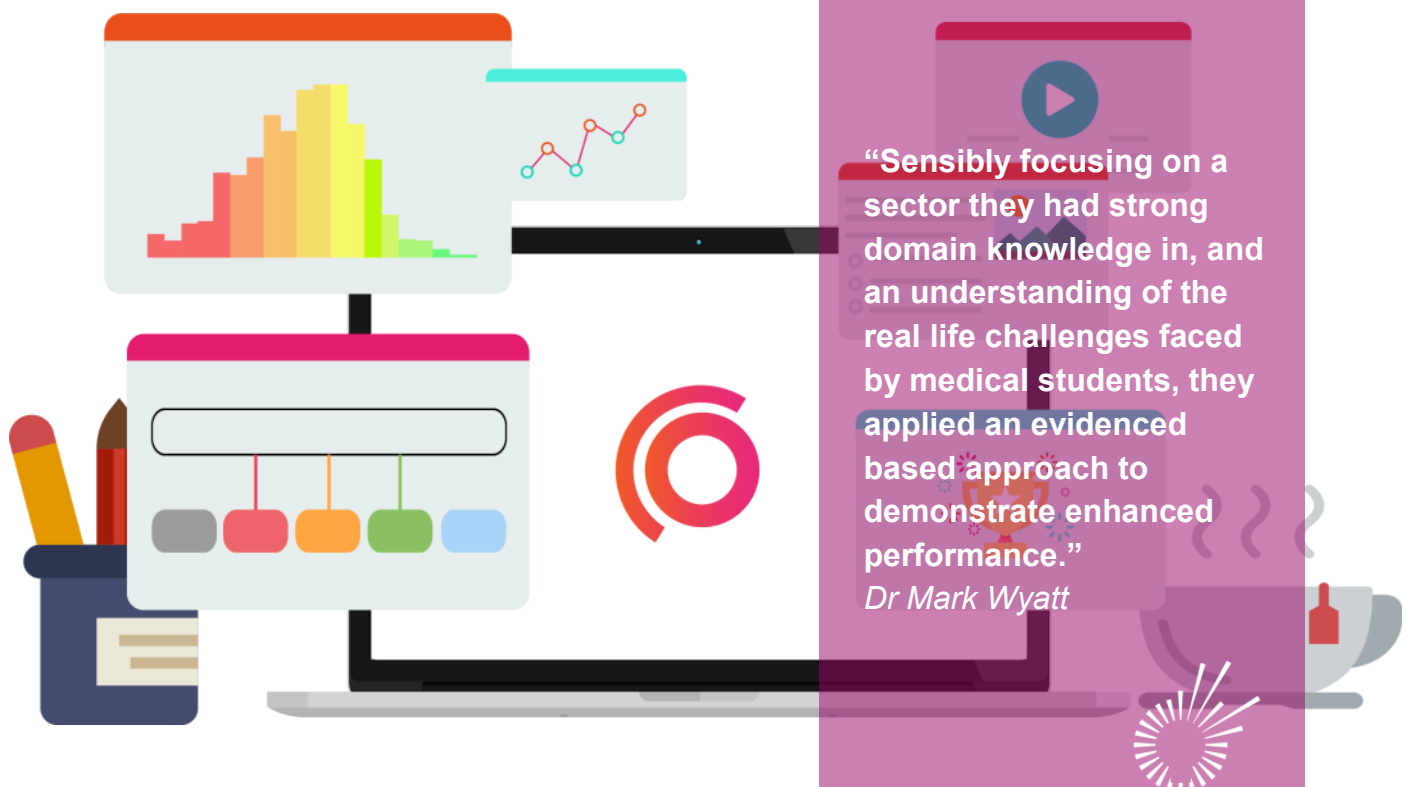
Synap is an intelligent online learning platform that uses machine learning to break topics down into easily-digestible five-minute chunks that are tailored to individuals' strengths and weaknesses.

It was founded by former students at Leeds Medical School as an education platform to help medical students and doctors prepare for their exams and improve their competency on the job.

Synap raised £180,000 in crowdfunding to further develop the platform and has seen overwhelming demand from SMEs, corporates and educational institutions to deploy it as a white-labelled training solution for their staff, students and partners.

Its first client was Daimler-owned mytaxi, a global taxi booking app which was looking to rapidly increase their workforce by training a new generation of black cab drivers.

Since then, Synap has worked with a range of other clients including household brands, cutting-edge startups and internationally-respected universities to deploy its unique training platform.



The Floop

The Floop was founded in 2012 by Aldo Monteforte, Dr Sam Chapman and Paul Ridgway with the mission to make mobility safer and smarter for everyone.

As a leading telematics service provider, it delivers solutions to insurers, OEM's and fleet operators worldwide.

The company uses data gathered from billions of driver miles to build propositions that score road journeys and deliver actionable insights via predictive analytics.

These allow insurers to price policies fairly and accurately, and engage drivers via rich end-user experiences.

The Floop became the first telematics provider to be granted approval to use the smartphone as a telematics mobility sensor in the USA.

In March 2017, The Floop received £13 million funding from Direct Line Group, Fosun and United Electronic Co which saw its potential to influence the future of mobility.

This allowed the company to double its employee count to 110 and invest in areas such as product innovation, resulting in the development of its complete telematics platform, FloopDrive.

Since launching, it has signed up its first set of customers and has active pilots in place with insurers in Europe and the USA.

“Sitting at the heart of the intersections between mobility, telematics and insurance, The Floop has developed powerful tools that analyse billions of driver miles to provide valuable insight for insurers and operators alike.” *Richard Carter*



TribePad

Recognising the demand for recruitment software suitable for mobile devices, TribePad, built the UK's first mobile optimised applicant tracking system, quickly winning Sodexo and the BBC as clients.

The applicant tracking system manages and streamlines the recruitment process, creating efficiencies while saving money with features such as job posting, candidate attraction, creation of candidate tests and automatic interview scheduling.

Sheffield-based TribePad's applicant tracking system, video interviewing, onboarding, contractor management and job board solutions are used by more than 13 million people in 12 languages worldwide.

Customers including Tesco, KFC, Selfridges, G4S and The Church of England choose TribePad because of its excellent support, great user experience and unique "free upgrades forever" promise.

During 2018 TribePad's growth has accelerated further with a 29% increase in revenue allowing expansion of sales, marketing and service delivery staff. Staff numbers have grown from 25 in 2017 to 34.

The company has its eye on international markets and recent wins include Subway throughout EMEA and Conduit Global in the USA.

A background image showing a person's hands clapping, with a laptop and papers visible in the background.

"Through the development of their software solution TribePad is already supporting some of the best known brands in the UK to identify and recruit the best people for the business, achieving significant traction across the UK already."

Mark Fahy



Vapour Cloud

Vapour Cloud is a cloud-first digital transformation specialist that delivers secure voice network and storage solutions to provide agile business communication services without the “corporate restraints” typically imposed by its competitors.

The business, which was established in 2013 by Tim Mercer, Jason Sharp and Steve Dempsey, is one of the north’s fastest growing tech companies.

Over the past few years it has secured around £4 million of equity funding, most recently £1 million from Seneca Partners to fund its ambitious growth plans. The aim is to increase turnover to £20 million within the next three years.

In 2015, Vapour Cloud moved its current headquarters to Halifax where it now employs 31 members of staff to support its burgeoning client base. It recently secured a contract with bookmaker Betfred, when the betting firm invested in Vapour’s omnichannel platform Höllr. The five-year relationship will be worth more than £2 million to VapourCloud.



White Label Loyalty

Around 75% of loyalty programs fail, which says Leeds-based White Label Loyalty is a huge problem for the retail sector.

White Label Loyalty has developed a solution by turning consumers’ existing bank cards into loyalty cards.

The result is a seamless user experience online and offline, no more lost/forgotten cards or complicated processes.

White Label Loyalty allows retailers to run their own branded and tailored loyalty program and provides them with the tools to make data driven decisions to increase retention.

With its mobile first approach, robust and proven platform and frictionless user journey, the company believes it will become the household name in digital loyalty.

Its platform is flexible enough to create a new loyalty solution, works in conjunction with existing solutions and can also be implemented in existing apps as an API for businesses who have already invested in an app.

White Label Loyalty gives brands the opportunity to get their own branded and tailored loyalty solution faster and is more cost effective than a traditional epos integrated solution.

“Driving rapid performance uplifts through its swift implementation coupled with extensive business intelligence capability, the business is well placed to benefit from the demands of increasingly fickle consumers.” *Richard Carter*





Jelly Tots were accidentally invented in Horsforth by Brian Boffey. He was trying to create powdered jelly at the time and stumbled upon toddler's favourite treats - what a mistake!



Whitespace Technology

Whitespace Technology is on a mission to “connect the unconnected”.

TV white space frequencies no longer used by TV channels following the move to digital, allow the Sheffield-based company to provide affordable access where incumbent service providers can't, or won't, go. This could be anything from a hotel in rural Scotland to a farm in Sierra Leone.

A TV whitespace (TVWS) radio doesn't require line of sight and can cover distances of up to 10 kilometres, meaning infrastructure costs are very low compared to current commercial technologies.

Using TV Whitespace in the UK means even the most remote parts of the country can get broadband speeds of up to 30Mbps. Globally this means Whitespace Technology can boost economies by getting more people online.

It is the only commercially-licensed TVWS ISP in the UK.

The majority of TVWS radio manufacturers are based in North America and Whitespace Technology has built close relationships with all of them. It has exclusivity agreements with the only suppliers ETSI-certified to operate commercially across Europe.

Whitespace Technology is currently working with Microsoft, Nominet, The University of Sheffield, The University of Edinburgh and several West African governments.



Zoo Digital

With Hollywood studios and global broadcasters as clients, ZOO Digital's disruptive approach and revolutionary technology is making waves in the global TV and movie industry.

ZOO Digital's subtitling, dubbing and digital distribution services enable the world's most sought-after TV and movie content to reach audiences across the globe.


From its Sheffield headquarters and strategic facilities in Los Angeles, Dubai and London, ZOO Digital operates in all global entertainment markets, and thanks to its cloud-based approach, it is geared to service clients in all territories and time zones.

Clients include all major Hollywood studios, including Disney, Sony Pictures and 20th Century Fox; global broadcasters including HBO, ABC, BBC Worldwide; and leading streaming platforms including Amazon Prime and Apple iTunes.

What sets ZOO apart from all its competitors is that its services are powered by the company's own cloud-based software.

ZOO also licenses its software to leading Hollywood studios, including Disney and Paramount, to enable them to manage production and distribution workflows in their home entertainment distribution processes.

For the financial year to March 2018, ZOO Digital saw a 73% organic increase in year-on-year revenue.



"Through the development of its proprietary cloud computing systems Zoo has been able to differentiate its offering and win business with the owners of the world's most sought-after TV and movie content enabling it to reach audiences around the world. The brand name client list and strong revenue growth made Zoo a compelling candidate for the list."

Dr Mark Wyatt



Mills & Reeve is a major UK law firm renowned for its outstanding service to national and international clients, for its collaborative culture and for its deep sector expertise.

We are investing significantly in our Leeds office and are seeking to use the knowledge and expertise we have developed over the last twenty years being at the centre of the Cambridge tech ecosystem to help support the Yorkshire tech community.

We have the advantage of scale and expertise to assist our clients from start-up to IPO/sale or expansion overseas.

Our ethos is we believe, both as an organisation but also as a region, to “Achieve More. Together” and we hope that this report and our other tech-focused initiatives will benefit both our clients but also the wider Yorkshire region.

www.toptechyorkshire.co.uk

www.mills-reeve.com

MILLS & REEVE

Achieve more. Together.