

## Are you an innovative start-up or scale-up with a disruptive digital workplace learning solution?

Then apply now to partner with Capita's corporate venturing unit *Capita Scaling Partner* to turbo-charge your growth in national and international markets.

### TechMarketView Innovation Partner Programme

Launched in 2018, the *TechMarketView Innovation Partner Programme* is helping some of the UK's leading enterprise software & IT services companies find innovative startups and scaleups as potential partners and help them sell into to their customer base.

After two highly successful programmes last year, TechMarketView is collaborating with Capita again, this time to help the UK business services leader find innovative companies that can revolutionise the **Future of Workplace Learning**.

### Pitch event

We will be running a pitch event in London on **Wednesday 6th November 2019** to identify businesses that are the best fit for a strategic partnership with Capita.

**APPLY NOW AT [www.techmarketview.com/futureofworkplacelearning](http://www.techmarketview.com/futureofworkplacelearning)**  
**Entries close Friday 4th October 2019**

“ *We're living longer, working smarter and feeling more interconnected than ever before. With the world at our fingertips, how do we sustain lifelong learning, and how will the future of education and work evolve as a result?* ”

## Capita and the Future of Workplace Learning

The global market for learning technologies is expected to reach over £300 billion by 2025\*. In all sectors people are having to learn new skills and apply themselves to new tasks quicker than ever before. Corporates and governments are struggling to access the digital skills they need, and companies that struggle to adapt are losing out to more nimble competitors. **In the UK alone, skills shortages are estimated to be costing the economy over £6bn per year\*\*!**

*Capita Scaling Partner* – the startup development unit of UK business services leader Capita plc, in association with the *TechMarketView Innovation Partner Programme*, is looking for startups and scaleups who think they can revolutionise the **Future of Workplace Learning**.

If you are selected for the programme you will get

- **Accelerated market access** to Capita's network of 9,000 corporate clients and 8,000 blue-chip suppliers, as well as businesses in international markets
- **Dedicated business development support** from the Capita Scaling Partner team to help turbocharge your growth
- **Input from subject matter experts** in Capita's People Solutions business, supporting the employment lifecycle from hiring to retiring for 6,500 clients across the private and public sectors
- **Unparalleled industry visibility** in TechMarketView research, including *UKHotViews*, arguably the most influential daily commentary on the UK tech scene.

## Capita Scaling Partner

Capita Scaling Partner (CSP) is a part of **Capita plc**, the UK's leading business services provider. In CSP we partner with startups to help them scale, providing them with access to Capita's huge network of clients, suppliers, investors and subject matter experts to secure long-term sustainable growth and profitability.

Capita has a client book stretching over thirty years into almost every blue-chip organisation in the UK, plus most local authorities and ministerial departments. As a result, Capita knows how to sell on a large-scale, and we help start-ups do the same, partnering with them to become an extension of their team. With a dedicated team of business development and sales strategy experts, CSP allows start-ups to think and act like a big company. From initiating conversations with executive level decision makers, to supporting with sales decks, sales pitches and pricing models, we have a unique, hands-on-approach that can truly accelerate growth for our start-up partners. To date, we've already partnered with five businesses, successfully helping them to refine their market proposition, access the most promising clients, and grow revenues.

## TechMarketView

TechMarketView is the most influential boutique analyst & advisory firm in the UK. Trusted by tech suppliers and tech users as they navigate change, TechMarketView analysts are known for robust analysis of suppliers and disruptive market trends, blending UK depth with forward-looking insight.

TechMarketView is passionate about supporting UK startups and scaleups. We have raised the profile of hundreds of young companies in the marketplace and helped them meet prospective partners and investors through programmes like *Little British Battlers*, *Great British Scaleups* and the *TechMarketView Innovation Partner Programme*.

## Eligibility

To apply for the *Future of Workplace Learning* pitch event:

- **You must be the Founder or CEO/MD** of a privately held UK tech company;
- **You should have an innovative solution** for the future of workplace learning;
- **Your solution must be at least at the MVP stage** and has been successfully deployed to one or more large clients;
- **You must have ambitions to scale your business** and generate substantial revenues in the future.

Your business should be focused on transforming the way companies, organisations, employees and citizens access learning, be it at work, at home or on the move. **We are looking for companies with the potential to disrupt established ways of working to help deliver better outcomes, for example:**

- Improved visibility of skills gaps or learning outcomes;
- Access to enhanced methods and sources of learning;
- More flexibility for employees to upskill themselves and transfer their skills to other roles.

It doesn't matter whether you are an early-stage company or have been in business for some time – **it's innovation we're looking for!**



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Full terms and conditions are on our website at <http://www.techmarketview.com/programmes-and-events/programmes/innovation-partner-programme/>. For further information, email [tipp@techmarketview.com](mailto:tipp@techmarketview.com) or call TechMarketView Managing Partner Anthony Miller on +44 20 3002 8463.