

Are you are interested in working with a FTSE company to drive your growth?

As part of the TechMarketView Innovation Partner Programme (TIPP), we have teamed up with Capita Scaling Partner, the corporate venture unit of the UK's largest business services company, Capita plc, to find innovative, scalable, data driven solutions.

We're looking for B2B startups and scaleups offering digital solutions to facilitate the transformation and automation of the public sector.

APPLY NOW

Application deadline: 24th February 2023

Who is Capita Scaling Partner?

Capita Scaling Partner has been helping startups and scaleups accelerate growth and enhance their valuations since 2018.

They provide full-time dedicated employees to help open new sales channels and widen networks in both public and private sectors in exchange for equity.

This unique equity-for-services model incentivises both parties to pursue the same long-term end goal, ensuring mutual success and business growth.



“TechMarketView has teamed up with Capita Scaling Partner since 2018 and witnessed how their innovative partnership model has proven an effective alternative to VC funding in unlocking the potential of startups and scaleups”

Anthony Miller, Managing Partner, TechMarketView

Capita Scaling Partner Success Stories



A total talent platform providing customers with a single view and access to all talent available.

- Successful exit in 2019: Adepto was **acquired by US-based learning experience platform**, Degreed
- **6x revenue** growth within 18 months of CSP partnership
- **Introductions to 150+ companies** across the UK, Singapore and South Africa



Cloud-based adaptive learning platform allowing organisations to create, deliver and monitor online learning.

- **15x ARR growth** within 18 months of partnership
- Deal sponsored by Capita Learning with **largest UK corporate learning provider**
- **300+ qualified intros**, resulting in contracts with Capita clients, including Tesco Mobile, BSI and Gas Safe Register



AI powered platform of fully managed, globally distributed software developers and data engineers.

- **26x run rate growth** in the first 22 months of the partnership
- Integrated into three **multi-million pound public sector Capita bid submissions**
- Securing Capita as the first corporate client enabled them to gain **credibility amongst other large enterprises**

Why Should You Apply?



Do you struggle to find new **sales channels** in the **public sector**?



Are you looking to widen your **partner network**?



Have you built a digital solution that facilitates **transformation & automation**?

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Eligibility Criteria

- 1. B2B digital solution:** You should have an innovative B2B digital solution that can facilitate the transformation and automation of the UK public sector.
- 2. UK focus:** Your company should have a strong focus on the UK market.
- 3. Established use cases:** Your solution should be at the MVP stage & demonstrate an established use case with one corporate client.
- 4. Strong desire to grow:** You should have annualised recurring revenue between £150k-£2m and be ready to accelerate growth.
- 5. Privately held:** You must not be publicly listed or a subsidiary of a larger enterprise (but you may have external investors/shareholders).

If your application is successful, you will be invited to a pitch day in late March with Capita Scaling Partner and TechMarketView.

Full details at techmarketview.com/capitascalingspartner