



TechMarketView and Capita on the lookout for startups and scaleups transforming the public sector

London, UK, 23rd January 2023: Technology startups with innovative digital solutions to transform and automate the public sector are being given the chance to partner with the UK's largest business services company to turbocharge their growth.

The TechMarketView Innovation Partner Programme (TIIP) has once again teamed up with Capita Scaling Partner, the corporate venture unit of Capita plc, to find startup and scaleup companies delivering game-changing solutions. Applications are now open for eligible firms ahead of a pitch event in March.

The successful company will join the Capita Scaling Partner (CSP) portfolio in a unique equity-for-services model, ensuring mutual success and business growth. Since 2018, CSP has earned an esteemed reputation for scaling tech startups by providing full-time, dedicated employees to open new sales channels and widen networks in both public and private sectors. As a result, companies within the CSP portfolio see an average growth per annum of over 200%.

Matt Bunn, Co-Founder and Managing Director of CSP, said: "It's extraordinarily difficult for startups to work with the public sector. As a leading partner to Government at a local and national level, Capita has a huge amount of value to add to scaleups with the ambition of winning business in the public sector. Our unique engagement model, along with the quality of our people and the access they provide, has fuelled the growth of the fantastic firms in our portfolio. Alongside this, the benefits to Government working with SME's is clear, they offer innovative solutions and cutting-edge technology at a fraction of the cost to develop a similar solution in-house."

Anthony Miller, Managing Partner at TechMarketView, added: "We have worked with Capita Scaling Partner since 2018 and have witnessed how their innovative partnership model has proven an effective alternative to VC funding in unlocking the potential of startups and scaleups."

The deadline for applications is the 24th of February 2023. Eligible firms must have a B2B, digital solution for the UK public sector offering transformation and automation. It must also have established use cases and a strong desire to grow, with annualised recurring revenue between £150,000 and £2 million.

One of the success stories from the CSP portfolio is OBRIZUM, a cloud-based adaptive learning platform allowing organisations to create, deliver and monitor online learning. Since signing the partnership 18 months ago, OBRIZUM has seen Annualised Recurring Revenue (ARR) grow by 15 times. The Cambridge-based firm has had more than 300 qualified introductions resulting in contracts with Capita clients including Tesco Mobile, BSI and Gas Safe Register.

Another example is Distributed, an AI-powered platform of fully managed, globally distributed software developers and data engineers. In the first 22 months of the partnership, Distributed has

seen 26x run rate growth. The solution has been integrated into three multi-million pound public sector Capita bid submissions, while securing Capita as its first corporate client, enabling them to gain credibility among other large enterprises.

To find out more about the process or to apply, please visit

www.techmarketview.com/capitascalingpartner

About 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. Since its founding in 2009, TechMarketView has been a passionate supporter of UK tech startups and scaleups through programmes such as Little British Battlers, Great British Scaleups and the TechMarketView Innovation Partner Programme.

About Capita

Capita is a consulting, transformation and digital services business. Every day our 52,000 colleagues help millions of people, by delivering innovative solutions to transform and simplify the connections between government and citizens, businesses and customers. We partner with our clients and provide the insight and cutting-edge technologies that give time back, allowing them to focus on what they do best and making people's lives easier and simpler. We operate across three divisions – Capita Public Service, Capita Experience and Capita Portfolio – in the UK, Europe, India and South Africa. Capita is quoted on the London Stock Exchange (CPI.L). Further information can be found at: <http://www.capita.com>

About Capita Scaling Partner

Capita Scaling Partner (CSP) is the corporate venture arm of Capita plc. CSP turns traditional venturing on its head by focusing on operationalising 'partnerships' between the corporates and B2B tech SMEs, creating value for both parties.

Led by Co-founders John Downes and Matt Bunn, CSP represents a growing portfolio of B2B tech companies across a range of sectors including fintech, Artificial Intelligence, Augmented Reality and social value, enjoying a growth rate far in excess of traditional corporate venturing models.