

Annex C. Case studies of business supported through the EIF-supported High Growth Business Programme

Case Study 1

Aptamer Solutions, Heslington York - Micro Business (1-5 employees)

Relatively new business in early stages of growth, Aptamer provides the technology to process an alternative to antibodies in the form of synthetic antibodies. There is a large market for this and the technology has a wide range of applications. Having recently received investment the company is now ready to grow into a business with the potential to reach £1m turnover in 12 months.

Engaged with SCY initially through the business mentoring programme in October 2012, and then following a successful period of one to one coaching, signed up to receive further support through Growth Accelerator in April 2013. Across both programmes Aptamer received support in reviewing their cash flow and developing a key action plan for the next 12 months.

The company has now completed both schemes and received a total of 9.5 days of coaching and has since already moved into new premises on York Science Park in order to help meet the company's ambition and potential for growth.

Case Study 2

Chiropractic Plus, Haxby York - Small Business(6-50 employees)

Offering more than just acute care of pain management, Chiropractic Plus was established in 1997, has clinics in both Haxby and Pocklington, and has to date helped nearly 9000 clients with a wide range of conditions. As part of one of the fastest growing professions in the health sector, Chiropractic plus has already established a firm client base and has even further potential to grow and expand the business.

Engaged with SCY through GrowthAccelerator in August 2012 and then following the completion of the program were assisted further as part of

the business mentoring programme from July 2013. Main focus of support included developing a clear 3 year strategy, creating a sales and marketing culture with members of staff, and agreeing a performance criteria.

Chiropractic plus has received to date more than 5 days of support across both programmes, work with the company through the business mentoring scheme is ongoing. The company has also submitted an expression of interest in applying for the new RGF grant scheme launching in October 2013.

Case Study 3

Bowness & Bowness Ltd, Riccall, York - Micro business (1-5 employees)

Bowness & Bowness is a design company with great potential to exploit some unique and high end designs into wall coverings. The company was established in 2010, and is showing very high growth potential having already experienced a tremendous amount of interest and success at trade shows where they have exhibited.

Bowness & Bowness had already completed coaching through the business mentoring scheme in 2011 when they signed up to GrowthAccelerator in October 2012, in the past 12 months they have received 4 days of coaching through the programme. The support they received looked at creating a robust strategy for the next 3 years as well as developing a comprehensive marketing strategy.

Bowness & Bowness have also created a new job as a result of SCY's intervention