

Scale | IoT

Cohort Overview
May 2022



In collaboration with:

**GROWTH
BUILDERS**

Scale | IoT

Innovations are creating new challenges and opportunities for businesses, and we believe it is vital to recognise and collaborate with fast growth scale-up technologies for the benefit of the sector.

The Scale Programmes provide the missing link between large organisations and the scale-ups on their growth journey. Our programmes are designed to connect high-quality scale-ups who are ready to scale with large progressive organisations looking to embrace new technologies and pioneering new services.

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Scale-ups

£170m Funded

200+ Employees









Meet the cohort

Our cohort have been carefully selected as high potential, product ready companies who are rapidly scaling.

The scale-ups have been working alongside PwC and GrowthBuilders to further progress their growth journey. They have received support from sales and marketing experts, guidance from senior executives within PwC, and extensive opportunities to engage with decision-makers from some of the world's leading brands and enterprises.

The companies are asking for your support as they continue to scale, so if they are useful for your role, your business or your wider network, please get in touch!

Company	Overview	Link
	Vantiq makes it possible to build, deploy and manage real-time applications at unprecedented speed.	Link
	EdgeIQ is CRM for Machines. Essential DeviceOps software for Connected Product companies.	Link
	Albora provides reliable and secure real-time high-accuracy geolocation data for mass-market applications.	Link
	Servitly empowers equipment manufacturers to deliver digital and advanced services to their customers by harnessing their connected products.	Link
	Kinéis is a satellite operator and a global connectivity provider. As heir of the ARGOS System, we combine the best of NewSpace and IoT.	Link
	The Edge Software Company. Develop, Deploy, Connect and Manage at Scale IoT Systems at the Edge.	Link



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<https://vantiq.com>



Nick Harmer

VP, EMEA

Founded: 2015

Employees: 70

Funding: £46m

HQ: Walnut Creek, CA

Overview

The next-generation of digital business systems will be driven by the ability to sense, analyze and act on data from IoT sensors, cameras, AI, and more, to bring new intelligence to the enterprise. Only Vantiq is purpose-built to rapidly turn real-time data into smart business applications.

The Vantiq platform manages the entire application lifecycle from Design and Development, to Deployment and Maintenance so you can focus on your business and not the underlying infrastructure.

Vantiq applications handle massive scale processing of real-time data from IoT devices and deploy anywhere, including cloud and edge computing systems. Vantiq is different from traditional cloud and hyperscale vendors because we take a holistic approach that avoids the risk of failed projects.

Use cases and benefits

For examples of customer use cases, we have numerous categories, including: smart city/building/venue; new SaaS business services deployed by 5G telcos; environmental monitoring & safety applications; smart manufacturing; retail store analysis and energy management; smart agriculture; field service & maintenance; oil/gas & energy production.

Business model

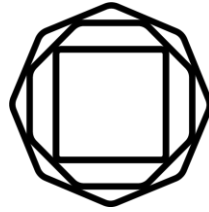
We sell within a partner eco-system. This includes business & technology consultancies and system integrators who, with our enabling services, will build Vantiq applications on behalf of our customers. We also partner with global infrastructure vendors who supply complementary platforms. Partnerships with AI and GIS partners help to complete the customer solution. We sell via resellers, ISVs/telcos who embed our technology in their products, or direct to enterprise customers.

Target Clients

Telco – Retail - Public sector – Energy & Utilities - TMT



Vantiq makes it possible to build, deploy and manage real-time applications at unprecedented speed



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Michael Campbell

CEO

Founded: 2012

Employees: 15

Funding: £11m

HQ: Boston, USA

Overview

EdgeIQ provides software that simplifies and scales the deployment, monitoring, management and integration of devices and their data for connected product companies. More than a standalone solution, EdgeIQ delivers powerful automation and orchestration capabilities that drive seamless integration into broader business workflows, applications and solutions.

Use cases and benefits

Customers implement the EdgeIQ DeviceOps service into their device, data and field service management solutions. We provide off the shelf, turnkey management of any connected products over any network integrated with any cloud application or service.

Business model

EdgeIQ provides its software as a service. The platform has a minimum annual subscription and scales pricing based on the number of devices registered with the service.

Target Clients

Connected Product Manufacturers



EdgeIQ is CRM for Machines - essential DeviceOps software for Connected Product companies



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www.albora.io



Anselm Adams

CEO

Founded: 2017

Employees: 19

Funding: £3m

HQ: London, UK

Overview

ALBORA is a London-based start-up which offers a software-based and hardware-agnostic high-accuracy geolocation solution for general positioning, asset tracking and management for Infrastructure, IoT, Logistics, Industry 4.0, micro and share mobility and autonomous Navigation.

The company's product: *AlbaSpot*, is a high-precision geolocation service based on all GNSS signals that uses our proprietary technology to provide better positioning, tracking and visualisation of assets, especially suited for tracking in challenging cases, such as zones with semi-covered or metal pipes such as industrial complexes, areas experiencing GNSS jamming and spoofing, or urban canyons where certainty of location is important.

Use cases and benefits

Use cases include

- Low-power high accuracy asset tracking
- Geofencing of assets vehicles and people.

Business model

Our solution has an affordable SaaS model charging a yearly or monthly fee per asset tracked.

Target Clients

Telecoms - IoT Providers - Micro-mobility - Private Networks



Albora provides reliable and secure real-time high-accuracy geolocation data for mass-market applications



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Stefano Butti

CEO

Founded: 2019

Employees: 8

Funding: Bootstrapped

HQ: Lomazzo, Milan

Metropolitan Area, Italy

Overview

Servitly empowers equipment manufacturers and service providers (energy companies, utilities) to deliver digital and advanced services to their customers and manage the after-sales life cycle of connected products. Offerings include:

- Design and monetization of digital services (such as monitoring, reporting, notifications, configuration, optimisation, integration, interoperability)
- Delivery of data-driven maintenance contracts and performance advisory services
- Optimisation of consumables and spare parts ordering
- Define and implementation of advanced pricing models (pay per use, pay per availability, pay per outcome)

Use cases and benefits

Domino Printing (based in Cambridge, UK) has undertaken a servitization journey to maximise the final outcome for its customers, while ensuring their peace of mind.

Domino has chosen Servitly to implement "Domino Cloud", an IoT-enabled digital system to complement its product-service system "Safeguard" and deliver digital services to its customers, thus increasing its competitiveness.

Business model

Servitly is a cloud-based software mainly delivered through a SaaS model.

Target Clients

Equipment Manufacturers (*including hvac systems, food & beverage equipment, packaging equipment, machine tools, industrial machines, pumps, air compressors, power generators, textile machines, medical devices*)

Energy companies, Utilities



Servitly empowers equipment manufacturers to deliver digital and advanced services to their customers by harnessing their connected products

kinéis



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Alexandre Tisserant,
Astrid Cousteau
CEO, CCO

Founded: 2019

Employees: 60

Funding: £100m

HQ: Ramonville-Saint-Agne, France



Kinéis is a satellite operator and a global connectivity provider. As heir of the ARGOS System, we combine the best of NewSpace and IoT.

Overview

Founded in 2019, Kinéis is a satellite operator and a global connectivity provider. It inherited CNES and CLS expertise from forty years of working with the Argos system and developed reliable technology that provides easy access to useful satellite data. In order to make life easier for professionals and individuals and to encourage them to use its product and services, Kinéis locates and connects objects wherever they are on the planet. It does this by deploying its full capacity for technological innovation to combine NewSpace and IoT.

Use cases and benefits

Kinéis offers true global connectivity with no boundaries and is open to all use cases.

Targeted use cases include environment, industry and energy, transportation and logistics, agriculture and outdoor leisure.

Business model

Kinéis addresses an international eco-system of value-added resellers (VARs) and value-added manufacturers (VAMs).

We provide low-cost, low-power, global connectivity dedicated to IoT.

Target Clients

VARs - VAMs - Telecom

Oil & Mining - Transport & Logistics - Utilities (electrical & water) -

Maritime - Environmental & Scientific - Smart Agriculture

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**Keith Steele, Tom
Urquhart**

CEO, SVP Global
Solutions

Founded: 2017

Employees: 55

Funding: £10m

HQ: Newcastle, UK

Overview

IOTech edge software products are built on open technology used by hundreds of thousands of users worldwide. Our software helps you to connect and acquire real-time sensor data, run edge intelligence, integrate with any cloud with complete deployment flexibility and manage your edge applications and nodes at scale.

Our solutions cover the full spectrum of secure hard and soft real-time edge computing requirements, maximize 'best of breed' user choice, and provide a software foundation for effective collaboration across multiple vertical markets at the IoT edge.

Use cases and benefits

Clients employ IOTech software to help them easily collect OT (field) data from a wide variety of sources / protocols, and then to process this data within our edge platforms to provide insights such as trend analysis; predictive maintenance; visual inferencing, streaming to cloud/IT endpoints, etc.

The software is horizontally applicable but we are seeing the greatest current traction in the industrial, building automation, and energy / utilities sectors.

Business model

IOTech is a software products company. We have developed significant IP in our products for IoT data acquisition and streaming, edge processing, and edge systems management. We derive our revenue from

- (a) Licensing our products
- (b) Providing professional services to help our customers get the best from our products.

We mainly sell through channel partners, e.g. SIs, industrial OEMs, IT hardware and software partners.

Target Clients

Industrial - Energy & Utilities - Retail & Consumer



***The Edge
Software Company
Develop, Deploy,
Connect and Manage
at Scale IoT Systems
at the Edge***

GrowthBuilders solves the biggest corporate innovation challenges through scale-up and corporate collaboration.

We combine our hands on experience of leading corporate innovation teams and working in and with over 500 scale-ups to turn connections into commercial outputs.

Innovation partnerships

We've mapped and assessed over 20,000 global innovators across 15 sectors to help big brands harness the full potential of working with exciting new technologies. If you are interested to find out more then get in touch!



Problem Framing to assess your challenges that would benefit from scale-up solutions



Curated scale-ups based on your defined challenges and our expert assessment of tech



Rapid collaboration with tech scale-ups with proven products, facilitated by us



Iterative approach to scale-up selection and collaboration, to get the right solutions



Minimise costs and risks as we form part of your team as a cost-effective expert resource



Proven ROI and use cases to roll out in your business

growthbuilders.io

Get in touch



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