Case-study: Tech City UK Cluster Alliance

1) Description of initiative(s)

- Accelerates ecosystem development across 13 of the UK's leading tech clusters, to share expertise, knowledge, insights and drive opportunities
- Provides a national platform for the regions and clusters to gain access to talent, markets, partnerships, capital and to showcase their respective tech communities whilst adding their voice to Government
- A network through which interested parties (investors, corporates) can reach start-ups on a national level

2) What need does this solve for scale-ups?

(1) Coordination, connectivity and promotion	(2) Access to Skills	(3) Leadership Capacity Building	(4) Customers (Domestic & Export)	(5) Financing	(6) Infrastructure
Provides a platform for the clusters to promote their regions, connect and share best practises and coordinate on policy issues	Expands the potential talent pool from which to fill gaps – previously local, now a national pool	Builds awareness among start-ups of the support systems that exist	Builds awareness of new and active sales/customer/ supply opportunities in other markets across the country, and fosters the connections that make these actually happen	Connects investors/financers/ corporates with potential targets for financing	Is a voice to national government on the biggest infrastructural barriers limiting growth for scale

3) Which stakeholders in the ecosystem are involved with running this?

Entrepreneurs	Ecosystem umbrella organisations	Government (national/ local)	Private sector	Investors/financers	Education providers
Entrepreneurs	Tech City UK	BIS, UKTI, Cabinet Office	Various Digital business from each regions		

4) What does success look like? What impact/outcomes are expected?

- Targeting support to each cluster across the country based on specific needs
- Mapping and identifying capabilities, weaknesses and strengths of each cluster and then addressing them through knowledge transfer and connectivity
- Facilitating connections between start-ups and interested third parties to enable growth
- Example of success to-date is the piping of CodeClub into Newcastle because of an opportunity identified in a National Cluster Alliance event: there are now 50+ clubs in Newcastle, and greater coverage of activities within the regions via national media
- A strengthened international position through the evolution of a unified national voice, representing all 13 Clusters and regions across the UK
- Examples include events like the Cluster Showcase, the first nationwide OpenCo festival (6 cities participated across the country), and greater collaboration between cities