

LBB100

CHAMPIONING THE BEST IN UK TECH SMES

THE LITTLE BRITISH BATTLER 100 (LBB 100) REPORT ABSTRACT

AUTHORS: John O'Brien, Angela Eager, Rebecca Johnson

MARCH 2017

38 PAGES

38 CHARTS

Report Price: £995 +VAT

SCOPE OF THE REPORT

The LBB100 report is a celebration of over 100 innovative UK tech SMEs taking part in our 'Little British Battler' (or LBB) Programme. Our LBBs completed a questionnaire telling us what it takes to make it as a UK Tech SME.

Here are a few of the highlights:

- Which sectors are seeing the fastest growth among LBBs?
- What age do most get acquired or sell up?
- When do most LBBs seek external investment?
- Which technologies are going to be most disruptive over the next 5-10 years?

MARKET MESSAGES & REPORT HIGHLIGHTS

- Out of the 100 LBBs, almost a quarter have undertaken some kind of corporate activity since we met.
- 14 LBBs have been acquired by larger competitors or external investors and many have made acquisitions themselves.
- 48% plan to raise funds in the next five years.
- Over a third are open to the prospect of selling for a significant premium within that time frame. This presents a significant opportunity for investors.
- The average age when LBBs get acquired is higher than we had expected as is their average revenue at acquisition.
- LBBs are heavily committed to leading edge technologies. Cloud, Automation, AI/Machine Learning, Big Data and Analytics and Cognitive Computing technologies. They are not standing still either - the LBB community is targeting early stage technologies such as the Internet of Things (IoT) and Augmented Reality.
- Most LBBs have some form of strategic partnership arrangement with larger SITS players, to gain access to their enhanced scale, capability and customer reach. UK SITS market leader Capita stands out as the biggest partner to the LBBs, but many others were named within the survey.
- Amazon Web Services and Microsoft Azure are both important infrastructure providers for LBBs.

WHO SHOULD READ THIS REPORT

Anyone interested in partnering with, investing in, or acquiring UK tech SMEs; UK SITS SMEs keen to benchmark their performance against peers; end-user organisations looking to better understand their SME suppliers and the general SME Tech landscape.

KEY COMPANIES COVERED IN THIS REPORT



WHAT YOU'LL LEARN FROM READING

Readers will get data driven insights into the operating environment of SMEs in UK Tech. This will include analysis of acquisitions, revenue performance & profitability, funding & investment strategies, disruptive technologies, technology focus areas, strategic partnerships, opportunities & threats in the next five years and analysis by vertical market focus.

TABLE OF CONTENTS

Executive Summary

Key Messages

The LBB100 Supplier Landscape

The LBB100 Key Trends

Operational Performance

Peer-Group Benchmarking

Market Landscape

The Future

Opportunities

Threats

Conclusion

Appendix

REPORT STATISTICS

- 38 PAGES
- 38 CHARTS
- 100+ COMPANIES PART OF OUR LBB PROGRAMME
- 48 LBB SURVEY RESPONDENTS
- **AUTHOURS:** JOHN O'BRIEN, ANGELA EAGER, REBECCA JOHNSON

For more information about how to access this report please contact [Deb Seth](#) at TechMarketView