

Taftie Academy Staff Training

Supporting scaling and scaleup businesses

Date & Place: 28-29.10.2026, London (venue and hotel below)

Starting Time: 28.10 09:00h

Ending time: 29.10 16:45h (Please, note that the Staff training + lunch ends at 13:45)

The Taftie Scale-Up group will internally reflect on the learnings of the training and is open to **all** interested Taftie parties. We invite you stay and explore the group and its activities

Host: InnovateUK

Venue: Carlton Room at Events @No 6 located at [6 Alie St London, E1 8QT](#)

Trainers:

[Neil Donald](#) and [Chris Speakman](#): Inventya

[Ewa Bloch](#): InnovateUK

Scalup InstituteUK

Registration: [Taftie Website](#)

Please, contact the Taftie Academy, Janine Halder and Susanne Stremitzer (Janine.halder@ffg.at; Susanne.stremitzer@ffg.at) for questions regarding the content and registration

Brief Description

The Taftie Academy Trainings are primarily designed to approach newcomers in the topic, hence Junior staff, but may also be suitable for experts and Senior staff of innovation agencies who are open to dive into new topics or to re-fresh. The full 2 day, in-class training is designed to receive the theory that is necessary and as much hands-on work as possible.

Course objectives

Participants will:

- Understand what distinguishes prescale businesses, scaling businesses and scaleups
- Learn how to identify and assess them
- Understand key barriers to scaling
- Map the support ecosystem and their agency's role
- Design or refine support instruments tailored to scaleups

Prior homework: Prior to attending, please have in mind the following:

- What support does your agency currently provide to businesses?
- Who is the target audience of the support?
- What stage of business growth is the support aimed at?
- What works well?
- What is difficult or underdeveloped?
- What does success from attending this session look like (key take aways)?

Prior reading and preparation (only recommendation not obligatory. The UK has different definitions for scale-ups, so it is worth to have a look)

Innovate UK Business Growth main website: <https://iuk-business-connect.org.uk/business-growth/>

Innovate UK Scaling Support webpage: <https://iuk-business-connect.org.uk/programme/scaleup/>

Case studies:

- [Scaling success Quantum Science grows with Innovate UK](#)
- [Innovate UK helps Qkine grow with a formula for scale](#)
- [Scaleup Programme leads to bright future for Photocentric](#)

Preliminary agenda (subjected to small changes but start and end times are fix)

Day 1 28 October 2026

09:00-09:15 (Local time!)	Welcome by host (InnovateUK)	Ewa Bloch - IUK
09:15-09:30	Icebreaking activity (Inventya)	Related to the homework questions?
09:30-10:30	What are scaling and scale-up businesses? (Scaleup InstituteUK)	Definitions: Startup vs scaling business vs scaleup; Why scaleups matter; Background to Scale-up (theory behind it); Types of businesses and triggers – spin-out to more established business, European data/context, key policy actions Growth dynamics: Linear vs exponential growth; Business model scalability. Are scaleups in all sectors?
10:30-10:50	Coffee break	
11:00-12:30	The Scaleup support ecosystem and identifying Scaling (Scaleup InstituteUK)	Understanding who supports scaleups and how systems interact; Who are the key stakeholders in supporting scaleups – mapping the ecosystem; Businesses & Scaleups; How to identify potential scaleups? Key indicators; Qualitative signals; Data sources 2/3 regional players to give their insights – plus London Stock exchange
12:30-13:30	Lunch break	
13:30-14:15	Exercise (hands-on) (Inventya+Scaleup InstituteUK)	Exercise (hands-on): Case review: Identify which companies are: Startup / scaling / scaleup Build a simple “scaleup filter” checklist
14:15-15:00	Challenges Scaleups Face (Inventya + Scaleup InstituteUK)	What are the challenges they face? High level challenges with specific examples
15:00-15:20	Coffee break	
15:20-16:45	Working with scaleups in practice (Inventya)	How scaleups differ from startups in engagement; Advisory vs transactional support; Building trust with high-growth firms; Managing expectations and outcomes.

Day 2 29 October 2026

08:30 (Local time!)	10 Minutes (Inventya)	On your tables agree the three main things that struck you from yesterday's session and report back to the room
08:40-09:40	Designing scaleup support. What works in supporting scaleups (Inventya)	Overview of process for designing and developing the IUK BG Scaling Support offer. Content: Key design principles; Organisational considerations; Customer journey of a scaleup; Types of support instruments Tailored vs generic support; Segmented approach – one size doesn't fit all
09:40-10:30	Fireside chat with SUD / clients	Scaleup Director and client perspective
10:30-10:50	Coffee break	
10:50-12:30	Working with scaleups in practice; Measuring impact and success Action planning (Inventya+Scaleup InstituteUK)	How scaleups differ from startups in engagement ; Advisory vs transactional support ; Building trust with high-growth firms ; Managing expectations and outcomes
12:30-12:45	Feedback & QA	
12:45-13:45	Lunch break	
Taftie Scale-up group meeting (all training participants are invited to join!)		
13:45-15:00	Reflection of the Taftie Scale-up group (VLAIO)	About the working group; Lessons learned from national support/programs. Integration of learnings from the training, Collaboration between Taftie agencies
15:00-15:20	Coffee break	
15:20-16:45	General updates; Outlook Taftie Scale-up working group (VLAIO)	

Who Should Attend?

Newcomers in the topic, Junior staff as well as experts and Senior staff of innovation agencies who are open to dive into new topics or to re-fresh.

Learning Outcome

Networking with staff from other Taftie Agencies

This course is designed to equip participants with the knowledge and skills needed to navigate in the Scaling environment

Costs and registration

For Taftie members the fee is free of charge for 3 persons/agency (Travel and hotel costs have to be covered by the participant's agency). For international partners, or additional participants the participation fee for the training amounts EUR 300 per day.

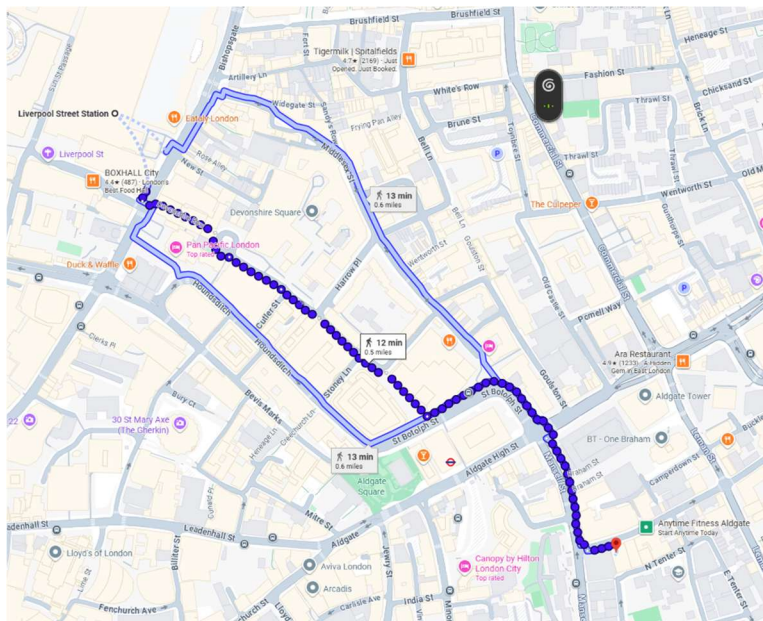
For international partners as well as for further questions regarding the participation, [registration](#), or workshop costs, please contact Janine Halder and Susanne Stremitzer:

Janine.Halder@ffg.at; Susanne.Stremitzer@ffg.at

Venue and hotels:

The venue we will be using for the 2 days is the **Carlton Room at Events @No 6** located at [6 Alie St London, E1 8QT](#).

Getting to the venue: 6 Alie St London is located in the Whitechapel area, about a 12minute walk from Liverpool St Station. Additionally, it can be accessed by about a 3-5minute walk from either Aldgate Station or Aldgate East Station.



Hotel recommendations:

Holiday Inn London - Whitechapel by IHG

5 Cavell Street, London, E1 2BP

Average £141/ night

Hub By Premier Inn London Spitalfields

86 Brick Lane, London, E1 6RL

Average £142/ night

Hub By Premier Inn London Shoreditch

Quaker Street, London, E1 6SN

Average £156/ night

TRAVLODGE CENTRAL ALDGATE EAST

6-13 Chamber Street, London, E1 8BL

Average £120/ night