



Case Study

PROJECT OUTLINE

EPM was commissioned by the Sheffield Hallam University to undertake the final evaluation of the ScaleUp 360 programme worth £3.18m in the Sheffield City Region. Conducting a summative assessment to evaluate the project performance against output targets and measure impact is a requirement of all ERDF (European Regional Development Fund) projects.

AIMS & OBJECTIVES

The aim of ScaleUP 360 was to deliver tailored business support for SMEs and entrepreneurs to enable them to scale up their business nationally or internationally, increase employment, and/or introduce new products/services to the market. The support included high growth prospects like peer to peer mentoring and workshops, to create significant business growth.

EPM'S EVALUATION METHODOLOGY

The methodology for the summative evaluation consisted of:

- A comprehensive review of project documents
- Surveying and interviewing project beneficiaries
- Facilitating interviews with beneficiaries and wider stakeholders
- Project management workshop
- Data analysis, benchmarking and reporting
- Recommendations

KEY ACHIEVEMENTS

The final assessment has highlighted the following impact of the project:

- 74.3% of beneficiaries indicated that their expectations were met or exceeded with the service they received from ScaleUp 360.
- 43.01% of companies reported an increase in revenue, 43.01% of companies reported a productivity improvement, 17.2% of companies reported an improved sustainability/environmental impact, 21.51% of companies reported an increase in robustness.
- The services found most useful are the bespoke mentoring and the specialist packaging or product design R&D services from Design Futures.
- 57% of SMEs reported making progress towards bringing to market a new-to-firm product or service

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CONTACT US FOR YOUR EVALUATION:

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SCALEUP 360 BENEFICIARY TESTIMONIALS

Revamped Curtains is a sustainable recycling textile business with an online shop. They seeked to keep unwanted fabrics in the UK rather than increasing the carbon footprint by them being sold and sent abroad. They looked for mentoring, focused business support and skill development. The business received invaluable mentoring guidance on many broad-ranging issues and difficulties from packaging to new product development & product costs, helping keep the business focused and moving in the right direction during the first years of trading.



"I strongly believe that Revamped Curtains would simply not exist without ScaleUp 360 support. I'm so proud of what has been achieved in the face of huge odds, that Revamped Curtains is still trading, and that in the midst of this economic uncertainty my bespoke product range is actually growing. When customers leave wonderful reviews, send gifts and personal messages this success reflects also on the ScaleUp 360 project. More bespoke products will be made and more textiles diverted from going abroad and potentially into landfill. Part of that sustainability success is due to ScaleUp 360. I will always be grateful to this project which helped me establish a firm business foundation. I'm excited about the future.."

– Tania Holmes, Sole Trader, Revamped Curtains



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