



CASE STUDY

Meet Tim, disrupting the manufacturing industry with his award-winning production test and smart monitoring solutions.



"It's been really useful having someone to talk to who actually knows about this stuff and has walked and lived it."

FOUNDER: TIM TELFORD

COMPANY: DEVTANK

Business stage: Seed

Funding target: £450k

PROGRAMME NEEDS

- **"As a scaling SME with no in-house strategic financial support, I wanted a real deep dive like a crash course into the world of investment"**
- **"I really look forward to the workshops every week because they always provoked new thoughts and challenged our business strategy and assumptions."**

BENEFITS

- **"We've had industry experts and specialists, financial people, VC investors, funding groups, etc. This has been exactly what we needed to help shape our understanding and what we need to do next to rapidly scale up."**



AT A GLANCE HIGHLIGHTS

- **"The 1-2-1s have been transformational to drive accountability, to show where I am in terms of progress, what I need help with, and talk about any concerns, so we're not slowing ourselves down."**
- **"Exposure to other like-minded businesses on the cohort. It's been comforting to sound ideas off each other and do some networking indirectly as well."**

WHAT'S NEXT?

"We're going all guns blazing in terms of investment. We're absolutely sure of what we want to do next. It's just a case of making it happen now."

