

G-Cloud 15 Service Definition

Lot 2b

Software as a Service (SaaS)

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1. Introduction

Company Overview

Beauhurst is the leading provider of UK & German private company information for public sector organisations. We source, extract, clean, and package data from thousands of sources using a combination of advanced AI and human data experts.

Our data covers all private UK & German companies and is updated daily. Information includes full Companies House data, business descriptions, sectors (including IS-8 sectors), key people, directors, shareholders, financials, corporate structure, credit scores, ESG, investment, risk signals, patents, trade, contact details, grants, locations, company news, and more.

Our data is available via subscription to our online platforms, which allow users to discover and understand this data by performing advanced searches, viewing aggregate statistics and trends, and exporting data for further analysis. Users have the option to use AI-enabled searches and summaries to increase their speed to insight. Users can also integrate our data directly into their own systems using our API or CRM integrations.

“You probably don’t realise how little you know about businesses until you have Beauhurst. It enables you to see the bigger picture, a company’s origins, its people and their networks. Having access to Beauhurst is like having a colleague, not just a data platform.”

Finn Morgan

Business Engagement & Dorset Gateway Manager
Dorset Local Enterprise Partnership

Value Proposition

BeauhurstImpact is the leading source of company information for public sector organisations looking to understand private companies and their impact on the economy.

BeauhurstImpact is our dedicated platform for national and local government, universities, and research and innovation hubs. It offers a comprehensive,

up-to-date view of UK & German private companies in one intuitive, searchable database.

The platform has rich profiles for over 13 million UK & German companies and powerful tools that allow you to create custom searches over 500+ data points and easily analyse the results.

You can use the platform to drive three strands of work:

1. Develop strategic thinking to devise and direct interventions

- **Map and understand your region / sector / segment of the market** → identify every company in a focus area, explore common themes, and understand their supporting ecosystem.
- **Analyse market trends** → identify opportunities for intervention by reviewing datasets including incorporation / death rates, investment activity, growth rates, employment trends, and GVA.
- **Monitor peers and their comparative focus areas** → track similar sectors and economies, neighbouring local authorities, and adjacent sectors to identify opportunities for differentiation or benchmark performance.

2. Drive engagement and impact in your focus area

- **Discover and monitor companies of interest** → identify companies that require support, or are eligible for specific programmes or interventions. Find companies in a specific sector, location, size, or any other metric, and get automated, customisable alerts on them.
- **Contact decision-makers** → identify contact details for directors and key people.

3. Deliver on interventions

- **Conduct research and due diligence on companies and people** → get in-depth data on a company's history, financials, risk profile, and key people, so you can understand track records, and avoid scams, breach of state-of-aid rules, and reputational risks.
- **Support businesses** → with insights into funders, competitor analysis, and market reports.
- **Measure the impact of support and intervention** → say goodbye to out-of-date spreadsheets, and hello to clear reporting systems. Access accurate, live data on your local economy and pull insights directly to demonstrate the impact that you've had.

“With Beauhurst, we have access to real-time information, with a level of detail that we wouldn’t get anywhere else. And we can use this information to reach out to new businesses.”

Amin Vepar

Business Finance & Scaleup Lead
Lancashire County Council

What the Service Provides

The BeauhurstImpact platform is accessible via web browser. You can use the platform to perform advanced searches, view aggregate statistics and trends, view company and people profiles, create lists, configure alerts, and export data for further analysis.

Subscription to the platform includes onboarding, training, and support services from a dedicated Account Manager and Client Experience Manager, to assist you with using the platform and achieving your goals.

Associated Services

Subscription to the BeauhurstImpact platform includes unlimited use of the online platform, onboarding, dedicated training, and support.

The following optional services are available at an additional cost:

- Access to company patent data, including granted patents, classification, filing dates, and authorities.
- Advanced data marketing rights (defined as Tier 3 rights in our data policy).

Additionally, the following optional services are available outside of the G-Cloud framework:

- Access to the Beauhurst API, enabling customers to integrate Beauhurst data into their own systems (such as CRMs and internal tools).
- Our Beauhurst Insights team can provide custom advisory services, thought leadership, and data-led reports as a separate service.

2. Data Protection

Information Assurance

Beauhurst maintains a comprehensive information security framework designed to protect the confidentiality, integrity, and availability of data processed through our platform. Our approach is aligned with UK GDPR, the Data Protection Act 2018, and recognised industry security practices.

Beauhurst is Cyber Essentials certified, demonstrating that baseline technical controls are in place to protect against common cyber threats, alongside broader organisational and technical security measures.

Information security principles are set out in Beauhurst's Information Security Policy and supported by documented technical and organisational controls covering data protection, cybersecurity, access management, incident response, and business continuity.

Key aspects of our information assurance approach include:

- Subscriber and platform data is hosted in data centres in the UK and EU by established cloud infrastructure providers, whose facilities are subject to layered physical security controls and maintain industry-recognised certifications, including ISO/IEC 27001 and SOC 2 Type II.
- Access to Beauhurst systems and data is restricted to authorised personnel based on least-privilege principles and role-based access controls.
- Production environments are logically isolated from development and staging environments.
- Systems are protected by firewalls, monitoring, and automated security updates where appropriate.
- Platform activity is logged and monitored to support security oversight and compliance with contractual usage terms.
- Data is protected in transit using secure transport protocols meeting current industry standards (such as TLS 1.2 or higher).
- Beauhurst conducts regular penetration testing using reputable third-party providers to identify and remediate security vulnerabilities.
- Personal data is processed in accordance with UK GDPR requirements.

Data Back-Up and Restoration

Beauhurst operates documented backup and recovery processes designed to protect platform data and support service continuity.

- Platform and critical data are backed up regularly using cloud-native backup mechanisms.
- Backups are retained in secure storage locations, and restoration processes are tested periodically to ensure data can be recovered if required.
- Backup and recovery arrangements are designed to be proportionate to platform risk and operational requirements.

Business Continuity Statement/Plan

Beauhurst maintains a Business Continuity Plan designed to support continued operation in the event of unplanned disruption.

The plan addresses:

- Protection of staff and operational capability
- Stabilisation and recovery of services
- Incident coordination and communications
- Management of reputational, legal, and regulatory impacts

Potential risks and crisis scenarios are identified and reviewed, with defined escalation and response arrangements in place. More detailed continuity information can be made available to buyers on request, subject to appropriate confidentiality safeguards.

Privacy by Design

Beauhurst applies Privacy by Design and Privacy by Default principles throughout the development and operation of its services.

- New or materially changed processing activities involving personal data are reviewed and approved, with Data Protection Impact Assessments (DPIAs) conducted where required.
- Personal data processing is assessed against principles including purpose limitation, data minimisation, retention, disclosure, and security.
- Technical and organisational measures are implemented to prevent unauthorised access, restrict data use to legitimate purposes, and protect personal data throughout its lifecycle.

This approach ensures that privacy considerations are embedded into product design, development, and ongoing platform operation.

3. Using the Service

Ordering and Invoicing

To order our services, email our New Business team: newbusiness@beahurst.com.

Include your name, role, organisation, and a brief description of what you are hoping to use Beahurst for, or the objectives/goals you think Beahurst might be able to help with.

One of our team will be in touch to arrange an initial phone or video call to discuss your requirements and goals.

After this, the team will arrange one or more online demos of the platform, tailored to your objectives. You will be able to dig into any specific parts, features, or datasets you are particularly interested in as part of this.

The team will then assist you throughout the whole order process, including invoicing and payment.

Once the order is confirmed, you will be introduced to your dedicated Account Manager and Client Experience Manager.

Availability of Trial Service

We do not offer trials. However, as part of the order process described above, you can have as many demos and assisted trials of the platform as you like, to give you the opportunity to fully understand the platform, assess data quality, and evaluate any other areas you are particularly interested in.

On-Boarding, Off-Boarding, Service Migration, & Scope

All BeahurstImpact subscribers are allocated an Account Manager and Client Experience Manager who will work with the subscribing organisation throughout the subscription.

At the start of the subscription, they will meet with decision-makers and users, either in person or online, to understand the needs, objectives, and goals of the organisation.

Support from Account Managers and Client Experience Managers is included in the price of all subscriptions.

Technical support is also available for API subscribers, to advise them on implementing the Beauhurst API.

If an organisation does not wish to continue their subscription beyond their current contract period, they should notify their Account Manager at least one month before the end of the contract period.

At the end of the subscription contract, all of the organisation's user accounts will be deactivated. The platform and any saved lists will no longer be available, and automated email alerts will stop.

Upon termination, we require a Data Deletion Notice to be signed by the subscribing organisation, under which all raw data associated with Beauhurst is securely deleted by the Subscribing Organisation and any users of Beauhurst. Some material may be retained, such as established contacts of business, or material created from aggregated Beauhurst data, or material published in accordance with the Data Policy. Data may also be retained if this is required to comply with legal obligations.

Beauhurst does not normally allow for early termination, except for extenuating circumstances (such as businesses becoming insolvent or a major breach of contract).

Training

The Account Manager will work with the organisation to understand their goals and objectives, and ensure that the Beauhurst platform enables them to be met.

The Client Experience Manager will provide day-to-day training and platform support to all platform users in the organisation via email, phone, web chat, video call, and onsite meetings. They will also deliver bespoke training to all platform users, tailored to their roles and objectives.

Further training and support can be requested, online or onsite, throughout the subscription via email. Further training materials can be found in the 'Help' section of the platform and in the Help Centre on our webchat.

Implementation Plan

A detailed implementation plan is produced as part of the order process, tailored to each individual buyer.

A detailed implementation plan can be provided to the buyer on request.

Service Management

Maintenance and upgrades are delivered with minimal downtime outside of UK working hours (8 am–8 pm). If any scheduled maintenance is expected to impact users, this will be communicated via the Client Experience team as appropriate.

Service Constraints

There are no system requirements to use the Beauhurst platform except for an internet connection. The platform is designed to be available 24 hours a day, 365 days a year, subject to planned maintenance and unforeseen outages.

Support from the Client Experience team is available 9 am–5:30 pm, Monday to Friday (excluding bank holidays). Support requests outside these hours can be submitted via email or the platform and will be addressed during the next business day. We also provide in-platform web chat support, with FAQs and a messaging function accessible 24 hours a day, 365 days a year. Messages will be addressed during the next business day.

Service Levels

The platform is available 24 hours a day, 365 days a year.

If required, appropriate service levels can be agreed with the buyer during the order process.

Outage and Maintenance Management

We use various techniques to ensure users aren't affected by the demand of other users on the platform, including load balancing, database optimisation, caching, CDN, monitoring and alerts, rate limiting, and code and query optimisation.

We manually track the versions of any critical components of our service and maintain a regular major version upgrade cycle for them. Minor version upgrades are often handled automatically, minimising the reaction time for applying security patches.

We generally identify potential threats via code review process, or through security patches published by 3rd party dependencies we use. Security patches are prioritised and applied promptly, based on severity and risk.

We use several monitoring tools for detecting potential compromises. Where potential compromises are identified, we investigate promptly and take appropriate response actions in line with our incident response processes.

Financial Recompense Model for Not Meeting Service Levels

If a recompense model for not meeting service levels is required, this can be agreed during the order process.

4. Provision of the Service

Customer Responsibilities

The subscribing organisation must follow our [Terms and Conditions](#) and [Data Policy](#) with respect to their use of the data. This will be dictated by the Tier of data usage they purchase.

Customers should be particularly aware of the following clauses:

- **Clause 9** → Keeping account access confidential and secure — not allowing others to use your account.
- **Clause 11** → Regarding our Data policy and use of our data. You may not systematically access, download, copy, store, publish, or share Beauhurst Data with a view to creating or compiling any form of comprehensive collection, compilation, directory or database or any product or service that is directly or indirectly competitive with any product or service of ours. In addition, you may not encourage or facilitate any other party to do the same.
- **Clause 19** → Standard confidentiality agreements.

Technical Requirements and Client-Side Requirements

The platform requires only a web browser and an internet connection to operate effectively.

Outcomes/Deliverables

The service being proposed is access to the online Beauhurst data platform via www.beauhurst.com.

The Beauhurst platform is an intuitive web-based platform that enables subscription users to explore and understand the UK & Germany's private companies and the ecosystems surrounding them, including funds, accelerators, universities, and the key people involved.

The service is developed continuously, potentially having multiple minor releases in a single day.

Development Life Cycle of the Solution

We use Continuous Development for development of our platform, which is facilitated by having dedicated Product and Engineering teams, continuously iterating through design, development and maintenance cycles of the platform overall, and of smaller features.

This allows us to release both small and larger changes on an ongoing basis, often multiple times a day, and ensures that urgent issues are prioritised and addressed as quickly as reasonably practicable.

After-Sales Account Management

Each Beauhurst subscription comes with an assigned Account Manager and access to a Client Experience Manager, who will train users and will be available throughout the period of the subscription to answer questions and provide additional training when needed. This is included in the price of all subscriptions.

This support is bespoke, as Account Managers and Client Experience Managers take the time to understand the use cases and particular projects undertaken by the subscriber, and prepare training sessions based on these uses.

Typically, multiple training sessions are delivered during the first year of a subscription, with additional sessions available where required. These training sessions can be conducted online or in person at the convenience of the subscribing organisation and can be tailored to suit one-to-one or group settings.

Account Managers and Client Experience Managers are available 9 am–5:30 pm, Monday to Friday (excluding bank holidays). Support requests outside these hours can be submitted via email or the platform and will be addressed during the next

business day. We also provide in-platform web chat support, with FAQs and a messaging function accessible 24 hours a day, 365 days a year.

We also take on suggestions proactively — a subscriber can mention a particular feature they may find useful, and this will be passed on to our Product team. Our product team often has meetings with clients to better understand their feature requests.

Termination Process

If an organisation does not wish to continue with their subscription beyond their current contract period, they should notify their Account Manager at least one month before the end of the contract period.

Upon termination, we require a Data Deletion Notice to be signed by the subscribing organisation, where all raw data associated with Beauhurst is deleted securely by the Subscribing Organisation and any users of Beauhurst. Some material may be retained — such as established contacts of business, or material created from aggregated Beauhurst data, or material published in accordance with the Data Policy. Data may also be retained if this is required to comply with legal obligations.

Beauhurst does not normally allow for early termination, except for extenuating circumstances (such as businesses becoming insolvent, or a major breach of contract).

5. Our Experience

Case Studies

All our case studies are available [on our website](#).

Public sector case studies are listed below.

- [West Northamptonshire Council](#)
- [UK Export Finance](#)
- [Ards and North Down Borough Council](#)
- [Basildon Council](#)
- [Satellite Applications Catapult](#)
- [Lancashire County Council](#)
- [Coventry & Warwickshire Growth Hub](#)
- [UKRI / Science & Technologies Facilities Council](#)
- [Dorset LEP](#)
- [University of Manchester](#)

Basildon Council

“We use Beauhurst for a range of different processes, such as securing funding. For example, Beauhurst was instrumental in helping us secure the £1.27m South East Create Growth Programme from the Department for Culture Media and Sport (DCMS).”

Jim Sims

Head of Economic Development
Basildon Council

Basildon Borough Council serves the residents and businesses of Basildon, Billericay, and Wickford in Essex County. They work to support the entire local ecosystem, from housing and recycling, to supporting businesses and growth.

The Challenge

Before using BeauhurstImpact, Basildon Council struggled to find the data it needed to compile compelling data-driven evidence of its funding need in the local area.

“I was looking for a comprehensive database of companies in Basildon that would give me the ability to map the larger firms and help me identify the ‘vital 6’ — a phrase coined by Nesta to describe the small number of fast-growing firms that were likely to add the greatest value to our economy going forward.

“I also wanted a system that would allow me to track changes happening in each company — and that would alert us when changes occurred, so we could use the data to drive relationship strategies. I had used FAME before, and a few other platforms, but felt that they either weren’t intuitive enough or were built for people who wanted to undertake financial analysis, rather than use it for our broader requirements.”

Basildon Council also struggled with tools that lacked the sophistication to separate Essex County from the wider London region, which created a misleading picture of the state of funding in the area.

“All too often, the region we were analysing is lumped in with London as being part of the Greater South East, but Beauhurst enabled us to prove that the historical lack of Regional Investment Funds and Creative Business Support programmes had really served to suppress the CI sector.”

The Solution

With BeauhurstImpact, Basildon Council can access the data they need to get an accurate picture of the local business ecosystem, develop key relationships, and support due diligence.

“We use Beauhurst to understand our business base and the relative strengths of our area. This data informs our strategic direction, our policy development and our bids for funding. Some of the Beauhurst reports are also really useful in helping shape policy. I have used Beauhurst to present members with data on the local economy.

“The platform helps us to account manage our key strategic firms, enabling us to identify the key firms we want a relationship with, providing us with alerts about significant changes that occur in these firms and helping us to sound qualified when we try and open up a dialogue with them.

“We also use Beauhurst as a Risk Management tool, checking out the stability and robustness of companies that we work with. That can range from simple credit searches, and financial analysis, to exploring ownership arrangements and the strength of group companies. We find that it allows us to de-risk investment decisions.”

The Results

BeauhurstImpact enables Basildon Council to secure funding and actively track local firms to identify opportunities.

“We use Beauhurst for a range of different processes, such as securing funding. For example, Beauhurst was instrumental in helping us secure the £1.27m South East Create Growth Programme from the Department for Culture Media and Sport (DCMS). In that project, we used Beauhurst to analyse the structure of the Creative Industries (CI) across the Greater Essex, Kent, Medway, West and East Sussex, and map accelerator attendance and investment flows in the region.

“Our use of Beauhurst doesn’t stop at analysis. We also use it to track company activity in Basildon, enabling us to identify opportunities to have conversations with senior leaders. The Advanced Search function is extensive and we can use it to identify firms that have recently started, those that might have recently taken on a new mortgage, those that appear to be struggling financially, those that are flying — the list is endless.”

UK Export Finance

UK Export Finance is the UK's export credit agency, providing critical financial backing to help British businesses secure and fulfill international trade opportunities. As a government department with over 100 years of experience, UK Export Finance's (UKEF) mission is to ensure no viable UK export fails due to lack of finance or insurance.

The Challenge

“We needed to efficiently identify the right SMEs to support and assess businesses quickly when they approached us for funding.”

As a catalyst for international growth among British companies, UKEF's effectiveness depends on two critical capabilities: identifying and engaging with SMEs most suitable for export support and delivering robust risk assessment while tracking meaningful impact.

The organisation faced several interconnected challenges:

- **Finding the signal in the noise** → Prioritising high-potential SMEs from thousands of annual enquiries
- **Speed and accuracy** → Rapidly evaluating inbound enquiries while maintaining thorough assessment standards
- **Risk management** → Conducting comprehensive due diligence
- **Impact measurement** → Tracking portfolio performance to demonstrate value and improve service delivery

Our Solution

Data-Driven Targeting → UKEF now leverages Beauhurst's comprehensive database to develop precisely targeted lists of businesses matching their support criteria. This approach enables strategic outreach rather than relying solely on inbound enquiries.

“Beauhurst has played a crucial role in supporting our strategic objectives, particularly in identifying and engaging with SMEs that meet our target profile.”

Enhanced Decision Making → The platform enables UKEF officers to screen enquiries efficiently by accessing detailed company profiles that instantly reveal eligibility factors. “With Beauhurst, we have streamlined our approach to business development, ensuring we focus on high-potential companies that can benefit from UK Export Finance's support.”

Expert Support Partnership → To maximise platform value, Beauhurst’s Enterprise Account team works closely with UKEF stakeholders: “Pravish and Ruth go above and beyond — no question is considered too basic, and they consistently make time to support our team’s evolving needs.”

This includes customised training sessions, best-practice guidance, search criteria refinement, and strategic application consulting.

Advanced Risk Assessment → UKEF has integrated Beauhurst’s Risk Signals dataset into their due diligence processes, enabling officers to immediately identify critical risk factors:

- Liquidation and insolvency indicators
- County Court Judgments
- Limited financial runway
- Down round funding events
- Enhanced Impact Reporting

The Collections feature has transformed how UKEF monitors its portfolio:

“Beauhurst access has enabled us to gain unprecedented insights on UK Export Finance-supported firms, particularly balance sheet information such as assets, liabilities, and key financial metrics.”

The Results

Precision targeting → By leveraging Beauhurst’s search and filtering capabilities, UKEF identified hundreds of priority business opportunities from thousands of annual enquiries — focusing resources on companies with the highest export potential.

Accelerated decision-making → Previously time-consuming eligibility assessments are now completed efficiently through real-time business intelligence, allowing UKEF to respond faster to financing requests, reduce the administrative burden, and support more companies with the same resources.

Evidence-based impact assessment → The platform enables UKEF to monitor key growth indicators across its portfolio, including revenue growth trajectories, investment attraction, job creation, and export market penetration.

This strengthens accountability reporting while demonstrating the tangible impact of export finance on British business growth.

Strategic intelligence → The partnership has ultimately equipped UK Export Finance with the data intelligence tools needed to make faster, evidence-based decisions, enhance financial security, and showcase the success of British exporters on the global stage.

“Beauhurst helps us truly understand our audience and potential customer base — both to qualify new enquiries and to identify strategic priority segments.”

“I love the feeling of having information at my fingertips and the knowledge that I can get what I need. If you need timely and comprehensive information about early-stage high-tech startups, you should be looking at Beauhurst.”

Sue O'Hare
Operations Manager
UKRI Science and Technology Facilities Council

Selected Clients

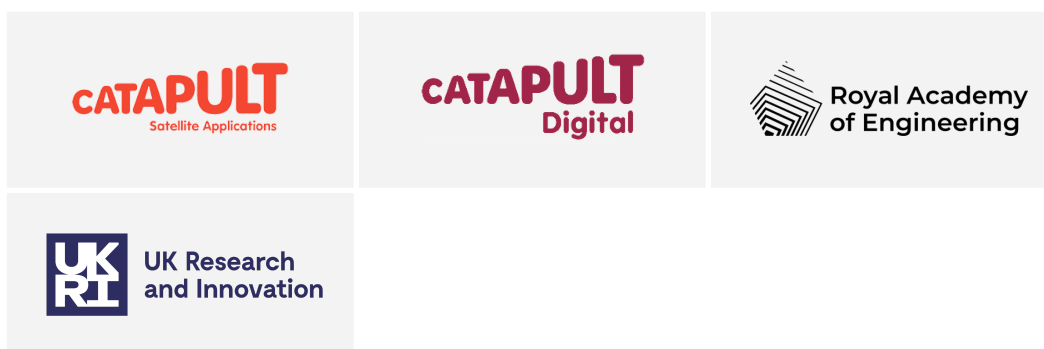
Local government



National government



Research & Innovation



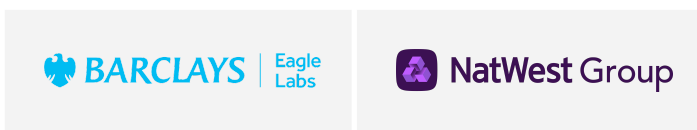
Universities



Growth Hubs & LEPs



Corporate



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