

Haringey Council

Written Statement/Record of a decision made by an officer under delegated authority

Decision Maker (Post Title)	Head of Programme Management – Regeneration and Economic Development
Subject of the decision	A waiver to contract with Beauhurst (Business Funding Research Ltd) business data service, to provide the council with granular business data through access to its online data platform in accordance with Contract Standing Orders (CSO) 10.01.1(b) and 10.01.2d (ii) to waive CSO 8.03.
Date of decision	13 March 2025
Decision	For the Head of Programme Management for Regeneration and Economic Development to approve the waiver of CSO 8.03, as allowed under CSO 10.01.1(b) to contract with Beauhurst (Business Funding Research Ltd), up to the sum of £20,600+ VAT up to 31 March 2026 and will be funded through the Labour Market Resilience Fund.
Reasons for the decision	<p>The procurement of a business data service was initially conducted in July 2022, and following a competitive tender process, Beauhurst (Business Funding Research Ltd) were awarded the contract, on an initial one-year basis.</p> <p>The platform has already helped to inform strategic policy and business support programmes; helped to provide contact details of businesses for the UKSPF funded High-Growth Business Support programme; identified newly incorporated businesses to be engaged; assisted with the mapping of businesses for the development of sector plans; and supported the Carbon Management team to identify businesses for their Haringey Innovate UK Fast Followers Programme.</p> <p>It is critical to support the inclusive economy service going forward to engage new businesses in the borough with programmes, forums and business support.</p>
Details of any alternative options considered and rejected by the officer when making the decision	<p>Do Nothing If the council did not award a contract for this work, it would limit the inclusive economy service in addressing priority outcomes of the Corporate Delivery Plan and Opportunity Haringey themes, primarily to support businesses and high streets, deliver affordable workspace and deliver high growth sector plans</p> <p>Use other external data sources While the council has access to a number of external data sources (e.g., GLA London Datastore, LG Inform, ONS), they do not provide the same level and type of granular data that tracks and profiles every</p>

	business in Haringey with a specific specialism on identifying high-growth businesses.
<p><u>Conflicts of interest – Executive decisions</u></p> <p>Details of any conflict of interest declared by a Cabinet Member who is consulted by the officer which relates to the decision and details of dispensation granted by the Council's Head of Paid Service</p>	N/A
<p><u>Conflicts of interest – Non executive decisions</u></p> <p>Where the decision is taken under an express delegation e.g., by a Committee, the name of any Member who declared a conflict of interest in relation to this matter at the committee meeting,</p>	N/A
<p>Title of any document(s), including reports, considered by the officer and relevant to the above decision or where only part of the report is relevant to the above decision, that part)</p> <p>These documents need to be attached to the copy of this record/statement kept by the Authority but must not be published if they contain exempt information</p>	Decision Report – Business Data Service (6 July 2022). Decision Report – Business Data Service (3 October 2023). Decision Report – Business Data Service (8 April 2024).
<p>Reasons for exemption with reference to categories of exemption specified overleaf or</p> <p>Reason why decision is confidential (see overleaf)</p> <p>Decisions containing exempt or confidential information falling within the categories specified overleaf are not required to be published.</p>	N/A
Signature of Decision Maker	<i>A. Blandford</i>
Name of Decision Maker	Anna Blandford
<p>Does the decision need to be published?</p> <p>Yes <input checked="" type="checkbox"/></p> <p>No <input type="checkbox"/></p>	

DECISION REPORT

Report for: Assistant Director – Regeneration & Economic Development

Item number: N/A

Title: Contract Waiver for Business Data Service

Report authorised by: Annie Johnson – Inclusive Economy Manager

Lead Officer: Ian Cruise, Inclusive Economy Officer

Ward(s) affected: Borough wide

**Report for Key/
Non-Key Decision:** Non-Key Decision

1. Describe the issue under consideration

1.1 This report seeks approval to request to waive Contract Standing Order 8.03 as allowed under CSO 10.01.1(b) to contract with Beauhurst (Business Funding Research Ltd) for the effective continuation of its business data service, which will provide the council with granular business data through access to its online data platform.

2. Recommendations

2.1 For the Head of Programme Management for Regeneration and Economic Development to approve the waiver of CSO 8.03, as allowed under CSO 10.01.1(b) to contract with Beauhurst (Business Funding Research Ltd), up to the sum of £20,600 + VAT up to 31 March 2026, and will be funded through the Labour Market Resilience Fund.

3. Reasons for decision

3.1 The procurement of a business data service was conducted in July 2022, and following a competitive tender process, Beauhurst (Business Funding Research Ltd) were awarded the contract, on an initial one-year basis.

3.2 The platform has already helped to inform strategic policy and business support programmes; helped to identify businesses for the UKSPF funded High-Growth Business Support programme; identified newly incorporated businesses to be engaged; and assisted with the mapping of businesses for the development of sector plans. The data gained from Beauhurst has also helped the Business Rates team identify businesses who currently avoid paying business rates but are eligible for NNDR.

3.3 It would be proposed to purchase licenses for Beauhurst and utilise the business intelligence that the platform can provide to specifically target businesses that would derive the greatest benefit from the UKSPF 'Business Growth' programme, proposed to continue to run in 2025/26, helping to meet the targeted number of businesses that have been projected to receive support through this funding strand and accelerate their growth and creation of local jobs. In addition, the use of

the Beauhurst platform would also enable up to date business intelligence to be accessed to inform the work of the team, to meet other Opportunity Haringey objectives, and could also be utilised to support other departments within the Council, most notably Carbon Management, and their 'Haringey Innovate UK Fast Followers' programme. The data on business performance gained from the Beauhurst platform would also be shared externally to inform potential inward investment opportunities.

The business data service will provide Haringey Council with the following data outputs:

- provide intelligence of growing businesses, including head count and financial metrics
- provide intelligence and analysis of the main trends by sector, region
- identify key inward investment growth sectors
- identify business clusters through an interactive map
- provide company birth and death rates of all businesses listed on the platform
- provide intelligence of new business start-ups in the borough
- provide intelligence of businesses in financial difficulty, including negative percentage change in turnover, assets etc.
- provide intelligence to compare business performance with neighbouring boroughs

4. Alternative options considered

4.1 Do Nothing – If the council did not award a contract for this work, it would not help to address priority outcomes of the Corporate Delivery Plan and Opportunity Haringey themes to support businesses and develop an inclusive economy.

4.2 Use other external data sources - while the council has access to a number of external data sources (e.g., GLA London Datastore, LG Inform, ONS), they do not provide the same level and type of granular data that tracks and profiles every business in Haringey with a specific specialism on identifying high-growth businesses.

5 Contribution to strategic outcomes

5.1 The business data service will contribute towards theme 8 Place and Economy priority outcomes highlighted in the Corporate Delivery Plan. The platform will also continue providing granular data required to support the UKSPF Business Growth Programme, enabling up to date business intelligence to be accessed to inform the work of the team, and other Council departments, and help to meet Opportunity Haringey themes 1, 2 and 4 by providing evidenced based interventions to support Haringey's diverse business community.

6. Statutory Officers comments (Chief Finance Officer (including procurement), Assistant Director of Corporate Governance, Equalities)

6.1 Finance
N/A.

6.2 Legal

N/A

6.3 Strategic Procurement

N/A

7. Use of Appendices

None

8. Local Government (Access to Information) Act 1985

Not applicable