

CASE STUDY

Innovation support grant helps Nottingham-based company - Upperton Ltd - expand and increase turnover



European Union
European Regional
Development Fund

Established in 1999, Upperton Ltd is a contract Research & Development company which provides spray drying services to the pharmaceutical and biotechnology industry. Based at BioCity Nottingham, Upperton currently employs 15 members of staff, with plans to increase this to 16 by year-end.

In 2016, Upperton looked to expand the business and increase the service offering to its customers. In order to carry out a business expansion feasibility study, Upperton looked to engage an experienced service provider to explore new business areas, and develop a strategy to launch the new services and achieve maximum market potential. Medilink East Midlands awarded Upperton with a £3,240 Innovation support grant, under the European Regional Development Fund-funded INSTILS programme. As a result of receiving this funding in December 2016, Upperton has successfully expanded its services and capabilities, and the company turnover has increased fourfold since 2015.

KEY POINTS

- Business expansion and increase in service offering was required.
- Strategy developed to launch new services and achieve maximum market potential.
- Innovation support grant awarded by Medilink East Midlands
- Company turnover has increased fourfold since

“ We are delighted with the support we’ve received from Medilink East Midlands and the INSTILS programme; the funding has allowed us to expand our services when no other resources were available to us. We are now in a position to not only spray dry for our customers but add new services, such as formulation development for use in oral, nasal and pulmonary delivery.

- RICHARD JOHNSON, CEO, Upperton Ltd

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