

# Platform add-ons



# Networks

The Networks feature maps together key people (founders and C-Suite), directors and shareholders in the high-growth ecosystem. Whether you want to find warm introductions, make some quick wins via your existing connections, or draw on the networks of people you trust — we've got you covered.

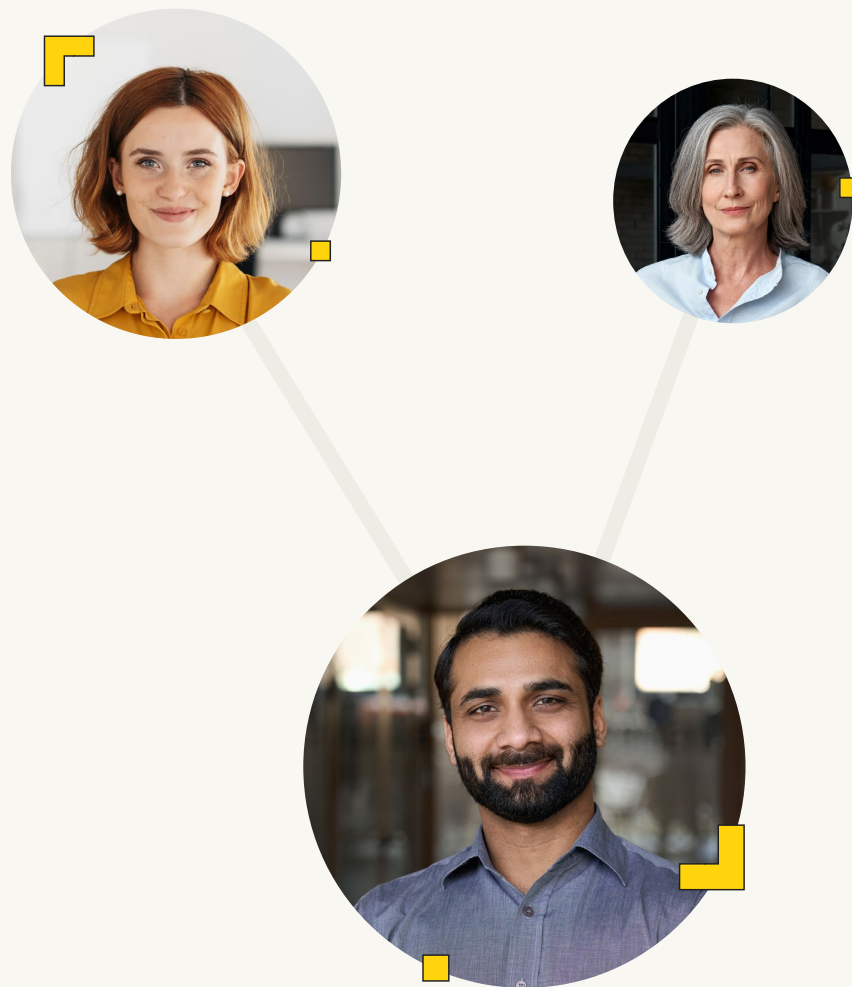
## How does it work?

The Networks add-on allows you to explore the people behind the UK's most exciting businesses. It draws on data from Companies House, and is enhanced by information from company websites, social media, and press releases.

Search for serial tech entrepreneurs, active angel investors, or pioneering female founders, for example, then click onto their profiles and see details on their involvement in the high-growth ecosystem.

You can also explore each person's business connections through the various companies they are involved with. For example, if you are looking at an active angel investor, you can see which other angel investors they share investments with.

And finally, by allowing you to mark people you already know on the platform, Beauhurst can show you how to use your existing connections to network towards new ones.



## Identify influential people in the high-growth space

Networks makes it easy to find key players. Identify who you need to be speaking to by running searches like:

- Show me all the CFOs at London-based fintech firms
- Show me female angel investors that have at least 10 active shareholdings
- Show me company founders that have at least a 25% stake in a company that has raised investment in the past year
- Show me active company directors that are over 60 years old

Export the resulting people's contact details to csv to upload them to your CRM, and save hours of time guessing email formulas for each.

Find  where  of the following apply:

▪ gender

▪ and   of their shareholdings match  of the following criteria:

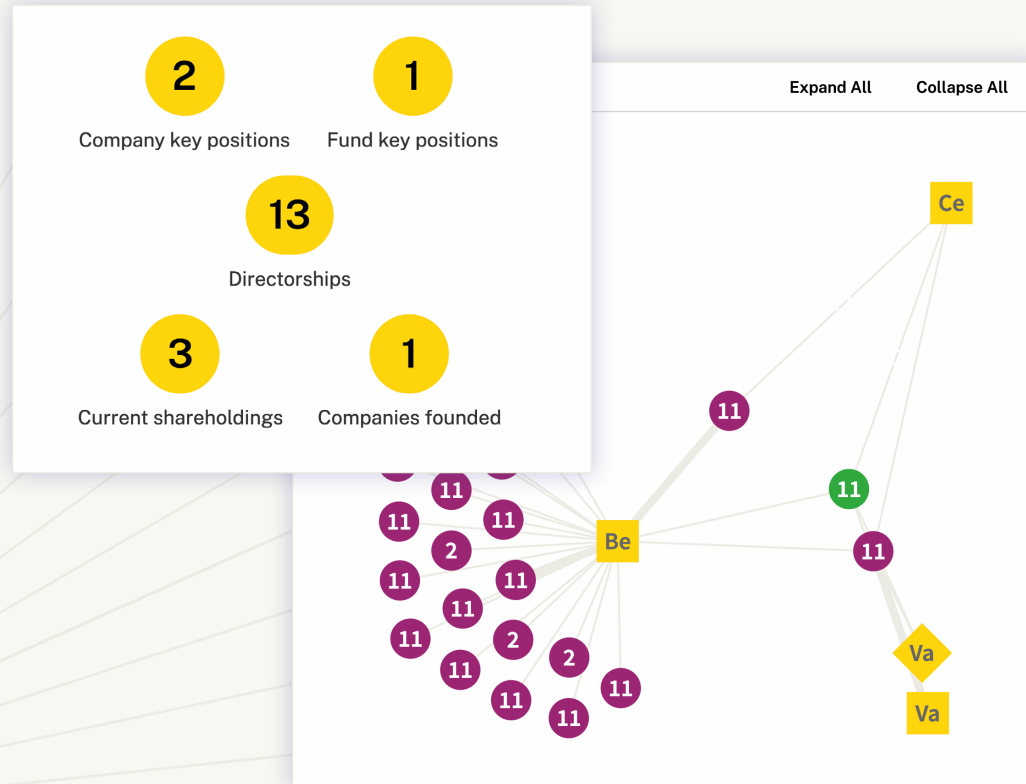
▪ is currently active is

[+ Add person criteria](#)

## Research their involvement

Once you identify a person of interest, you can click through to them and see their involvement in the high-growth ecosystem — that they are a director at three companies, shareholder of five, and founder of a business that has exited, for example.

Explore their Network graph to find out who they know through the companies or funds they're involved with.



Find  where  of the following apply:

▪ gender balance (founders) is  female

▪ and sectors are  of

[+ Add company criteria](#)

## Find companies based on their stakeholders

Networks makes it possible to find companies based on the activity and experience of their founders, execs, shareholders and directors. This means you can run searches like:

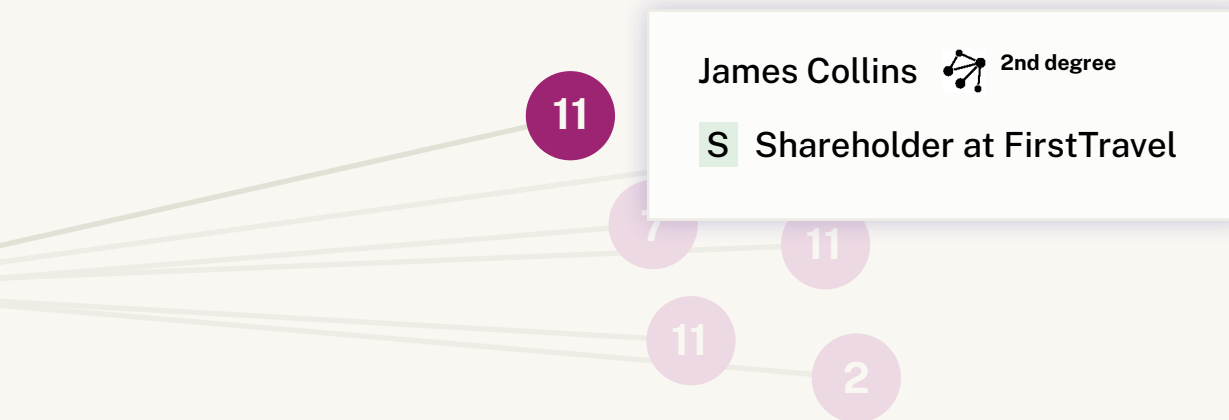
- Show me companies with a director who has previously exited a business
- Show me companies backed by angel investors that I know, that don't have VC funding yet
- Show me companies that have an all-female founding team, that are operating in the life sciences sector

## Utilise your Network

Capitalise on your existing relationships to network towards top entrepreneurs, investors, C-suite execs, directors and shareholders in the companies of interest to you.

Bring your own relationship ecosystem onto Beauhurst by marking the people you know, and the My Network feature will flag 2nd degree connections, opening the door to genuine, warm introductions for your next opportunity. Your Network is automatically shared with your colleagues, which means you can also view 2nd degree connections that are linked via their Networks, giving you even more contacts to leverage.

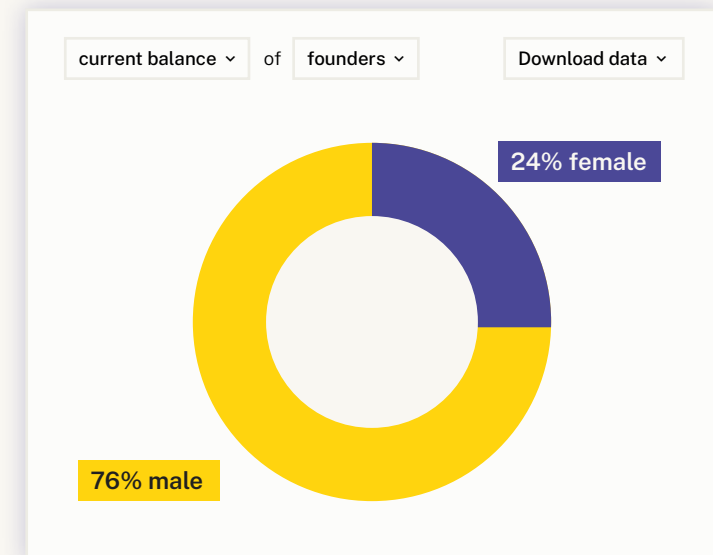
Maybe you're trying to build an event list for startup leaders, and want to send out some VIP invites. You can easily search for people in your Network, or your colleague's Network, who are CEOs at active, high-growth companies.



## Explore aggregate gender and age stats

As well as conducting people searches, you can access people data via company searches.

Once you've narrowed down a list of companies — be it by sector, location, stage of growth, or any combination — you can see aggregate age and gender statistics of the people behind them. See what proportion of founders are female, and what proportion of companies have all-male, all-female or mixed-gender leadership teams. You can also view the age of company directors, and how this has changed over time as young talent has entered the market.



# All Company Data

The All Company Data add-on draws on Companies House data to provide intuitively structured and searchable information on every registered company in the UK.

This allows you to search over location, SIC codes, financials and more, of every UK registered company – regardless of whether they have hit our high-growth triggers.

## Expand your reach

Use All Company Data to build lists of companies across the UK. For example, companies that have specific financials in a particular region, such as EBITDA between £1m-£5m, and turnover increase of 10% from last year, in companies based in the North West.

## Understand the whole ecosystem

Aggregate data visualisations reveal key trends in companies over time. See how the populations of specific SIC codes have grown, or the gender balance of their directors.

Find  where  criteria apply:

▪ SIC code

[+ Add company criteria](#)

### Basic details

Business description from filings

Corporate structure

Companies house status

Registration and cessation dates

Credit ratings and limits

SME status

Financial statements

Director and secretary data, including age and gender