



North Tyneside Council

**Invest**  
**North Tyneside**



# Invest

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# WELCOME TO NORTH TYNESIDE

**HOME TO SOME OF THE BIGGEST NAMES  
IN BUSINESS, AS WELL AS FAST-GROWING,  
INNOVATIVE START-UPS.**

With two of the UK's most successful office parks and two Enterprise Zone sites.  
Awash with highly-skilled people and connectivity that keeps business booming.  
This is an easy choice for companies looking for a top-class UK destination.  
If it sounds like North Tyneside's for you, get in touch with our team, who can  
help you make the move.



# WHY NORTH TYNESIDE?

THERE ARE LOTS OF REASONS WHY NORTH TYNESIDE IS THE PERFECT PLACE TO BASE A BUSINESS. HERE ARE JUST A FEW:



## WORLD-CLASS PREMISES

From office places to industrial spaces, we're home to market-leading, modern, flexible and affordable business hubs. The UK's largest office park and a business park offering one of the country's most attractive location packages are both in North Tyneside.

## WELL-CONNECTED

By air, sea or land, North Tyneside is a gateway to the rest of the UK, Europe and beyond. An international airport provides links to London and the world and easily accessible ferry and cruise terminals are on our doorstep. North Tyneside also offers an excellent, low-congestion road network, with ease of access to major trunk roads, the A19 and A1.

If you're travelling by rail, the Tyne and Wear Metro links directly to Newcastle's Central Station. This provides easy access to the East Coast mainline offering fast connections to major cities around the UK, including London and Edinburgh.

## OUR TWO ENTERPRISE ZONE SITES AND BUSINESS PARKS

Two sites in North Tyneside have been granted Enterprise Zone status. The Swans Offshore Energy Park and the Port of Tyne North Estate are part of the overall North East Low Carbon and Advanced Manufacturing Enterprise Zone. Together, the Enterprise Zones are expected to create more than 7,000 new jobs by 2022.

Cobalt Park is the UK's largest office park and has restaurants, shops and cinemas on its doorstep. A total of 450 bus journeys pass through Cobalt each day making commuting to work easy for staff. Meanwhile, Quorum Business Park's cutting edge offices deliver flexibility and one of the most cost effective financial packages in the country.

## A COMMITTED, LOYAL WORKFORCE

The North East is famed for the warmth, friendliness and loyalty of its people. Brand barometer, Cool Brands, lists the Geordie accent as one of the best regional accents for sales and customer services. Perhaps that's why businesses here enjoy such success. Just ask brands like EE, DXC Technology, Concentrix, Tesco Bank and Insurethebox who have located in North Tyneside to take advantage of the low attrition rates, motivated workforce and the famously happy staff who deliver fantastic customer service.

**BY AIR, SEA OR LAND, NORTH TYNESIDE IS A GATEWAY TO THE REST OF THE UK, EUROPE AND BEYOND.**





### SKILLS AND TRAINING

Our four local universities of Newcastle, Northumbria, Sunderland and Durham provide world-class education to over 85,000 students. Once graduated, around two-thirds choose to stay in the region, providing a reliable pipeline of fresh talent year after year - skills on tap for businesses looking for bright minds to add spark to their team!

### RESEARCH AND INNOVATION

Our universities don't just give companies a steady supply of well-trained talent – Innovation Hubs linked to the universities bring together research and development activity, as well as spin-off companies and facilities. ORE Catapult, Tyne Subsea, the National Innovation Centre for Data and Sunderland's FabLab are among the wide range of R&D facilities that businesses in the area can tap into.

### A COLLABORATIVE REGION

North Tyneside and the North East have deserved reputations for their tight-knit business communities. Both are places where companies work hand-in-hand to support one another, and there is a collaborative spirit that spurs on regional economic growth.

The area is home to the UK's largest Chamber of Commerce; software and digital organisations like Software City and Dynamo; cluster networks like the North East Automotive Alliance, NOF Energy and NEPIC and a great many other groups that are set up to foster innovation and connect like-minded businesses. There are also significant funding pots available in the North East for companies to get up and running or scale up their businesses.

### QUALITY OF LIFE

North Tyneside has a perfect mix of coastal, rural and urban living and offers an outstanding quality of life. Affordable family and executive housing, high-performing schools, stunning beaches, vibrant town centres, an enviable arts and culture sector, a range of top-class sporting venues and beautiful open spaces combine to make this an ideal place to live as well as work.

# WORLD-CLASS PREMISES

WHATEVER YOUR BUDGET, NO MATTER HOW BIG OR SMALL,  
NORTH TYNESIDE CAN OFFER THE PERFECT HOME FOR YOUR BUSINESS.

Whether you're looking for a stylish HQ, a small office for your ambitious new start-up or a large industrial facility with excellent connectivity, North Tyneside has the solution. We're home to more than 50 business sites, including the country's largest and most successful office park, meaning we have something for every kind of business.

Competitive rates and running costs associated with the North East means that businesses can operate efficiently, from premises that come with the connectivity and facilities that make them world-class business bases.

North Tyneside has an array of available Grade A office premises that offer significant cost savings. Rents are 76% cheaper than London, 51% less than Manchester, 34% less than Cardiff and 30% lower than Glasgow – and you don't need to compromise, as North Tyneside comes with excellent benefits as well as competitive rates.

## OFFICE PREMISES IN NORTH TYNESIDE COST...

- ↓ **76%** LESS THAN LONDON
- ↓ **51%** LESS THAN MANCHESTER
- ↓ **34%** LESS THAN CARDIFF
- ↓ **30%** LESS THAN GLASGOW

## INDUSTRIAL RENTS IN NORTH TYNESIDE COST...

- ↓ **59%** LESS THAN LONDON
- ↓ **35%** LESS THAN EDINBURGH
- ↓ **21%** LESS THAN MANCHESTER
- ↓ **19%** LESS THAN BIRMINGHAM

There is also a wide range of industrial space available for investors, at competitive rates compared to other UK cities. Industrial rents in the region are 59% cheaper than London, 35% less than Edinburgh, 21% cheaper than Manchester and 19% lower than Birmingham.

Some of our most  
popular sites include:



### COBALT PARK

If you want to know just how good the most successful office park in the UK is, just ask some of the many blue-chip companies based on Cobalt: Procter & Gamble, Accenture, Siemens, IBM and Santander are just some of the big-name brands that have chosen to make it their home.

Cobalt is one of the best-connected and most sustainable parks in the country and once fully occupied, it is expected some 18,000 people will work there, all of whom will enjoy a range of exclusive staff benefits including onsite amenities, activities and events, plus lifestyle and travel discounts.

For more information visit  
[www.cobaltpark.co.uk](http://www.cobaltpark.co.uk)



### STELLIUM DATA CENTRE

Stellium, based on Cobalt Park, is the largest purpose-built data centre campus in the UK. Offering the power, space and flexibility to meet today's business requirements, whether it is scale hosting and e-commerce or cloud computing, advanced analytics and support for the Internet of Things. The campus occupies some 118,403 sq ft of net technical space and comprises 12 individual IT halls within three separate data centres.

Each data centre has been completed to a powered shell standard, in order to facilitate bespoke fit-out. In addition, the site has the benefit of new and advanced connectivity to the UK fibre backbone network, providing the highest levels of speed and capacity.

For more information visit  
[www.stelliumdc.com](http://www.stelliumdc.com)

### QUORUM BUSINESS PARK

Home to some of the UK's best-known businesses, Quorum is another successful business park in North Tyneside creating over 6,000 jobs in the area. The park boasts a range of leading businesses with Balfour Beatty, Engie, Ebiquity, British Engines, Sitel and Greggs' headquarters among its portfolio.

Quorum is less than four miles from the centre of Newcastle, enjoys excellent transport links and also benefits from an on-site sports club, cafes and training facilities – all of which make it a hugely attractive location for ambitious businesses that want to attract the best talent.

For more information visit  
[www.quorumbusiness.co.uk](http://www.quorumbusiness.co.uk)

### TYNE TUNNEL ESTATE

This well-established commercial hub comprises industrial, storage, distribution and office space. It also has 40 acres of land available for development.

The estate is ideally placed, just off the A19 Tyne Tunnel approach road and minutes from the Port of Tyne, giving it excellent access to the rest of the North East and beyond.

Within the estate, the Axis 19 development offers an additional 215,000 sq ft of industrial accommodation, while the new Intersect 19 development boasts 300,000 sq ft of high bay units for industrial, commercial or distribution purposes.

Companies already located on the estate include Maersk, SMD, AIS, Aquatran, Fishers and Bay Plastics.

For more information visit  
[www.investnorthtyneside.co.uk](http://www.investnorthtyneside.co.uk)





### SWANS OFFSHORE ENERGY PARK

A state-of-the-art facility for companies in the offshore energy, subsea and marine industries, Swans offers all of the natural assets for this growing sector.

The strategically located riverside site provides a fully operational 400m deep water quay, with a draught of up to 9.1m, heavy load out facilities at up to 10-tonne per sq m and access to the North Sea. It is also within easy reach of the largest offshore wind farm, Dogger Bank, which is only 96 nautical miles from the site.

The site offers 12.94 hectares of development land with the additional benefit of Enterprise Zone status, providing a simplified planning process for new buildings.

Swans offers a flexible solution which can adapt to changing industry needs and can accommodate companies of all sizes.

For more information visit  
[www.swansoffshore.co.uk](http://www.swansoffshore.co.uk)



### SWANS CENTRE FOR INNOVATION (CFI)

The CFI is a modern office building on Swans Offshore Energy Park which is home to a range of offshore energy, subsea and marine businesses, from start-up to established companies.

Suites can be let individually or in multiples, with many occupiers already expanding into larger offices within the centre.

The upper three floors of the CFI have recently been refurbished, creating additional space for innovative companies to join the expanding cluster of offshore businesses already established in the building.

For more information visit  
[www.swansoffshore.co.uk/cfi](http://www.swansoffshore.co.uk/cfi)



### INDIGO PARK

Indigo Park is an 82-acre development site, offering the opportunity for bespoke industrial, distribution and R&D buildings.

The site is one of the largest in the North and can offer bespoke units ranging in size from 40,000 sq ft to 1.5 million sq ft.

The site is well connected – located to the north of Newcastle, it offers ease of access to the A1, A19 and A189 arterial routes.

It is approximately ten minutes from Newcastle International Airport and is also within close proximity of the Port of Tyne. A working population of over 680,000 people live within a 45-minute drive of the development site.

For more information visit  
[www.indigopark.eu](http://www.indigopark.eu)



# WELL-CONNECTED

**MOST BUSINESSES THAT HAVE CHOSEN TO LOCATE IN NORTH TYNESIDE WILL TALK OF ITS EXCELLENT CONNECTIVITY – A MAGNET-BOROUGH THAT CAN ATTRACT TALENTED PEOPLE FROM ACROSS THE NORTH EAST, AND THAT ENJOYS EXCEPTIONAL LINKS TO THE REST OF THE UK AND THE WORLD.**

The North East enjoys excellent road, rail, sea and air links – in fact, it's just minutes from major hubs like the region's airport, the Port of Tyne, a mainline rail station and trunk roads that place it at the heart of the North East.

Newcastle International Airport – which regularly tops league tables as one of the best UK airports – is a short drive from the borough. The airport transports over five million passengers on an annual basis to over 80 destinations in 30 countries – including major European cities Paris, Amsterdam and Geneva.

There are also six flights a day to London's Heathrow Airport as well as direct flights to a range of other UK cities.

The Shields Ferry operates a regular 30-minute service, linking the north side of the river to the south in less than eight minutes.

A range of ports, including the Port of Tyne, also supports international connectivity. The Port offers roll-on, roll-off facilities, deep-water berths and customs-approved warehousing and storage, including a one-stop logistics service. It also has an international passenger terminal offering cruises to European destinations.

High quality and efficient local public transport includes the Tyne and Wear Metro system, which links North Tyneside to Newcastle International Airport, Newcastle Central Station and the rest of Tyneside, South Tyneside and Wearside.

London, Manchester, Leeds, Birmingham, Edinburgh and Glasgow can all be reached in less than three hours from Newcastle Central Station, with trains to London running every half an hour.

Rapid regional and national road links are also available via the A1 and A19, with the dual lane Tyne Tunnel transforming the North East traffic flow, increasing North Tyneside's recruitment catchment area and unlocking even more potential for businesses.

North Tyneside is a gateway to the rest of the UK and beyond.



# PRODUCTIVE PEOPLE

IF YOU'RE LOOKING FOR A TEAM WITH SKILL, PASSION AND COMMITMENT, LOOK NO FURTHER THAN NORTH TYNESIDE.



## LOYAL AND PRODUCTIVE WORKFORCE

Our people are famed for their loyalty, adaptability, friendliness, and can-do attitude – they power-up the many businesses that call the borough home and are one of our most important assets.

You will find staff you want to keep, and who want to stay with you, adding genuine value and knowledge to your business as it grows. And with almost one million residents living within a 30-minute commute, there is a vast pool of talented individuals to help you drive your business forward. One quarter of that talent pool is educated to degree level – and that impressive figure continues to rise.

**ONCE QUALIFIED, ABOUT TWO THIRDS OF THE NORTH EAST'S GRADUATES CHOOSE TO PURSUE A CAREER IN THE AREA, MEANING THERE IS A CONSTANT, RELIABLE SUPPLY OF HIGHLY-SKILLED PEOPLE.**

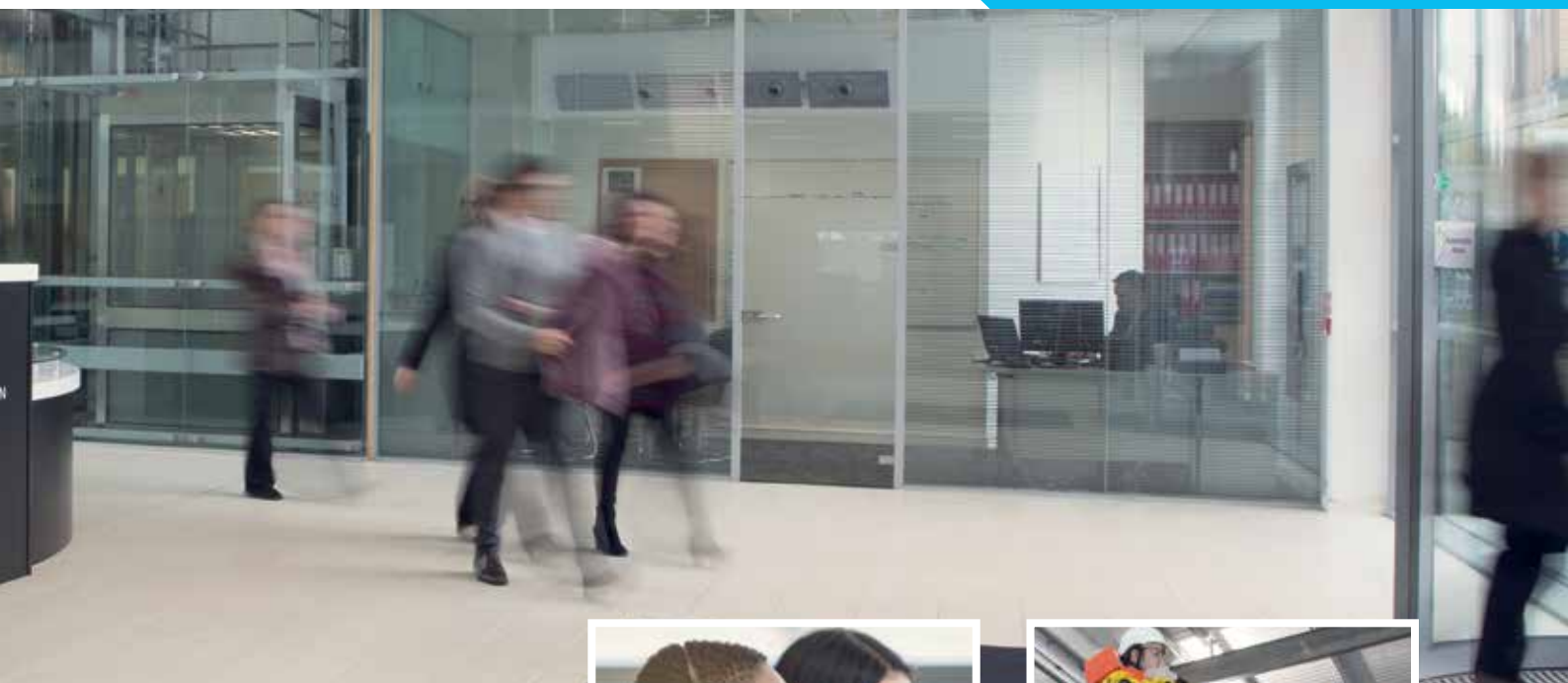
Once qualified, about two thirds of the North East's graduates choose to pursue a career in the area, meaning there is a constant, reliable supply of highly-skilled people. North Tyneside's central location also means that it can draw from a wide regional talent pool, meaning your business can attract the best people possible.

The North East has one of the most cost competitive and loyal workforces in the UK, offering companies on average a 30% saving on staffing, skilled or otherwise, compared to inner London. Average salaries in the region are around £26,000, well below the UK average.

## SKILLS AND TRAINING PROVISION

There is an abundance of skilled people in and around North Tyneside; talent that delivers some of the world's most ambitious businesses. We are working hard to ensure that we can deliver more and more talented individuals – young people whose skill and qualifications are matched with the innovation and determination to drive forward the businesses that locate here long into the future.

Many of our schools and colleges already offer bespoke training courses tailored to emerging business sectors and needs. A great example of this is the Energy Academy, located next to the Swans Offshore Energy Park on the River Tyne. The Academy offers specialist training and qualifications for the renewables sector, ensuring North Tyneside remains home to the most highly-prized employees around.



Meanwhile our unique Learning Trust involves a collaboration of schools, further and higher education institutions and employers working together to improve education and training for young people.

To ensure businesses' future skills needs are met, North Tyneside employers are also being encouraged to have a tangible input in the curriculum, working hand-in-hand with the further education sector to develop specialist skills in areas where they are needed most.

Invest North Tyneside also offers help and support to recruit and train your workforce, including the recruitment of apprentices.

All of this means North Tyneside delivers when it comes to workforce development, listening to and understanding businesses, and helping them meet their staff and skills needs.



## RESEARCH AND INNOVATION

Locating your business in North Tyneside will provide you with internationally-renowned research and development capabilities and facilities right on your doorstep.

The region's four universities, Newcastle, Northumbria, Durham and Sunderland are at the leading edge of research and development across a range of sectors including engineering, energy, applied science, design and medicine. All of the universities have close links with local businesses and industry.

Innovation Hubs linked to the expertise of the universities bring together research and development activity and university spin-off companies that encourage knowledge sharing and collaborative working. They are supported by a network of supply chain initiatives and peer-group networking across a range of sectors.



## **MOMENTUM TOWARDS A LOW CARBON ECONOMY IS ACCELERATING, AND THE NORTH EAST IS ONE OF THE BEST PLACES TO BUILD LOW CARBON BUSINESSES IN ORDER TO COMPETE IN THE GLOBAL MARKET.**

### **CENTRES FOR OFFSHORE RENEWABLE ENGINEERING (COREs)**

The River Tyne North Bank area is one of six Centres for Offshore Renewable Engineering (COREs) across the UK.

COREs are partnerships set up between central and local Government and Local Enterprise Partnerships (LEPs) that ensure businesses looking to invest in manufacturing for the renewables sector get the best support possible.

Momentum towards a low carbon economy is accelerating, and the North East is one of the best places to build low carbon businesses in order to compete in the global market.

The region has the right infrastructure, access to skilled people, an experienced local supply chain and committed local leadership.

The River Tyne offers a world-class port and extensive development opportunities. It is in close proximity to the largest planned wind farm zone, positioned directly off the North East coast, and represents a huge opportunity for energy companies, developers, turbine manufacturers and installation specialists.

### **OFFSHORE RENEWABLE ENERGY (ORE) CATAPULT**

As the UK's leading technology innovation and research centre for offshore renewable energy, the North East's ORE Catapult co-ordinates and facilitates the rapid development and commercialisation of innovative technologies and technological solutions that also give maximum economic impact.

For more information visit  
[www.ore.catapult.org.uk](http://www.ore.catapult.org.uk)

### **TYNE SUBSEA**

This purpose-built hyperbaric testing facility in North Tyneside focuses on providing pressure testing, hyperbaric certification and subsea research for deep water equipment in a variety of sectors.

For more information visit  
[www.tynesubsea.com](http://www.tynesubsea.com)



# FANTASTIC QUALITY OF LIFE

FROM OUR GOLDEN SANDS TO BUSTLING, CONTEMPORARY TOWN CENTRES, NORTH TYNESIDE IS A DIVERSE AND COSMOPOLITAN AREA, BUILT ON A RICH AND FASCINATING PAST.



Our award-winning coastline – with three Blue Flag beaches – is enjoyed all-year round by visitors including cyclists, walkers, day-trippers and surfers. We have a wide range of first-class facilities for the whole family including state-of-the-art sports and leisure centres, golf courses, parks, live music venues, theatres and galleries. A busy events programme provides plenty of cultural entertainment, which attracts international artists to the area.

## LIVING IN NORTH TYNESIDE

Living here is as affordable as it is enjoyable. The price to rent or buy property in the borough is around 50% lower than the national average.

We also have a fantastic choice of homes to choose from, with high-quality, new-build developments, including some stunning executive homes, as well as more traditional, period properties. If you choose to live

and work here, you'll also enjoy some of the shortest commuting distances in the UK.

## SURROUNDING AREA

North Tyneside's nearest neighbour is the cosmopolitan city of Newcastle upon Tyne – one of Europe's finest classical cities noted for its historical and architectural significance. The city is famous for its warm welcome and its nightlife, which offers something for everyone – from theatres, museums and music venues to Michelin-starred restaurants and vibrant bars.

Newcastle is also a shopper's paradise, with a fantastic mix of high street names, department stores, independent shops and one-off boutiques.

Elsewhere, there's Northumberland to the north and Durham to the south which offer miles of beautiful, unspoilt countryside and coastline to explore. Both areas are peppered with castles, monuments, breathtaking views and perfect places for camping, walking, cycling and sightseeing. The Scottish border is less than two hours drive away, with Edinburgh and Glasgow within easy reach by train and road.

## SPORTS

The North East has long been known as a hotbed of sports, and sports fans have high quality football, rugby union, basketball, ice hockey, international athletics and first-class cricket on their doorstep.

**THE PRICE TO RENT OR BUY PROPERTY IN THE BOROUGH IS AROUND 50% LOWER THAN THE NATIONAL AVERAGE.**

# KEY SECTORS

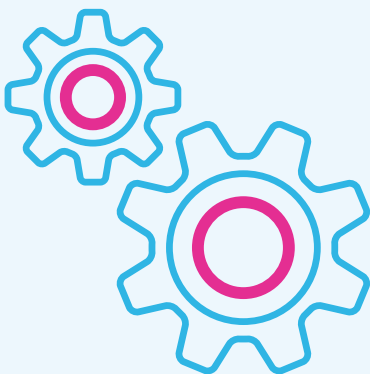
## ADVANCED MANUFACTURING

North Tyneside has a proud history in manufacturing that continues into the 21st century, with the area remaining the engine room of the regional economy.

Today the borough offers a wide range of engineering expertise from conventional capabilities to new cutting-edge fields of manufacturing and is underpinned by a rich pool of North East talent, as part of a region that is known as a UK powerhouse when it comes to productivity. The area is recognized as the leading UK region for advanced manufacturing FDI in per capita terms, with over 63,000 people employed, £7.5bn GVA turnover and growing exports.

An increasing number of world-class marine and marine-related technology companies are being attracted to the region due to its skills base, access to Europe and highly-developed infrastructure.

The River Tyne remains a focal point for engineering excellence and is one of the strongest providers of offshore-related technology in the world including sub-sea and deep-water technologies. GE Oil and Gas, Smulders, SMD, Technip Umbilicals and A&P Tyne are just some of the world-class companies based here.



The automotive sector is one of the most successful in the region with Nissan, Gestamp, TRW and many other supply chain companies employing around 20,000 people region-wide.

The area's universities work hard to ensure skills are retained. Newcastle University's School of Mechanical and Systems Engineering has one of the best research departments in the country. Sunderland University is also home to the respected Institute for Automotive and Manufacturing Advanced Practice.



## CASE STUDY:



**FORMICA GROUP, THE UK'S ONLY LAMINATE MANUFACTURER, HAS ITS LARGEST EUROPEAN MANUFACTURING SITE IN NORTH TYNESIDE, WHERE A TEAM OF HARDWORKING PRODUCTION LINE OPERATIVES AND BACK-OFFICE STAFF WORK.**



**WE DON'T SEEM TO STRUGGLE IN ATTRACTING PEOPLE. FROM A BACK-OFFICE POINT OF VIEW, OUR CUSTOMER SERVICES TEAM IS MULTI-LINGUAL. WE NEVER STRUGGLE TO FIND PEOPLE WITH BOTH THE LANGUAGE ABILITIES AND WITH THE RIGHT CAPABILITY TO SERVE OUR CUSTOMERS WELL.**

**PAUL FOREMAN, FORMICA**



The factory was originally constructed in 1945, and it is in the process of undergoing a major multi-million pound investment programme. Its prominent location on the Coast Road, boasts easy access to the region's major trunk roads, the A19 and A1.

Paul Foreman, Chief Operating Officer, explains why North Tyneside is the perfect location for the firm.

"We have assets here that are unique in our industry, so skill-set and knowledge about how to use those resources is particularly important."

"Our team really cares. They've got a high passion for service, delivery and quality. And that comes through when you walk around, there's phenomenal engagement with the team on the shop-floor."

He continues, "We don't seem to struggle in attracting people. From a back-office point of view, our customer services team is multi-lingual. We never struggle to find people with both the language abilities and with the right capability to serve our customers well."

"In terms of production line operators, there's a lot of people who've had much or all of their working life with us. There's a wide range of ages on the shop floor, from people who've just joined us fresh from education up to people in their mid-to-late sixties. We always find the right people to put into the right roles and people have rewarding careers with us."

Formica also benefits from North Tyneside's excellent connectivity, with its closeness to major trunk roads, as well as the region's port network.

"When you look at the geography of the UK, a lot of our customers are south of this location, and we also have a good customer base in Scotland. A lot of our products go to distributors in the centre of the UK, and south of the River Tyne, and the road connections here mean that's simple and straightforward. Many of our raw materials are sourced overseas, so we make good use of the North East's ports. It's great to have them on our doorstep."

"We've attracted the right skill sets, there's the right infrastructure, and there's plenty of spaces in the area suitable for business. Team that with the support we've received from Invest North Tyneside, it's a fantastic place for us to be based."

# KEY SECTORS

## FINANCIAL, PROFESSIONAL AND BUSINESS SERVICES (FPBS)

The financial, professional and business services sector is booming in North Tyneside.

With well-connected bases and the skilled and friendly people to make these service-focused companies succeed, it is easy to see why North Tyneside's business park directory reads like a who's who of the FPBS world.

Excellent transport providers – like the Tyne and Wear Metro rail system that welcomes more than 37 million passengers each year, and an extensive bus network, helps shuttle thousands of commuters to the key business hubs every day. Companies also have access to a talented pool of individuals on their doorstep, with more than 40,000 people studying FPBS-related subjects in some of the North East's high-performing colleges and universities.

The region is also famed for the warmth and friendliness of its people, something that has seen it become a key hub for the contact centre industry. Team that with advantageous rates for high-specification offices and a plethora of local companies to collaborate and connect with, and you have the perfect recipe for success.

Perhaps that's why almost 20,000 FPBS companies have chosen to locate in the North East, employing over 130,000 people between them.

Among those businesses that call North Tyneside home are Sitel, Tesco Bank, EE, Insurethebox, Santander, and Concentrix.

The shared service sector is another emerging area in North Tyneside. A prime example of this is Balfour Beatty which chose to locate its first customer service centre in the borough. Providing centralised support for all its UK businesses, the service centre achieved efficiency savings of £15m within its first year of operation.



## CASE STUDY:



WHEN IT COMES TO THE GREAT AND GOOD OF THE NORTH EAST BUSINESS WORLD, IT DOESN'T GET MUCH BETTER THAN NEWCASTLE BUILDING SOCIETY GROUP, A NAME SYNONYMOUS WITH QUALITY.



**WE WERE KEEN TO FIND A LOCATION THAT PROVIDED SCALABILITY, AND A PLACE WHERE WE COULD DRAW FROM A VAST TALENT POOL, AND WE HAVE FOUND EXACTLY THAT, HERE IN NORTH TYNESIDE.**

**PHIL GRAND, NEWCASTLE STRATEGIC SOLUTIONS**



An offshoot of the Society's core business, Newcastle Strategic Solutions is a company that offers outsourced financial services support to a wide range of leading UK clients, and it chose North Tyneside as the perfect base for its growing operation.

"We were looking for a base in our heartland of the North East," explains Phil Grand, MD of Newcastle Strategic Solutions, which was formed in 1997 and grew out of the financial services expertise of the Society.

"We knew, from our core business in Newcastle City Centre, that the skills and talent existed here in the North East to form a successful new entity that would package our financial knowledge and technical skills in an efficient and effective outsourced digital savings management solution for our customers.

"We were keen to find a location that provided scalability, and a place where we could draw from a vast talent pool, and we have found exactly that, here in North Tyneside."

The business opened its stunning base, on North Tyneside's Cobalt Business Park, ten years ago and hasn't looked back since. Now with a team of more than 600 and an ever-expanding portfolio of clients tapping into its online savings technology and services, being right at the beating heart of the North East has paid dividends.

"When we looked at the business park, we were shown visuals of how this building would look, and we were blown away. And I have to say, it's every bit as fantastic as it looked on paper - perhaps even better.

"We have a beautiful building that provides us with everything we need.

Parking is readily available on-site, and we're plugged into the North East transport network, so our team can jump in the car and know they can get here from just about anywhere in the region. Public transport links into the park are great too.

"There's a rich talent pool in the North East, and North Tyneside's ease of access means you can cast your net wider in terms of recruiting the best people.

"We're also part of a vibrant community of businesses here on Cobalt Park, that are tapping into the great on-site offers. The location's excellent - the connectivity is great and there are facilities on the park, like childcare, retail and leisure outlets that our team can enjoy in and outside of work."



# KEY SECTORS

## DIGITAL

The North East's digital and software industry is growing at a phenomenal rate. Outside London, the North East has the fastest growing digital sector in the UK, and it is estimated that by 2020, it will be a £2.5bn industry.

Jobs in the North East's digital sector are abundant and schools, colleges and universities are working hard to provide a pool of highly skilled people to feed the needs of North East based giants like Sage Plc and Ubisoft among others. There is plenty of talent to go round – as businesses in North Tyneside will attest to.

The rapid growth that the region's digital scene has experienced means that a number of powerful networks have emerged, designed to stimulate and spur on the development of the digital industry. This collaborative approach is not only raising awareness of the region in the corridors of power, but is also championing the innovation and skill that exists in North Tyneside and the wider North East area.



North Tyneside is already home to major names like Ebiquity, Accenture, DXC Technology, IBM, and TSG.

Stellium Data Centre is also expected to attract investment from national and international businesses, driving growth and the transfer of technology in this fast-moving industry.



## CASE STUDY:

**accenture**

GLOBAL IT FIRM ACCENTURE IS ONE OF NORTH TYNESIDE'S MOST HIGHLY-PRIZED EMPLOYERS, WITH ITS TECHNOLOGY CENTRE BASED ON THE BOROUGH'S STUNNING COBALT PARK.

**AS WE HAVE GROWN, ONE OF THE MOST BENEFICIAL THINGS ABOUT BEING BASED IN NORTH TYNESIDE HAS BEEN THE AREA'S INFRASTRUCTURE AND THE WAY IN WHICH IT ENABLES US TO ATTRACT FROM A MUCH WIDER POPULATION.**

**JO MCGOVERN, ACCENTURE**



Accenture employs people in a range of roles, from apprentices and graduates to experienced positions, and it plays an active role in supporting the area's skills agenda.

Jo McGovern, operations lead at Accenture North Tyneside, explains: "Back in 2012, we moved to Cobalt Park, and the reason for that was that we were merging into more of a technology space with various clients in different industries. What the area provides is the opportunity to collaborate with different businesses – to share knowledge and best practice.

**AS WELL AS THE SKILLED PEOPLE THE COMPANY IS ABLE TO ATTRACT, ACCENTURE CAN TAP INTO EXCEPTIONAL SUPPORT FROM INVEST NORTH TYNESIDE.**

"As we have grown, one of the most beneficial things about being based in North Tyneside has been the area's infrastructure and the way in which it enables us to attract from a much wider population. We have people coming to work with us from Teesside – from Middlesbrough, and even as far afield as Leeds and North Yorkshire, who have commuted to be part of our business in the North East."

As well as the skilled people the company is able to attract, Accenture can tap into exceptional support from Invest North Tyneside.

"We work in collaboration with the inward investment team and their support has been critical as we've grown."

Above all, there is one asset Jo believes is key to the company's success – great people!

"There's no doubt that people here have a can-do attitude. People are naturally warm, collaborative and supportive, and I think that's played an important part in all we have achieved in this area.

"The sense of community, the sense of collaboration and the number of opportunities we have here is because of that. And the more businesses that join us in North Tyneside, the more opportunities that creates for everyone."

# KEY SECTORS

## ENERGY

North East England is home to the UK's fastest growing energy sector, with a worldwide reputation for excellence in oil and gas, subsea marine engineering, and offshore renewables. And North Tyneside is at the beating heart of this burgeoning industry.

The region is less than 100 nautical miles from Dogger Bank and centrally located to service the other wind farms making the area ideally placed to become a major hub for the offshore industry. Smulders Projects UK is just one of the companies already taking advantage of this ideal location.

The North East is also well-connected to the rest of the world, with a variety of riverside locations available and three deep-water ports, including the Port of Tyne, which is highly skilled in supporting offshore projects.

The River Tyne has an enviable reputation for world-beating subsea technology with SMD locating its headquarters here. The area is also renowned for its engineering and maritime heritage with a diverse skills base and extensive supply chain, which includes WD Close, Quick Hydraulics, Mammoet UK, and CMR Group.

With more than 70% of the oil and gas platforms operating in the North Sea having been built in the region, the area is a major centre for the industry in the UK. This position is further strengthened by our vast storage, handling and refining facilities.



As well as its enviable reputation for world-beating subsea technology – for which it is a UK Centre of Excellence – and its close proximity to the North Sea oil and gas fields, the region has attracted some of the leading energy engineering and design companies including Barrier Group, Pipetawse, Anglitemp, and Fabricom Offshore Services.

The National Offshore Renewable Energy Catapult, The Energy Academy, and Tyne Subsea are also based within the region providing internationally renowned research and development capabilities and facilities on the doorstep.

Two companies assisting the growth of this sector are AIS Training and Maersk Training who are equipping people around the world with the skills to succeed in the offshore industry.

The North East also benefits from a highly skilled, affordable workforce and a lower cost base. For example the region's labour costs for an engineer are over 7.5% lower than in Aberdeen.



## CASE STUDY:



**INTERNATIONAL STEEL  
CONSTRUCTION COMPANY,  
SMULDERS PROJECTS UK,  
OPERATES A WIND TURBINE  
JACKET FOUNDATION FACTORY  
FROM ITS RIVERSIDE SITE  
IN WALLSEND.**



**THE AREA HAS BEEN LOOKING FOR NEW WAYS TO REINVENT ITSELF SINCE THE FALL OF THE SHIPYARDS AND IT HAS ESTABLISHED A REPUTATION AS A HUB OF MANUFACTURING EXCELLENCE OVER THE PAST FEW YEARS.**

**TOM COOSEMANS, SMULDERS PROJECTS UK**



Tom Coosemans, General Manager of Smulders Projects UK, which stands on the banks of the Tyne, said that the firm has seen first-hand how the area can quickly meet the needs of business.

Smulders produces steel structures used in the foundation of offshore wind turbines.

He said: "We opened our facility in Wallsend at the beginning of last year due to the increasing demand for our services from the UK's growing wind energy sector.

"There were two major projects in Scotland which needed large foundations to be built and our Belgian hub was running at full capacity.

"We started identifying potential new sites where we could manufacture and supply foundations for the UK market and this brought us to North Tyneside.

"We viewed the site on Hadrian Way, Wallsend and it was perfect as it had previously been home to a large oil and gas business.

"The oil and gas sector has a lot of synergies with the offshore wind industry, especially when it comes to the skills required to fill highly-skilled welding and fabricating roles, so we knew we would have no problem filling the roles that the move would create.

Another factor which played a key role in the firm's decision to open a base in Wallsend was the proximity of the site to the North Sea.

"As we manufacture the foundations for offshore wind turbines, they can have an elevation of up to 85 metres, which makes them extremely hard to transport.

"Having direct access to the sea meant we would be able to manufacture on site and immediately ship them once we had applied the finishing touches."

The company was well supported in its move by Invest North Tyneside.

He adds: "We've been welcomed with open arms by the inward investment team ever since we moved to Wallsend.

"The area has been looking for new ways to reinvent itself since the fall of the shipyards and it has established a reputation as a hub of manufacturing excellence over the past few years.

"Invest North Tyneside was very supportive of our move here and we can't thank them enough for their assistance."

**WE'VE BEEN WELCOMED WITH OPEN ARMS BY INVEST NORTH TYNESIDE EVER SINCE WE MOVED TO WALLSEND.**

# OTHER SECTORS

The assets of North Tyneside mean that it has something to offer for a wide range of sectors.

## HEALTHCARE AND LIFE SCIENCES

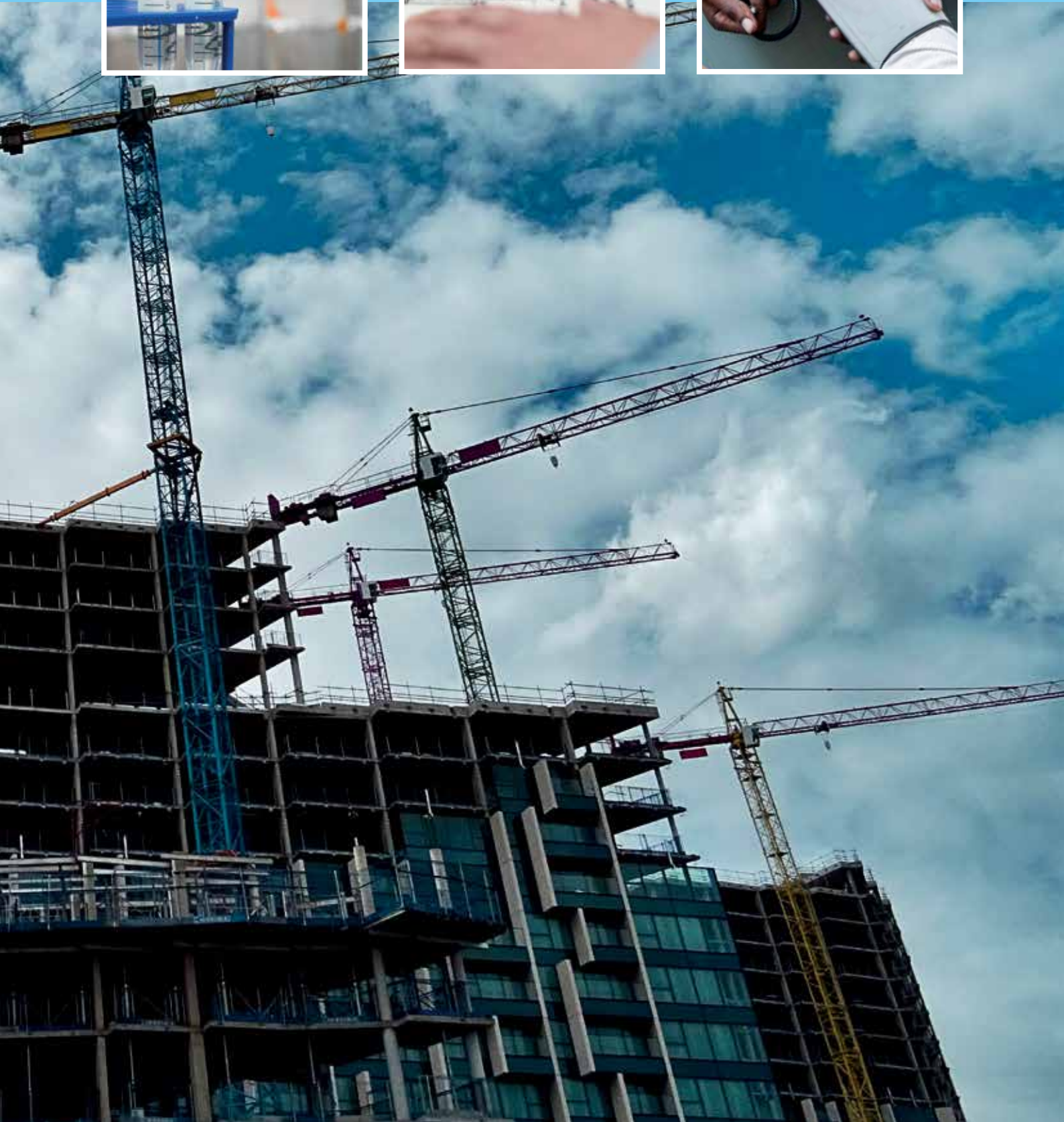
The area is home to a growing number of healthcare and life sciences businesses, and is part of a wider North East cluster that is enjoying significant success. More than £200m has been invested in the past five years to develop world-leading technologies, and the sector's growth shows no sign of slowing down. The skills base available to companies in this field is outstanding. One in four students in the region study life sciences topics, meaning businesses have ready-access to the talent that can help them grow, and that's already proven attractive to brands like Procter and Gamble, Aesica, and Sterling Pharma, who call the North East home.

## CONSTRUCTION

Construction is another strong contributor to the North East economy. 6,500 enterprises employ 49,000 people in a construction related industry and research suggests that by 2022 the sector could create a further 4,200 jobs. Well-known firms including Kier, Esh Group, and Tolent Construction all have a presence in the region.









## HOW WE CAN HELP

IT'S NOT JUST A WARM WELCOME THAT AWAITS BUSINESSES LOCATING IN NORTH TYNESIDE.

TO MAKE THE MOVE AS SMOOTH AS POSSIBLE, INVEST NORTH TYNESIDE ACTS AS A ONE-STOP SHOP PROVIDING ALL THE SUPPORT AND ADVICE COMPANIES NEED.

### Our service includes:

#### HELPING TO UNDERSTAND NORTH TYNESIDE

Our knowledge of the region can be an invaluable help to you.

We have a wide range of research and intelligence on North Tyneside and the wider region, covering everything from economic statistics to detailed information on key business sectors.

The depth of support available is one of the key reasons for the long-term success of investment projects here.

#### LOCATION ADVICE

North Tyneside offers a hugely impressive range of properties, from industrial premises and riverside sites to international business parks and flexible incubator units.

Finding the perfect property for your company will be our top priority. Using our extensive property database, our team of advisors will recommend premises which meet the key requirements of your business.

North Tyneside has everything a company needs to flourish: exceptional transport links to the rest of the UK and Europe; excellent infrastructure and digital connectivity; a robust and sustainable pipeline of real talent, and a variety of accommodation to suit any business requirement.

#### INWARD INVESTMENT SUPPORT

Over the last two decades Invest North Tyneside has assisted hundreds of companies and helped create thousands of jobs. We offer a comprehensive package of assistance for potential investors and our aftercare programme ensures we continue to support existing businesses to enable them to take full advantage of North Tyneside's fantastic growth opportunities and ongoing success.

Our service is free, confidential and tailored to clients' needs, but could include hosting familiarisation visits to the region; providing guidance on sources of finance for growth; facilitating introductions to local networks and supply chains and assisting with recruitment, training and staff relocation.

Everything a business needs to succeed in North Tyneside, from a single point of contact.

### Get in touch to see how we can help you:

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