UK Service Providers



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Introduction



Ross Allen
Director,
USA DIT

The UK offers some of the world's most renowned and innovative financial, professional and business services providers: it is a sector we are globally recognised for. You may associate many of these companies with London and the UK but they are here in the US too and interested in winning your business. It is therefore my pleasure to introduce them to you via this brochure, in which they explain how they can help your business succeed in the US and globally. From accountancy to advertising, banking to telecoms, they are ready to help you increase your efficiency and boost your revenue. They are all happy to hear from you directly (please just mention this brochure!) or we would be happy to make introductions for you. Department for International Trade and Foreign and Commonwealth Office staff will be very happy to assist.



Ross Allen

We do not endorse specific firms and it is up to companies interested in their services to make contractual arrangements. For UK firms not represented in this brochure who would like to participate in the future: please contact francesca.lorenzini@mobile.trade.gov.uk

Accounting

Grant Thornton

Offering you timely, practical insights and guidance. Leaders in dynamic middle-market organizations have immediate access to professionals who understand their business and their industry.

We understand your challenges
Leaders in every industry are operating in a complex regulatory environment, addressing a multitude of business risks, and dealing with margin pressure and issues around cost and availability of capital. With the possibility of global competition for customers and talent, you might be considering expansion across borders. In the midst of these and other efforts, you're working to meet increasing demands for transparency and innovation.

Our focus is on making a difference
Grant Thornton LLP is the U.S. member firm of Grant Thornton International Ltd, one of the world's leading organizations of independent audit, tax and advisory firms. We help dynamic organizations grow by providing meaningful, actionable insights for privately owned, publicly listed and public sector clients.

We are proactive on Capitol Hill, sharing policy briefs with members of Congress, industry insights at hearings and practical solutions with committees — advocating for responsible legislation and regulations that allow companies to reach their full potential.

Through initiatives such as ExperienceGreen for the environment and Supplier Diversity for economic development opportunities, we demonstrate our commitment to corporate social responsibility.

We have your solutions
Our audit, tax and advisory professionals have the experience and knowledge to assist you in your business growth efforts. Our teams work across industry and service lines to deliver solid results.

Audit services include: Employee benefit plan audit; Financial statement audit; Fresh start accounting; IFRS reporting and resources; and Public finance

Tax services include: Compensation and benefits consulting; International, federal, state and local tax; Private wealth services; Tax accounting/risk advisory; and Tax compliance

Advisory services include: Business consulting; Forensic, investigative and dispute services; Governance, risk and compliance; Restructuring and turnaround; Technology solutions; Transaction advisory; and Valuation

The firm was established in 1975, originally as Frank Hirth & Co - a firm of Chartered Accountants, and offered general accounting and tax services with a particular emphasis on US and UK tax compliance. It quickly became apparent that we were building an in-depth technical knowledge of the interaction between the US and UK tax jurisdictions and we used that knowledge to advise our clients through their complex tax issues.

Guided by a passion for building lasting relationships with our clients based on trust, understanding and technical excellence, the firm has flourished over the past 40 years. Our practice of putting clients at the heart of everything we do will always be one of our core values.

Frank Hirth PLC is currently listed as the 30th largest Accountancy firm in the UK (2015 Accountancy Age Top 50 survey of the UK's biggest accountancy firms) with a workforce of 220 dedicated people. We are a diverse community made up of people with a broad depth of technical knowledge, 45% of whom have been with us for five years or more. We have built an excellent working environment which provides professional development and opportunity. As testament to that, the very first employee of the firm is now our Chairman. In addition, a member of our first Entry Level Tax Assistants Scheme was recently appointed to our Board of Directors.

We provide our services to an ever increasing population of clients. Whether a private individual or multinational corporation, we will spend time getting to know you and learning about the intricacies of your world so that we can deal effectively with the challenges before you. Our integrated teams of highly trained professionals in London and New York are committed to offering you their expertise and insight to guide you through the dense labyrinth of regulations across borders. We will work with you to examine the whole picture from personal circumstances to any relevant business relationships in order to properly identify any potential problems and ultimately provide you with a bespoke, meaningful and efficient solution.

Tax has been our business for more than 40 years and clarity, transparency and friendliness has been the methodology in how we have conducted our business.

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Mazars USA is a high-performing national firm with significant presence in strategic US geographies. Since 1921, our dedicated professionals have leveraged technical industry expertise to develop customized solutions for clients, create value, and optimize their performance.

We deliver dedicated group of industry specialists providing accounting, audit, tax, consulting and advisory to growth-oriented enterprises and individuals. Our culture of diversity, collaboration and community is driven by our Guiding Principles of Association Respect and Excellence.

- 800 professionals and more than 100 partners in more than 10 U.S. offices
- Named a top U.S. accounting firm by Accounting Today
- Recognized by Mergers & Acquisitions for serving the needs of the middle and lower-middle market
- An integrated, customized approach – Our full service platform integrates accounting, auditing, tax and advisory services seamlessly to best address the critical issues our clients face
- Specialized industry training for our team members at all levels, so that they are familiar with a client's total business environment

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Banking



Lloyds Bank Commercial Banking North America provides sound local US and UK knowledge and advice, providing our clients with the solutions they need to secure growth and manage risk.

Acting as a gateway to expert USA-UK financial services, our teams of sector and product specialists deliver industry insight and experience alongside tailored solutions to suit our clients' individual business needs.

Our offer includes core banking products such as lending, deposits and a range of domestic and international transaction banking services. In addition, through our registered broker-dealer, we provide access to financial markets and to sophisticated capital markets solutions ranging from private-side debt and public financing to risk management products and solutions for global corporates and financial institutions.

Lloyds Bank Commercial Banking has deep local expertise with teams in New York, Houston, London, Frankfurt, Amsterdam, Paris and Singapore.

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Business Development

OCO are a UK company that know how to help you grow your business in the US. We have been delivering internationalization strategies for companies across the world since 2001.

With offices in Belfast and London, we successfully exported our own services to the US, before establishing offices in New York and Los Angeles. We now have over 60 full time consultants, offices and partners in global trading hubs and our team have generated over $50,000,000 in export sales for clients in the last 2 years. Our services have helped thousands of companies assess, enter and grow into new countries and from the US perspective we work with over 300 companies per year as they do business across North America.

Our US networks extend past our offices in New York and Los Angeles and we have delivered growth strategies for companies in 38 different states. Client references can be obtained from companies in industries as diverse as Aerospace, IT, Life Sciences, Advanced Manufacturing, Financial Services. Construction, Food & Beverages and Retail and many more.

Our global team have experience in providing services such as: Market Research; Market Entry Strategy; Partner and Customer Search; Lead Generation and Business Development; and In-country Representation.

Beyond our in-house delivery team, we have built a wide network of partners to help accelerate your entry into the market, including international/US State economic development organizations, as well as commercial partners and industry associations across the US.

Talk to us about your US growth plans and we can let you know how we can help.

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Co-working & Office Space

rise new york
in partnership with BARCLAYS

Rise New York offers you the ideal base for connecting, growing and launching your FinTech business.

Working at Rise New York means you won't be confined to a traditional office environment – you'll have the space to experiment, collaborate and learn. Run in partnership with Barclays, Rise is uniquely poised to scale fintech ideas that are shaping the future of financial services.

Rise is located in Flatiron, the hub of New York's startup scene. Rise is perfectly situated among the City's top entrepreneurs and high-profile Fortune 500 companies. We offer first-class facilities that will help you to get your ideas heard – from a 100-seat auditorium and suite of meeting rooms to video and podcast recording facilities.

You'll be able to take part in events and programmes that expand your horizons and help you make connections. Our members are all entrepreneurs building FinTech and enterprise startups, so you'll be sharing the space with people who share you ambitions and can help you achieve them.

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Foreign Exchange

AFEX is a trusted global payment and risk management solutions specialist offering a tailored approach to foreign exchange services since 1979. Whether your goal is reducing costs, minimizing FX risk or managing international payments, our currency specialists will gain a solid understanding of your risk factors and objectives, and create a customized strategy to help you manage your foreign currency exposure.

At AFEX, we pioneered global payments. It's what we do best and have been doing for thousands of clients every year for nearly forty years. With offices throughout the Americas, EMEA and Asia Pacific, we have a global presence and local expertise. First class customer service coupled with a strategic approach to creating highly personalized solutions are the cornerstones of our philosophy.

If you're exporting to the US or expanding operations, or seeking an expert resource for your foreign exchange, we can help.

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Immigration

LAURA DEVINE
IMMIGRATION LAWYERS

Laura Devine Attorneys (LDA) is a transatlantic law firm which offers comprehensive, creative, and bespoke U.S. and U.K. immigration solutions for businesses, families, and individuals. LDA draws upon its collective expertise to make up a multi-disciplined group of immigration professionals with depth and a diversity of experience that allows us to successfully address a wide variety of immigration matters.

The firm's Managing Partner, Anastasia Tonello, has been recognized by Super Lawyers, Best Lawyers, Who's Who Legal, Chambers Global, Chambers UK, Chambers USA, and the UK Legal 500. She has ensured that the firm has "built a fantastic reputation as a transatlantic powerhouse, serving blue-chip clients and offering a large team of dedicated specialists." Anastasia is currently the First Vice President of the 14,000-strong American Immigration Lawyers Association's (AILA).

Jennifer Stevens is a Partner of LDA and practices UK immigration. Jennifer was recognized as a leading lawyer and associate to watch in Chambers 2016. Jennifer is co-convenor of the Immigration Law Practitioners' Association's New York working group, is a member of the International Law Committee at New York City Bar Association and the Immigration and Naturalization Committee at the American Bar Association.

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Insurance



La Playa: Insurance with intelligence®

Specialist insurance policies, Expert professional advice, First class service, and Transatlantic capability

La Playa is boutique-sized, international specialist broker with offices in New York, London and Cambridge UK. A powerhouse of expertise and globally capable, we're small enough to care - deeply. We can take care of you and your business on both sides of the Atlantic, providing direct access to world-class underwriting at Lloyd's of London.
Too often we see, smart, creative people buying insurance that's the wrong shape and the wrong size. That's why we specialise, to help you get the protection you need - on your terms.

Specialist insurance for: **Science & Technology; Media & Digital; Arts & Entertainment; Fine Arts; Private Client**

We understand the complexities of crossing the Atlantic with your business – we've done it ourselves. So we can support you with expert advice to make informed decisions, helping to protect your enterprise with carefully crafted insurance to suit your needs at each stage. Working with a single broker across both territories helps avoid expensive duplications in coverage and, worse still, gaps. Our expertise can save you both time and money, negotiating exceptional coverage at realistic premiums with a range of leading carriers.

Talk to a real person who knows you and gets things done – someone who'll be in your corner when you call on your policy to deliver on its promises.

People like you like you us. Passionate. Discerning. Independent.
Registered broker at Lloyd's

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Back Office including HR & IT Services

Founded in 1993, BJSS is an award-winning, delivery-focused, I.T. Consultancy, with offices and project centers across the U.K. and U.S. With over 20 years of software development and I.T. advisory experience; BJSS is renowned for its technical excellence, cost-effective delivery and its proven BJSS Enterprise Agile approach.

It has created a pedigree of building and deploying high availability, low latency, enterprise-scale, integrated software solutions. Our clients include some of the world's largest companies including investment banks, retail banks, government departments, retailers and commodity traders. BJSS possesses a core competency in a variety of strategic technologies covering Big Data, Cloud, Open Source and Digital transformation. Please visit: bjss.com to learn more.

BJSS Enterprise Agile® is BJSS' proven method of delivering technology and process change. Developed and refined by expert practitioners, the approach draws on over 20 years' experience of successful delivery for a broad range of clients in sectors as diverse as Government, Healthcare, Media, Retail, Financial Services and Commodities. It enables the predictable and efficient use of Agile techniques for technology-led change, helping organizations to realize greater value. The approach addresses a wide range of delivery challenges, ranging from the traditional software products to business change and strategic advisory services. It is not prescriptive, but provides a delivery framework tailored to client requirements and to the specific situation. Please visit: bjss.com/ea



BriarsGroup

Briars Group is the back-office power behind growing entrepreneurial businesses and corporate enterprises. For more than twenty years the company has provided services in the fields of People, Finance, Tax and Technology through to full Corporate Management.

We offer; Banking and Payments, Accounting, Tax, Human Resources, Business Administration, Payroll, Company Secretarial, IT, and PEO-Secondment.

We are able to support you across all of our services across 38 countries and growing. We are skilled at setting up in new territories on your behalf and as a result remain able to support you with your international growth plans. One example is our recent extension into Iraq at short notice for key US corporations.

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CONCRETE

Concrete retail management software is used by many of the world's largest and well-known brands. We provide a cloud based application that connects head office teams with their field and store employees, whether they operate wholly owned, joint venture, franchise or wholesale stores.

With retail experiencing significant change with the growth of e-commerce, brands with a physical presence need to capitalise on the unique relationship this enables with their customers. Concrete is designed to help unlock this potential, by providing a conduit into each and every market and store to provide education, communication, tasks, approval processes and ultimately two way operational support and visibility into the field.

Concrete helps our customers drive store success by helping improve the operational efficiency of a store and improving the level of engagement with customers. In short, we drive store revenue by maximising the sales opportunity of your footfall.

Available on your desktop, tablet or via a mobile app, Concrete is there to connect you and your teams to what needs doing now. Concrete provides real time retail with built in analytics to iteratively improve your customer engagement. Whether a two store boutique, or a 5,000 store multi-national, Concrete is proven to drive results for any store location.

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Marketing



Croud was founded in July 2011 by a group of ex Googlers and agency folk and is now ranked number 4 in Google's Top 10 Independent Digital Marketing agencies in the UK. Providing PPC, SEO, Display, Social Ads, Content and Analytics for client's like Netflix, DKNY, Regus and Hiscox. The US business was launched in October 2015.

Every agency in the world has good and bad facets, we want to capture all the good and eliminate all the bad. We've ripped up the rulebook to achieve this, everything from our tech to how we deliver is all new and the results are great so far. We have around 100 employees globally across offices in New York, London, Shrewsbury and Sydney as well as The Croud Network, our very own network of over 1200 on demand digital marketing professionals.

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GlobalWebIndex, the leading provider of audience profiling data, is used by brands, publishers and agencies worldwide to infuse their marketing with insight from end to end.

With ready access to the world's largest survey on the digital consumer, marketers can uncover bespoke insights in seconds. Using a unique methodology that blends both survey data and analytics, its robust and reliable nature makes it possible to quantify the why behind consumer behaviors, transforming audience targeting and helping marketers put the science behind their ideas.

From their insight generation and campaign measurement solutions, entirely managed in-house, right through to their intuitive, user-friendly SaaS platform, GWI clients can leverage data from 42 countries and over 500 local regions (including all 50 states) representing the digital, media and brand consumption profiles of over 2 billion internet users worldwide.

This includes unique U.S. data that gives marketers the ability to deep dive into consumer perceptions, behaviors, attitudes and interests, and get a comprehensive understanding of their audience.

This means delivering the right message, to the right audience, at the right time, and improving brand strategy and ROI.

In addition, marketers can leverage GWI's global panel to run customized research studies to deadline, while their analytics solution offers complete visibility into marketing effectiveness, from planning and activation right through to measurement.
The extensive library of quarterly trends, market and insight reports created by their in-house research team also ensure marketers can stay ahead of fast-moving consumer trends.

Key use cases:
- Deep audience profiling
- Audience modelling
- Consumer journey mapping
- Media planning
- Campaign activation and measurement
- Ad effectiveness
- Brand positioning
- Insight generation

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HELLO, WE'RE IRIS!

WE BUILD PARTICIPATION BRANDS

A full-service creative agency network of over 1,000 people, across 15 offices worldwide, we work with some of the most adventurous and successful clients in the world. We build the kinds of brands that can be more than just another credible option in a crowded category. Brands that have a purpose. That innovate and shape culture. They're not born. They're made. More importantly: they work. We call them 'Participation Brands'. And we've been building them for 18 years.

Through our recent quantitative study of 14,000 consumers worldwide – we've proven that Participation Brands outperform in their market. By actively enhancing lifestyles, passion points and popular culture they get their market doing their marketing.

WE ARE UTILITY PLAYERS

We have no dominant discipline gene. We've used our approach to help our clients win in the retail, experiential, digital, social and content marketing spaces, and while we've grown, we've hung onto that scrappy, Swiss-Army-Knife, something we've had since the very start. Now, we apply the same thinking to brand strategy and above the line work, developing advertising that gets your market to do the marketing for you, like we've done with Philips Hue, Samsung, adidas and Jeep to name a few. Every time we develop an idea, we ensure it works hard and punches above its weight.

WE OWN UP TO THE WORK

iris Concise, our management consulting team, are a critical part of the team for all our top 30 clients, and a fully integrated part of the iris network. The combination of strategic business consulting, customer data strategy and data analytics with the creative product allows for real performance accountability in all our work.

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Recruitment



We are Alexander Mann Solutions and we're passionate about helping companies and individuals fulfill their potential through talent acquisition and management. Today, over 3,500 of our talent acquisition and management experts are partnering with our blue-chip clients across multiple sectors and in more than 80 countries. Delivering a distinctive blend of outsourcing and, through our Talent Collective team, consulting services, our unrivalled experience, capability and thought leadership helps our clients attract, engage and retain the talent they need for business success.

Our services include:

- Outsourcing: Multi-country, end-to-end Recruitment Process Outsourcing (RPO) for permanent and non-permanent workforces; Single- or multi-process RPO for permanent and non-permanent workforces; Contingent Workforce Services (CWS), including direct sourcing and Managed Service Provider (MSP) services.
- On-Demand Recruitment Services: SourceCloud™, providing clients with living talent pools of active and passive candidates across geographical borders; Resourcing Augmentation Services, providing short- or medium-term resources to Talent Acquisition organizations.
- Talent Collective (consulting services): Assessment; Diversity & Flexible Working; Executive Talent; Employer Branding & Attraction; Insight & Analytics; Market & Competitive Intelligence; Strategic Workforce Planning; Talent Strategy; Technology & Process Transformation; and Training.

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JD&Co. are Europe's leading Executive Search Partner for disruptive, innovative and high growth brands within the Tech and Digital space. Jo Dalton, our CEO and Founder, has over 20 years' experience advising founders on talent strategy, executive hiring and solving complex people challenges. Her mission remains to break the mould and completely rethink outdated recruitment practices, bringing a fresh approach and exceptional client experience to a tired industry. A self-confessed geek and driven entrepreneur, Jo decided to focus on supporting the sector she was most passionate about, and is proud to have impacted some of the most exciting tech and digital brands of today.

Working with investment teams and founders of leading startups and ambitious disrupters, JD&Co provide Executive Search support through a number of key products including Board Advisory projects, International Expansion Plans and Talent Health Checks, as well as global senior headhunting and talent acquisition campaigns. With a highly skilled team based in London and Berkshire, JD&Co partner with clients across the UK, Europe and the US to deliver excellence.

JD&Co work with startups across all disruptive sectors as well as more mature businesses looking to innovate. We have worked in Fintech, Foodtech, Fashtech, Mobility, Insuretech, AdTech, IOT, AI, Big Data, Marketplace, Ecommerce, Dating and Gaming and always have a keen eye on new and emerging markets.

Clients include TransferWise and Deliveroo, as well as the largest e-hailing app in Europe – MyTaxi, previously Hailo. Our clients are most often PE backed, preparing for IPO or securing additional VC funding, and we are proud to have supported Moo, Buzzfeed, Shazam, Swoon, Bumble, ASOS, Elevate, PayPal, Holiday Extras and Lovecrafts solve their hiring challenges. We also champion smaller, early stage startups such as Kano, Seenit, Glue Home, Streetbees, Attest and have even connected like-minded co-founders.

We love what we do and are always on hand to offer counsel, analysis, salary insights and market research, becoming a valuable partner through every step of your expansion journey.

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[SCHILLINGS]

We protect the privacy and reputations of the world's most successful people

We help successful individuals and leading companies all over the world to enjoy what they have achieved, free from intrusions into their private lives or assaults on their character. Our team of leading lawyers, cyber security experts, intelligence analysts and risk consultants work together with some of the biggest names and most influential people on the planet - defending their rights and freedoms in an age of instant communication and relentless change.

In a time when change is the only constant, crises happen with more frequency and with more long-term repercussions than ever before. At Schillings, we understand privacy is vulnerable and reputations are under attack. With over 30 years' experience in privacy and reputation protection, our holistic legal, intelligence and cyber security services allow us to identify the right fix to eliminate the crisis with precision and efficacy; giving control back to our clients, their families and their companies.

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INNOVATION IS GREAT
BRITAIN & NORTHERN IRELAND

Department for International Trade

gov.uk/dit

DIT
The Department for International Trade is responsible for promoting British trade and investment opportunities across the world. This includes developing, coordinating and delivering a new trade and investment policy to promote UK business and bring high-quality investment to the UK.

Disclaimer
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