



Sharing is growing
**Discover our products
and services**

We believe in sharing.

Sharing challenges
to build stronger relationships.

Sharing relationships
to broaden our expertise.

Sharing expertise
to generate collective intelligence.

Sharing intelligence
to spark innovation.

Sharing innovation
to promote effective solutions.

Sharing solutions
to support transformations.

Sharing transformations
to create more value to stimulate growth.

Sharing is growing.



Visiativ

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Visiativ in the UK

Who is Visiativ?

Visiativ is a professional services and consulting business, dedicated to helping UK companies accelerate and fund their innovation and digital adoption strategies.

Our story

Established in 1987, Visiativ is a French-listed technology and consulting group servicing over 23,000 client businesses worldwide. Focused on strong corporate risk and control governance, our strong balance sheet enables us to continually invest in the customer experience.

With reported revenues of €258 million in 2022 and an 1,400 plus-strong team, Visiativ currently operates in 14 countries: Belgium, Brazil, Canada, France, Germany, Ireland, Luxembourg, Morocco, the Netherlands, Poland, UAE, USA, Switzerland and, of course, the UK.

In the UK, Visiativ's consulting story began in 2007 with Jumpstart and then ABGI. Our solutions story began even earlier, in 2002, with Innova Systems, then CCSL and, most recently, our Markforged 3D printing business.


What we do

We enable innovation for our clients through a combination of funding, technology and digital adoption products and services, empowering employees and transforming businesses.

We're an innovation funder, digitisation partner, award-winning SOLIDWORKS reseller, 3D printing partner and trusted advisor to thousands of businesses around the world, including many household names.

Why choose Visiativ?






We employ the best people, so you get the best results

Visiativ employs a large UK-based team of professional, highly qualified scientists and engineers across all sectors, who undergo comprehensive and ongoing training.

Our Consulting team understands that finding and securing the right innovation funding and incentives for your company requires a special blend of technology, tax and financial expertise.


Our Solutions team understands the commercial realities of bringing new products to market, as well as the pressures of creating designs within budget and ahead of forecast. SOLIDWORKS-certified, their expertise and experience are second to none, making us better equipped to find and implement the right solutions for your company.



We're an extension of your team

Everyone at Visiativ shares the same core values - co-development, trust, inventiveness and flexibility - which are reflected in everything we do. We strive for excellence and challenge ourselves to deliver the best possible outcomes for you, every time.

Knowing our core values is one thing; living them is another. Every member of our team is appraised on them regularly. Why? So that you, as a client, can feel confident and secure in your choice of provider, engaged in the process, understood, respected and completely satisfied with your experience from start to finish.



We take a holistic approach

Visiativ is involved at every stage in the value chain of innovation, meaning we can maximise the opportunities for your business from strategy all the way through to implementation.

As technicians, who understand the innovation challenges you face and the technological advances you're trying to achieve, you can rely on us to find the right solutions for your business. Whether it's innovation funding, technology or digital adoption products and services, we'll always ensure a perfect fit.



We're flexible too

We'll tailor our approach to your unique needs. With over 35 years' experience of working with thousands of clients, we know that no two clients are the same.

Our Values

Our values define who we are and how we behave.

Neither short-term, nor optional, they absolutely cannot be compromised for financial gain.

Why are our values important to you?
Because they provide the foundations to the experience you'll have with us.





CO-DEVELOPMENT

Successful business transformation involves many people. We recognise that working as a team with colleagues and clients where we all participate, share and collaborate leads to better outcomes for all.

FLEXIBILITY

No two businesses are the same. Our clients operate in dynamic environments and their plans constantly evolve. We tailor our service to each client, embracing change and adapting to whatever it brings.

TRUST

We work with clients, partners and each other openly, honestly and sincerely. We cultivate our business relationships, keep our promises and aim to be a trusted adviser and partner to our customers.

INVENTIVENESS

We are always looking to innovate and improve – finding new and better ways to do things. We look to the future, anticipating our clients needs and imagining solutions.

Visiativ Consulting

Visiativ Consulting provides a range of innovation incentives, funding and advisory services to businesses large and small, across every sector, in the UK and internationally.

No-one is better equipped to find the right innovation funding and incentive solutions for your company.

Our services

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Funding




We make the whole process painless

We realise you have a business to run. So we've perfected a range of methodologies for claiming grants, capital allowances, R&D tax relief and other incentives that keeps your time commitment to an absolute minimum. Although you can, of course, be as involved as you like.




We work with you

We assign you an account manager, who will project manage the whole process and coordinate the relevant departments. For companies with multi-country claims, we can manage the process at an individual country level or route all dialogue through your company's headquarters. We'll also help with the mapping of international funding opportunities and implementing them in your organisation.



We have a great working relationship with tax authorities

Earning the trust of tax authorities internationally is a cornerstone of our global business. In the UK, we deal with HMRC on a daily basis and have built up a very good relationship with them over the past 10 years. HMRC see us as experienced, knowledgeable and reliable, which is reflected in our impressively small 0.5% challenge rate for R&D tax credit claims.



We work with you to maximise your return on investment, while minimising risk

We recognise that applying for funding, securing tax incentives and investing in software can expose a business to risk, if not managed properly. Taking tax incentives as an example, HMRC's ever-evolving interpretation of what qualifies makes it more important than ever to submit accurate and robust claims. Given our track record, HMRC only spot-check a very small percentage of our claims and we've defended all of them successfully.

Visiativ Consulting Services

01. Innovation Incentives



R&D Tax Credits (powered by ABGI)

Our team uses a unique combination of technology, tax and financial expertise to secure the highest possible government funding for organisations. Our consultants efficiently gather information and write the Technical Report needed for company tax returns. We also provide Enquiry Defence free-of-charge in case of queries from tax authorities.



Grant Funding

UK companies can tap into a huge range of grants and subsidies. We offer an end-to-end grants consultancy service, which includes writing and submitting grant applications, advising on the potential eligibility of projects and supporting you in the development of appropriately costed project plans.



Patent Box

The UK's Patent Box scheme enables companies that hold qualifying IP rights or an exclusive IP licence, and who receive relevant IP income, to benefit from a reduced rate (10%) of corporation tax on the relevant profits. We'll help you compile and assess these costs and profits, and prepare a report and associated calculation for inclusion in your tax return.



Research & Development Allowances (RDAs)

RDAs let you write off 100% of the cost of capital items used for R&D in their year of purchase, meaning your company gets the tax relief immediately. When preparing an R&D tax credit claim, we'll examine any project-related purchases and consider including these as capital items in your claim.



Enquiry Defence

HMRC are auditing more and more R&D Tax Relief claims every year. Our Enquiry Defence team can help businesses facing an HMRC enquiry – we'll review the claim and defend it where appropriate, advising on the best defence strategy and negotiating with the relevant tax authorities until an agreement is reached.



Video Games Tax Relief (VGTR)

The VGTR scheme comes with strict eligibility criteria, which have left many software developers wondering whether their games qualify. Companies can claim both VGTR and R&D Tax Credits. We'll navigate the complex eligibility criteria on your behalf to ensure you maximise returns from both tax incentive schemes.



Claim Audit

The rules and guidelines for many of the UK's tax incentive schemes are open to interpretation, exposing companies to the risk of tax audits or enquiries. If you're making claims through an in-house team, an accountant or 'specialist', we can provide independent audit services on those claims, highlighting any areas of risk and providing solutions to manage them going forward.

Visiativ Consulting Services

02. Innovation Consulting

Intellectual Property services

PATENT SEARCHING & LANDSCAPING

As well offering critical insights into your competitors' technology and patent activity, patent searching and landscaping can help contextualise your own R&D output and R&D pipelines, prioritising what to file patent applications on and increasing R&D efficiencies.

PATENT WATCHING & OBSERVING

We can set up alerts for patent applications that may pose a problem for your products or services. Once identified, we can submit observations to the Patent Office before the patent application is granted. We can help with European Patent Oppositions too, working with our European Patent Attorney associate firms.

IP AUDITS

An IP audit is a tool for identifying your potential IP assets. We can provide an expert review of all your IP, including Patentable Subject matter, Trade Secrets, Trademarks and Designs.

PATENT STRATEGY ADVICE

We can advise on how to monetise your IP, as well as identifying possible partners and why, when and where to file patent applications. We can also facilitate ideation workshops and help you capture more of the inventions your staff are generating.

PATENT DRAFTING & FILING

Registering your IP provides the maximum possible commercial protection. We can either prepare patent specifications to be filed by our Patent Attorney partners or prepare full Invention Disclosures for your own Patent Attorney to finalise and file at a Patent Office.



International Tax Optimisation

Most OECD governments use tax incentives to encourage businesses to invest in R&D to boost innovation and drive economic growth. We can help with the mapping of international funding opportunities, as well as their implementation in your organisation.



Innovation Strategy

Support with claims, businesses cases, company structure and global tax incentives. For example, we can help with input to business cases, provide a global view of tax incentive schemes, or advise on company structures and their impact on funding opportunities.

03. Ancillary Services



R&D Advances

The time taken between investing in R&D and receiving a claim back from HMRC can often create real cash flow challenges for businesses. We can help bridge that gap by offering short-term funding through a selected panel of lenders, with terms tailored to your needs.



Capital Allowances

Companies can claim capital allowances on most of the assets associated with the business, such as equipment, research costs and even building renovations. Our multi-disciplinary team, including lawyers, tax accountants and surveyors, will quantify and allocate expenditure into the correct pools, ensuring you obtain the appropriate tax relief.



IP Leveraged Funding

Use your IP to generate funds, rather than give away shares in your company. IP-leveraged funding secures a loan for your business based on the value of your intellectual property (as opposed to being secured on personal guarantees or physical collateral).

Visiativ Solutions

Visiativ Solutions is a digitisation partner, award-winning SOLIDWORKS reseller, 3D printing partner and trusted advisor to thousands of businesses throughout the UK.

Our passion is providing expert guidance and exceptional training to get you up to speed with our range of SOLIDWORKS and Markforged products as quickly as possible.

Our solutions

SOLIDWORKS Desktop

3DEXPERIENCE Works Cloud

DraftSight

myCADtools & myPDMtools

Moovapps

Markforged



You're in safe hands with us

We'll work with you to become a natural extension of your business, so if you're new to 3D design and printing, are making the transition from other software, 3D printers, or even if you're an expert needing additional guidance, we'll get you on the right track - and keep you there - with the minimum of fuss.



Real-world experience

All of our Technical Engineers come to us with real-world design experience using SOLIDWORKS software. We then invest in developing their skills to the highest level, ensuring we can deliver the most responsive and knowledgeable support available across the UK.



Our support and after-sales service is second-to-none

Every year, Dassault Systèmes, the makers of SOLIDWORKS, survey users on their reseller experience. Our UK-based team were voted best in Northern Europe four years running and are consistently rated at the top of the pile in the UK, too. No other reseller in the whole of Northern Europe has been able to match our commitment to our customers.



Official training courses and events

We won't leave you to fend for yourself, alongside our support services, we offer official training and certification courses covering all aspects of 2D and 3D CAD, Virtual Testing, Data Management, Rendering and more. Not only that, we hold events around the country throughout the year that will keep you up to date with latest software and 3D Printing technology we have to offer.

Visiativ Solutions

01. Solutions

SOLIDWORKS Desktop

The world's most popular 3D mechanical design software package, SOLIDWORKS is used by millions of design professionals every day. Designed to help you develop products faster, at higher quality and less cost than other CAD packages, The SOLIDWORKS software portfolio significantly improves how new products are created.

3DEXPERIENCE Works Cloud

3DEXPERIENCE Works brings all your key stakeholders together on a single cloud-based collaborative platform, enabling you to seamlessly move from ideation through delivery for continuous development. Connecting the people, applications and real-time data from every aspect of your business, 3DEXPERIENCE Works helps you improve execution, increase productivity and accelerate innovation.

02. Applications

Design

In 2D or 3D, stand-alone or perfectly integrated in a network or cloud environment, we have the industry-leading design solutions to take you further.

- 3DEXPERIENCE Works Cloud Apps
- SOLIDWORKS 3D CAD
- DraftSight 2D CAD
- SOLIDWORKS Electrical
- Driveworks



Manufacturing

From milling programmes to creating a digital twin of your production line, we have what you need to bring your design to production efficiently.

- AlphaCAM
- 3DEXPERIENCE DELMIA Cloud
- SOLIDCAM
- SOLIDWORKS CAM
- SWOOD



Product data & lifecycle management

Get a grip on your design data with our desktop PDM tools, or take it online with our cloud-based Product Lifecycle Management solution.

- SOLIDWORKS PDM
- 3DEXPERIENCE ENOVIA Cloud



Virtual testing

Subject your 3D model to accurate real-world simulations for better design choices, lower costs and shorter time to market.

- SOLIDWORKS Simulation
- 3DEXPERIENCE SIMULIA Cloud



Technical documentation & rendering

Solutions for online customer portals, visualisations, animations, manuals, documentation and more

- SOLIDWORKS Composer
- SOLIDWORKS Inspection
- SOLIDWORKS MBD
- SOLIDWORKS Visualize
- eDrawings





Visiativ Tools

Produced in house by our team of industry experts, these productivity tools are **exclusive** to Visiativ customers

myCADtools & myPDMtools

Comprising over 70 SOLIDWORKS productivity tools for automating repetitive daily tasks, myCADtools frees you up to get on with what you enjoy – designing great products.

Every part of the design process is covered, from 3D design, drawings and project management to production, administration and even SOLIDWORKS User Interface customisation, revolutionising the way you work.

Moovapps

Built to address the challenges businesses face today, Moovapps helps companies like yours digitise entire operations quickly and easily.

From sales, technical and marketing to HR and beyond, Moovapps provides solutions for every department in your business, whichever industry you work in.

3D Printers

As an authorised reseller of the Markforged range of 3D printing technology, we can help you capitalise on the many exciting opportunities available, whether you're just getting started or have already identified a need within your organisation.

Why 3D Printing?

Additive manufacturing offers unique benefits compared to traditional manufacturing:

- ✓ Production of everything from prototypes to end-use parts is faster, cheaper and easier.
- ✓ Investing in additive manufacturing can greatly improve efficiency and agility, while also minimising supply chain risk.
- ✓ Additive manufacturing is efficient: you only build what you need to; nothing more.



Why Markforged?

Using composite materials and continuous fibre reinforcement, you can now print end-use parts which are as strong as aluminium, in a fraction of the time.

- **Tough Parts:** Markforged industrial 3D printers are built to create exceptionally strong parts.
- **Designed for Reliability:** Trusted the world over, Markforged 3D printers' precision design and construction yields predictable, repeatable results.
- **Platform Connected:** Monitored and controlled by a central cloud-based platform, printing parts on a Markforged 3D printer is as easy as sending an email.
- **Professional Surface Finish:** Products can be shipped straight from printer to end-customer without any post-processing.



Service & Consultancy

From set up and installation to expert tips and tricks, we're always on hand to help you get the best out of your investment. Think of us as a natural extension of your team. We'll work with you to assess your current processes, then recommend how best to improve them.



Consumables and Parts

From composite base to continuous fibre, we supply a wide range of strong, durable and capable materials for Markforged 3D printers. Depending on the end use, these can include anti-static and flame retardant materials, opening up further opportunities.



Test the strength

Judge for yourself how strong they are. Request a free sample part or sign up for a demo.

Visiativ Solutions

Support

How can we
help you?



HELPDESK

When you call, you'll get straight through to a Technical Engineer skilled in SOLIDWORKS, ready and willing to help with the simplest to the most complex problem.

PRODUCT SUPPORT

You'll be well looked after by the best team in the business – recognised by SOLIDWORKS for having the best customer support in Northern Europe four years running. You're in the safest of hands.

SOFTWARE UPGRADES

Your annual subscription keeps you connected with our support team. You'll also be entitled to the latest version of SOLIDWORKS. Staying current means staying productive!

TRAINING

A certified SOLIDWORKS training provider, we've been delivering official courses for more than 20 years. Whether you're new to 3D design or a seasoned pro looking to brush up on your existing skills, we have the knowledge and experience to guide you.

HARDWARE

Your choice of hardware underpins your investment in SOLIDWORKS, so it's vital you get it right. We'll recommend and supply the best hardware for your budget and requirements.

IMPLEMENTATION

Using our experience, we'll help you define the right implementation plan for your team, ensuring your design and data management needs are met with a rapid return on investment.



Our UK and Ireland Locations

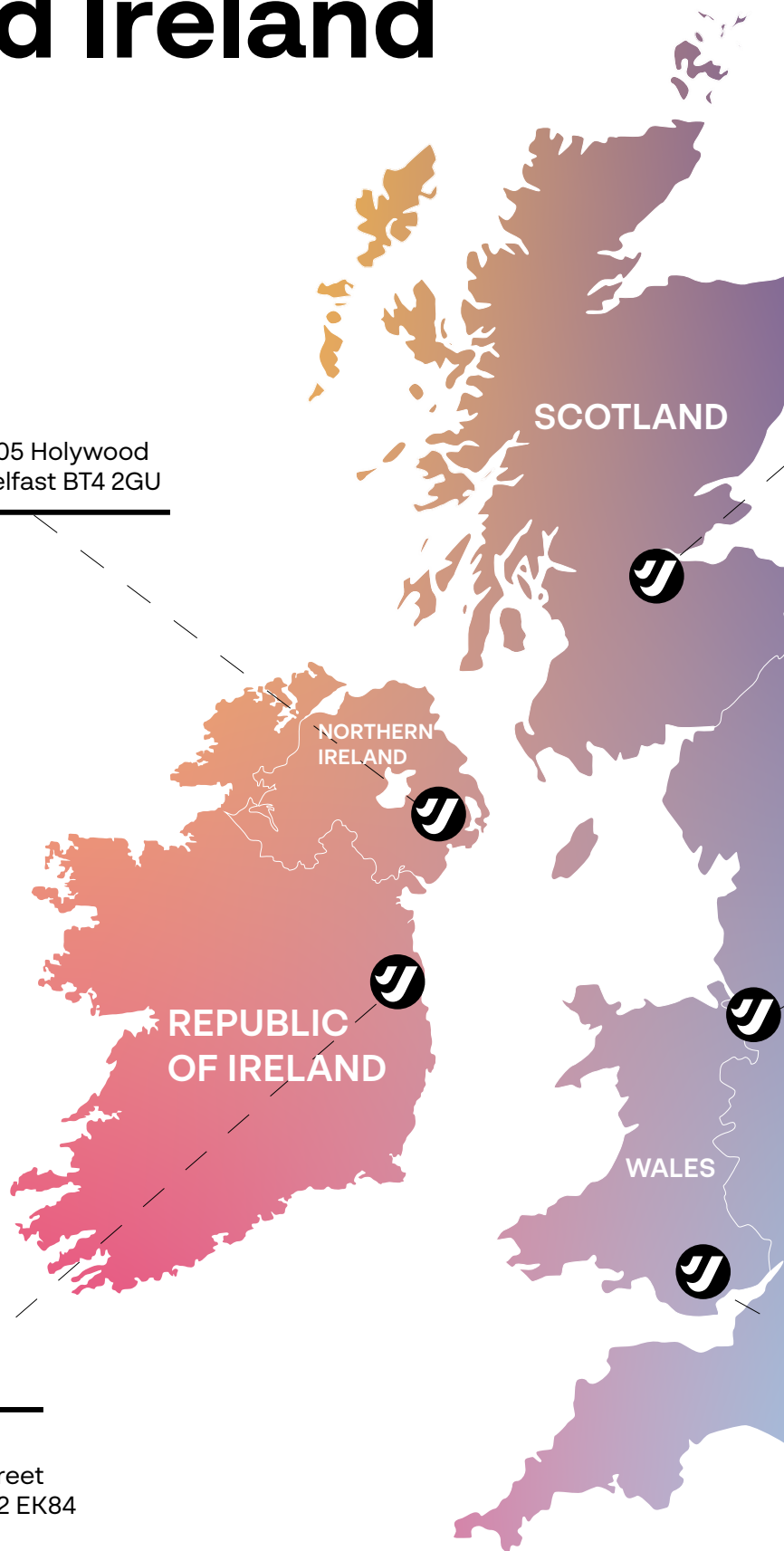
Belfast

Unit 3, 405 Hollywood Road, Belfast BT4 2GU



Dublin

28-32 Pembroke Street Upper, Dublin 2, D02 EK84



Scotland

6 Atholl Crescent,
Edinburgh EH3 8HA

Newcastle

Sunrise House, 2nd Floor,
25 Collingwood Street,
Newcastle NE1 1JE

Liverpool

Suite 14, Gateway House, New
Chester Road, Bromborough,
Wirral, CH62 3NX

West Mids:

Unit 30 Greenbox, Westonhall Rd,
Stoke Prior, Bromsgrove, B60 4AL

South East:

1 Pioneer Court, Chivers Way,
Histon, Cambridge, CB24 9PT

London:

12th Floor, Broadgate Tower,
20 Primrose St, EC2A 2EW

South West:

Enterprise House,
Navigation Park,
Abercynon, CF45 4SN





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