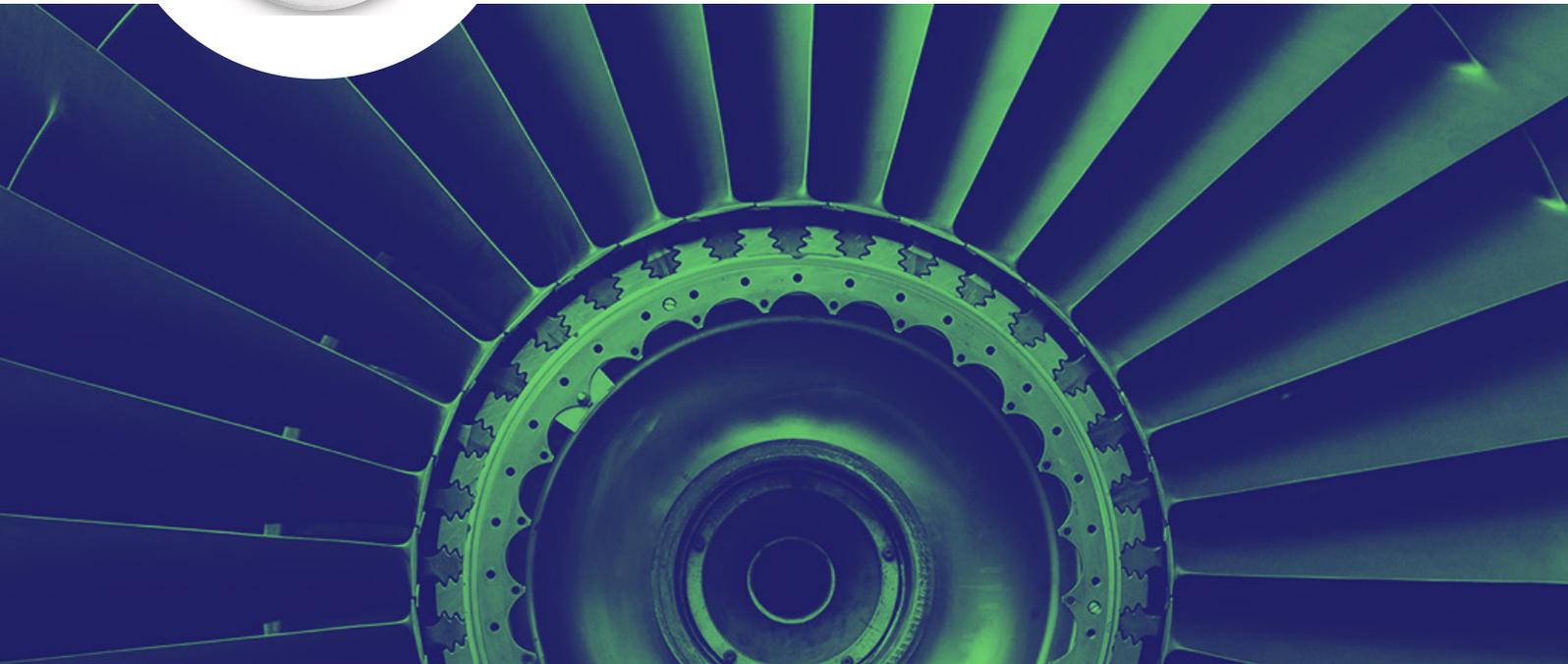




**GRANTED**  
CONSULTANCY



GRANTED CASE STUDY

**PAYBASE**

£670,000 GRANT AWARDED BY INNOVATE UK

## NEW OPPORTUNITIES

London based FinTech firm Paybase, led by entrepreneurs Anna Tsyupko and Christopher Wessels, is one of the rare tech companies that can boast of true innovation. In 2013, the company was founded as a consumer-facing business and launched the money transfer app Payfriendz



My team and I have really enjoyed working with Granted – they were very insightful, reliable and helped us secure funding!

Anna Tsyupko

CEO, Paybase

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## THE CHALLENGE

They were quickly sucked into the intricacies of providing an electronic money product and the regulatory and compliance requirements that came with it and found themselves unable to source a secure, modern, tech-first payments partner.

This is when they decided to build the Paybase Platform - a developer-native, end-to-end solution for payments, compliance, and risk.

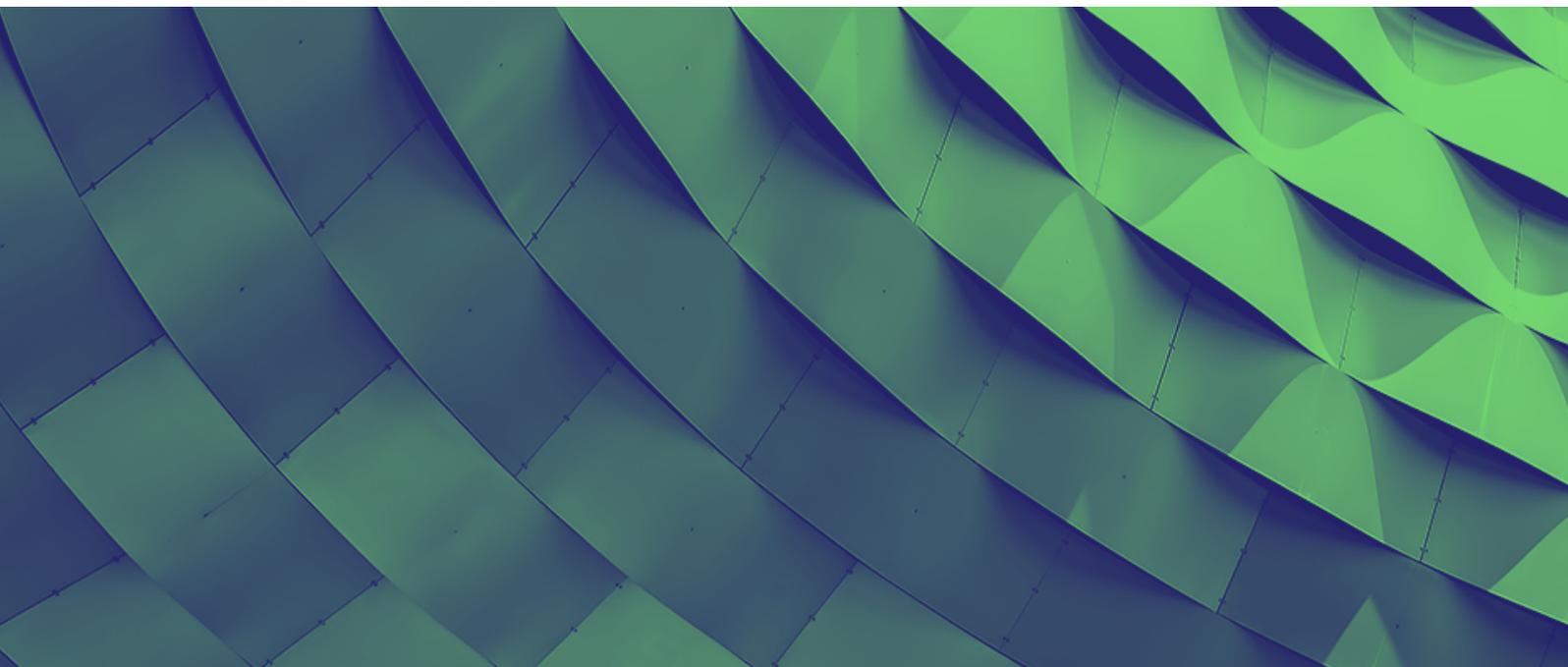
The future of the company is bright with an innovative team at the top of their game, and the opportunity is massive – a multibillion pound industry ripe for disruption.



We were introduced to the team at Paybase by an experienced business coach working at L39 in Canary Wharf and we knew straight away that this company had the potential to secure significant grant funding.

Alex Chalkley

Director - Granted Consultancy



# GRANTED'S APPROACH

- Grant funding was an attractive option for the management team because it would cover a proportion of R&D project costs.
- Their experience in developing successful grant applications for R&D projects meant Granted had a proven reputation for identifying and securing the grant funding sought. Following an initial meeting with the management team, Granted developed a Grant Portfolio to capture key project information, from which grant applications could be developed.
- With their in-depth knowledge of current grants opportunities, Granted's directors were confident that Autto had a good chance of obtaining funding.

# CONCLUSION

The project is innovative and ambitious in a sector that is in need of fresh ideas and approaches. Anna, Chris and the talented team at Paybase are a name to watch out for.



## GRANTED CASE STUDY PAYBASE

We have never failed to secure more money in grants, than we have charged in fees when working with an organisation on a defined multi-grant funding plan.



**DEMONSTRABLE  
SUCCESS**

Demonstrable success  
in securing funding  
(>£20m in 5 years).



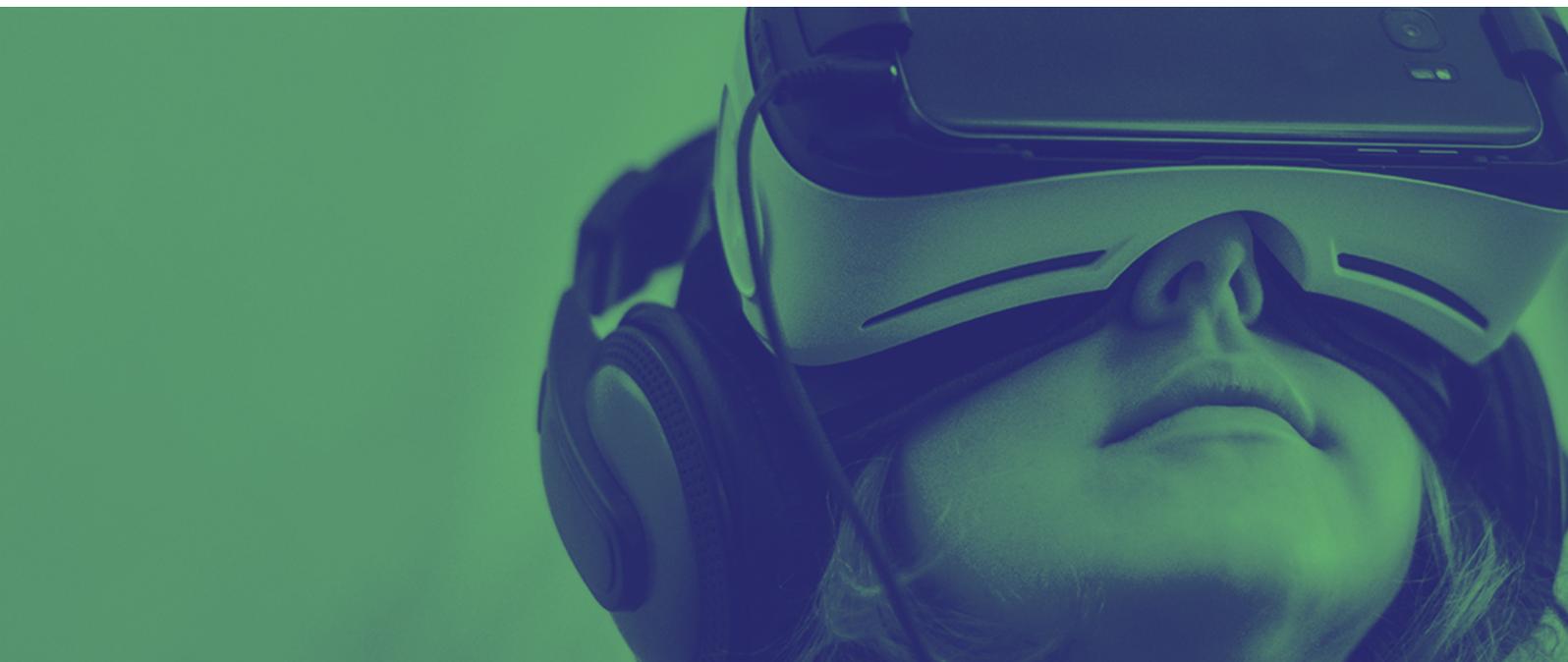
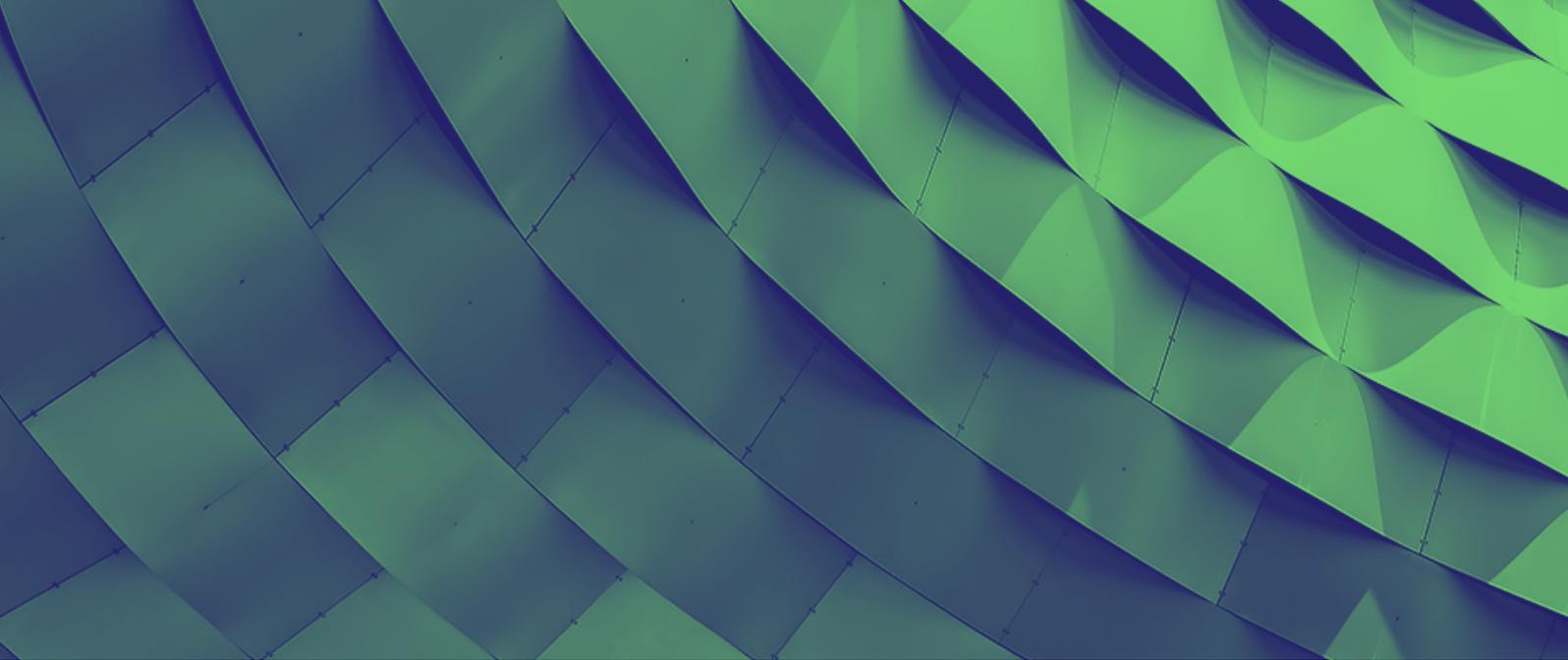
**DEEP  
KNOWLEDGE**

Deep knowledge of  
funding options, process  
and compliance.



**EXCELLENT  
AVERAGE ROI**

Excellent average ROI  
on fees paid for grant  
management (over 650%)



## GRANTED CASE STUDY PAYBASE

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