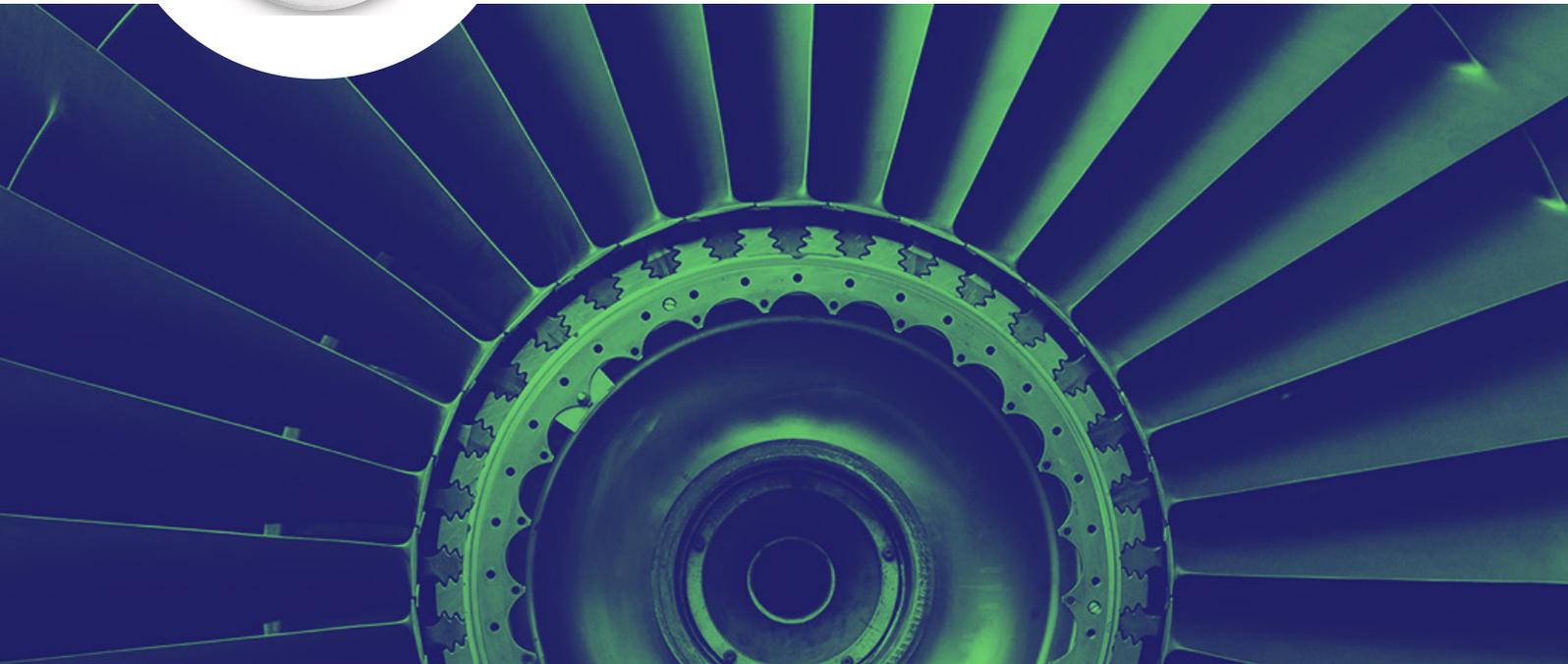




**GRANTED**  
CONSULTANCY



GRANTED CASE STUDY

**AUTTO**

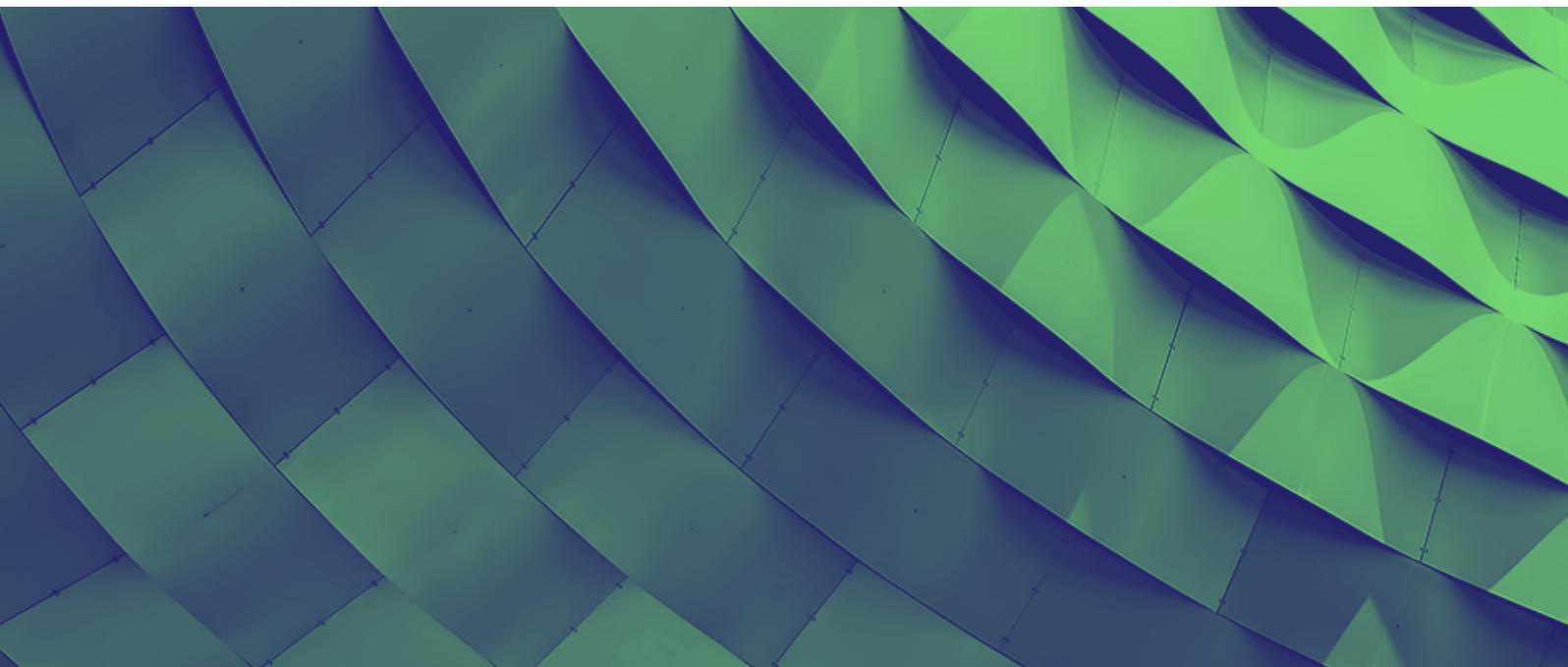
£230,000 GRANT AWARDED BY INNOVATE UK &  
£50,000 GRANT AWARDED BY H2020 SME PHASE 1

## NEW OPPORTUNITIES

ABS Technology Limited (ABS) are a legal-tech start-up based in London and set to revolutionise the way in which the professional service industry works through micro-automation.

Lawyers and professional services firms are seeking more cost effective technology driven solutions to complete routine work instead in order to free up highly qualified staff to be able to focus on more demanding tasks.

ABS have pioneered a solution that improves workflow efficiency through the AUTTO Micro- Automation Platform ("AUTTO"). AUTTO is a disruptive software toolkit that addresses the true needs of legal and professional services by facilitating the automation of many short, low volume, repetitive processes that form 23% of legal work (40% across other professional services).



## THE CHALLENGE

Existing shareholders were committed to the development of Autto but considerable funding was required to afford this significant investment in platform development, testing and launch.

ABS Technology Limited (ABS) explored several options but debt funding was not considered a viable option without the required fixed asset to secure the lending against and Crowdfunding was unsuitable due to the need to retain IP protection.

Although Equity funding and new angel investors showed keen interest they were encouraged that alternative funding routes were explored as a priority to demonstrate the technology.



There are a host of companies competing in the 'legal-tech' sector, but Autto are about to deliver a technology solution to a publically stated market pain with their micro-automation platform. This is a company to watch – especially now that the grant funding takes the Autto team on to an accelerated growth trajectory.

Alex Chalkley  
Director - Granted Consultancy

# GRANTED'S APPROACH

- Grant funding was an attractive option for the management team because it would enable the development and testing of a beta prototype in a time frame that still allows ABS to be a first mover with this innovation.
- 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

Grant funders will now supply the funding to take the innovation to the next level over the next 12 months.

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## GRANTED CASE STUDY AUTTO

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).



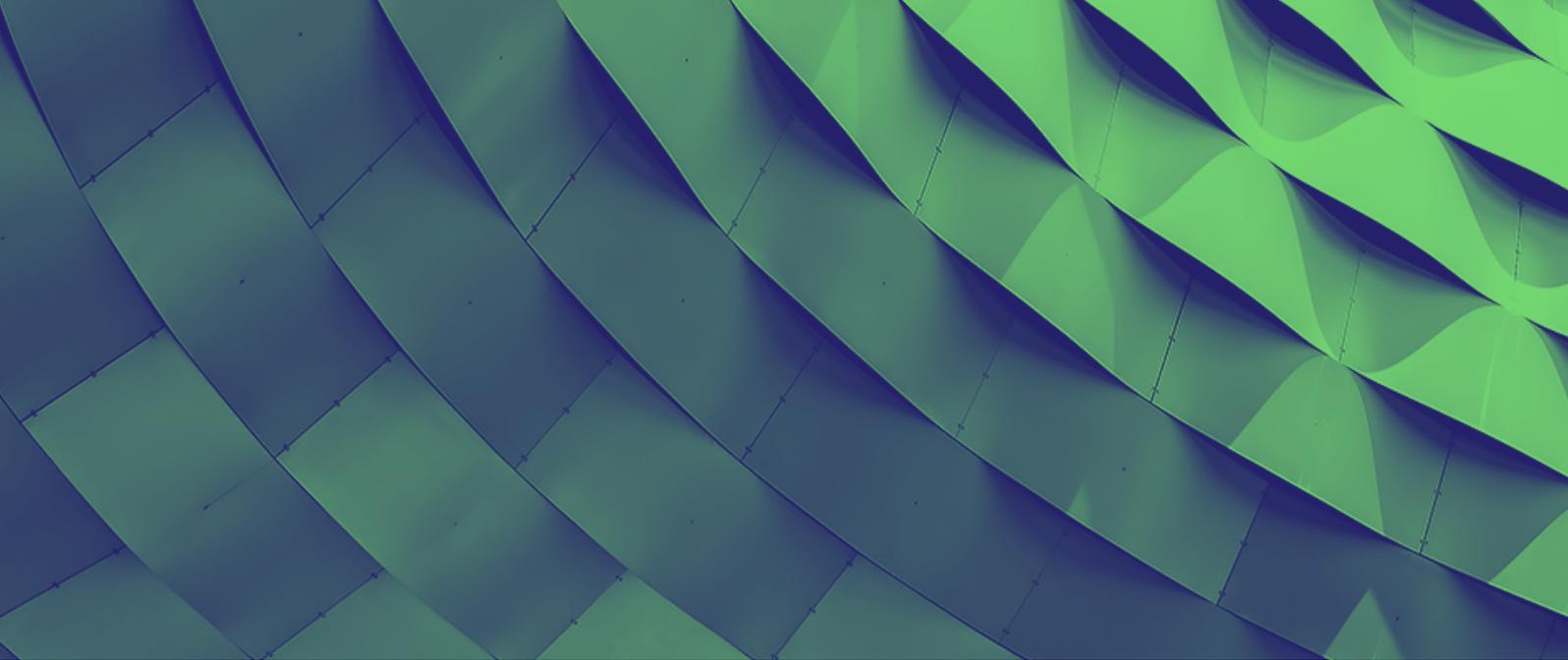
**DEEP  
KNOWLEDGE**

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 AUTO

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