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INVESTMENT YEAR: 2007

REALISATION YEAR: 2010

SECTOR: Technology

Developer of software for GP surgeries

ScriptSwitch (now Optum) is the leading provider of software designed to support GPs with patient safety information, drug switch recommendations and dosage optimisation information at the point of prescribing. It emerged from a small team working out of Warwick University who succeeded in turning their concept into a robust and scalable business. ScriptSwitch's success in improving both patient safety and delivering cost-savings on prescribed drugs meant that it was used by more than 60% of UK Primary Care Organisations in 2010, a year in which annualised savings to the NHS exceeded £20 million.

We invested to support the growth of the business, which relied on a newer, more robust platform which would enable rapid expansion, as well as additions to the senior team to guide the growth of the company towards sustainable success.

Our customer base was growing very quickly so we needed to recruit more staff, and find new premises; but we also needed a partner who would not only help us in securing a financial advantage to achieve this but also provide that next level of expertise to help us in recruitment, business planning and strategic direction. Livingbridge had a great understanding of the primary care market and seemed capable of helping us grow our human capital side rather than just the financial side.

Mike Washburn
CEO, ScriptSwitch

ScriptSwitch is a rare example of a business that has developed a unique product and created its own market opportunity from scratch. With our support, we are confident that management will continue to develop the

business in what is an exciting sector with significant further growth potential.

Matthew Caffrey

Livingbridge have supported the executive team in generating the impressive growth the business has delivered over recent years; through assisting the strategic debate at the board and helping with the recruitment of additional senior talent. I am looking forward to the next phase in the development of ScriptSwitch confident that we have built a robust and scalable business.

Mike Washburn
CEO, ScriptSwitch

The right tools for growth

Talent



We guided key appointments to the senior team made in the form of Financial Director, Sales Director and Chairman.

Find top talent →

ScriptSwitch timeline

2001 ScriptSwitch founded

2003 Seed fund invests funding a two year prototyping and proving cycle

2005 Sings first major contracts

2007 Livingbridge invests

2009 Awarded the Queen's Award for Enterprise in Innovation

2010 Livingbridge realises investment with sale to UnitedHealth UK



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