

flyingstart

TUXEBO



Name: Colin Beattie
Age: 28 years
Business: Tuxebo Inc.
Service: Online marketplace for equipment rental
Website: www.tuxebo.co.uk
University: Northumbria University

An online marketplace for renting equipment—essentially an eBay for renting.

Brief description of business:

Tuxebo is an independent online marketplace that matches people looking for scaffolding or skips with companies that provide them. Scaffolding quotes are obtained in a short time and customers can compare deals.

When a job is posted, Tuxebo alerts nearby companies and they quote. Customers can look at company details and feedback before choosing the best company.

Posting a job on the site is free, and there is also no cost for scaffold companies to join. Tuxebo charges a small fee to the scaffold rental company who gets the job.

Tuxebo brings transparency and competition to this £20 billion market by allowing users to easily request quotes from local rental companies, which then bid against each other for the work. This saves time and money from the alternative of calling round the companies individually.

Business achievements:

- 800 rental companies registered.
- Started making money within a week of launching.
- Received a Top100 Striding Out award in Nov 09.

At a glance....

Degree:	LLB Hons. Law
Graduated:	2003
Started Trading:	2009
Investment:	\$15,000

Colin Beattie on how has FlyingStart helped:

'FlyingStart helped us to realise we needed to focus on verticals (of equipment) and be the leader in that market rather than just launch offering all things to all men. This has helped us focus, work more efficiently, create more competition in the vertical, deliver better results to our users and focus our time, effort and resources on keeping both users and clients happy. It also helped to create an intensity and encourage us to set targets/milestones i.e. this is the starting point of your business, now start running.'

About the FlyingStart Programme

This 12-month business start-up programme for new entrepreneurs is delivered by the NCGE and supported by the UK Government's Department for Business, Innovation and Skills (BIS). An intensive three-day residential training course is followed by 12 months of specialist mentoring and support. The aim is to have 60% of all graduates trading within one year. FlyingStart ensures all new graduate businesses have a ready-made national and regional network, a dedicated mentor, appreciate the 'know-hows and know-whos' of practical business, and understand how to make money.