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GoReport boosts revenue 60% as proptech sector heats up



Digital surveying software firm GoReport (Mobile Report Ltd which trades as GoReport), which has staff in both Belfast and Leeds, has seen revenue growth in the year to 31 March 2019, with turnover up by 60% in the last year and 128% since 2017 with annualised revenues now running in excess £1m.

The firm has grown to 22 staff and is aiming for 100% growth in revenues in 2019 as traction in the growing market accelerates. GoReport software is used by building surveyors and engineers, project managers, fire safety consultants, insurance loss adjusters and many other professions who have a need to capture data easily, flexibly and generate consistent outputs quickly.

Led by Leeds-based CEO Anthony Walker, who joined the firm in late 2018, GoReport's workforce has increased significantly with a focus on ensuring the business can scale and pivot quickly as market opportunities present themselves.

"We're enjoying a combination of growing market awareness, an increasing adoption of technology across the property sector, interest from related sectors and industries, and a drive by clients to capture more data to inform their business operations," said

Mr Walker, who held a number of senior property-related roles in the public, private and civil service sectors before joining GoReport.

The GoReport software digitises data capture and reporting processes to help property professionals reduce the time taken to generate survey outputs. The resulting uplift in customer experience has helped the firm increase their customer base by 100% from the previous 12-month period. The software was originally developed to help commercial and residential property surveyors and other professionals capture building surveying and project management data rapidly and more easily than the traditional method of manual note taking, dictation and photography.

Mr Walker, a fellow of the Royal Institution of Chartered Surveyors and past chair of the organisation's building surveying professional group board, said: "As a profession, surveyors' day-to-day work for clients involves a significant amount of report writing which, done in the traditional way, can take up an inordinate amount of valuable time. With productivity proving a persistent issue, technology and how data is captured has an even greater part to play."

Users of the software include all types of specialist surveyors ranging in scale from national property consultancies with multiple offices to independent surveyors. Recent interest in the platform from the social housing, insurance loss adjusting and fire safety sectors has broadened the firm's potential market opportunities, with specific solutions tailored to a growing range of sectors that have field engineers and operatives recording data on-site.

GoReport chairman David Bell added: "We're aiming to positively disrupt the sector with tools that bring the profession in line with other data-enabled business functions, as well as delivering efficiencies to property consultancies, and the growth in new users this year demonstrates the growing demand. The recent move into supporting related property management and facilities sectors, including fire prevention, social housing and insurance, is also exciting and I look forward to the next level on our growth journey."

"The company is currently actively recruiting more talent and we expect to continue to add more staff throughout 2019.

Photos: GoReport CEO Anthony Walker