



BUILDING THE NEXT GENERATION  
OF ENTREPRENEURS



## Welcome

It is my pleasure as Chairman of CorkBIC to welcome you to our 25 year celebration. Cork has always had a great entrepreneurial culture and is one of the leading start-up capitals in Europe. A vibrant place to live and work, it is engaged, connected and international. This is due in no small part to the infrastructure that has been created by the pro-business local authorities of Cork City and County Councils in conjunction with the statutory agencies of Enterprise Ireland and the IDA.

I know how tough it is to get a new venture up and running but I also know how rewarding it is when a venture succeeds. Dogged determination and commitment are prime qualities needed in an entrepreneur to survive and grow. Each CorkBIC candidate goes through a rigorous selection procedure. We may conclude together that the project isn't suitable for business planning or might need more work - but there is always a pathway. Nobody is rejected.

Looking to the future, I think that Irish ventures can best expand by creating business opportunities with other partners across Europe. By forging 'strategic alliances' in Europe, we aim to make it easier for Irish companies to network with similar ventures abroad, effectively opening the door to potential new clients and expanding their products and service delivery.

Finally, I'd like to pay tribute to the dedicated and focused team at the BIC and a big "thank you" to my fellow board members for their unstinting commitment and wise counsel.

**Gerry Donovan**  
Chairman, CorkBIC



*"Entrepreneurship is a hands-on game not found in books. CorkBIC understand the issues that entrepreneurs are facing and the multi-disciplinary mix of the challenges they face, because they have created start-ups themselves and are entrepreneurs in their own right. By helping to put that advice into action, they map out the*

*path to raising finance, engaging with investors, creating shareholder agreements to underpin good governance and ensure mutual interests are protected"*

**David Grimes**  
Co-founder Qumas and Vice-Chairman  
CorkBIC





*"Without CorkBIC Compliance & Risks wouldn't exist. It's that simple. It's important to have at your side people who have 'been there done that' and who can recognise patterns so as to direct and challenge you, especially at the beginning. You're walking a tightrope and you need encouragement, structure and support which I was fortunate enough to benefit from, and which I am still very grateful for."*

**Damien McGovern**  
**Compliance & Risks**

### **Compliance & Risks**

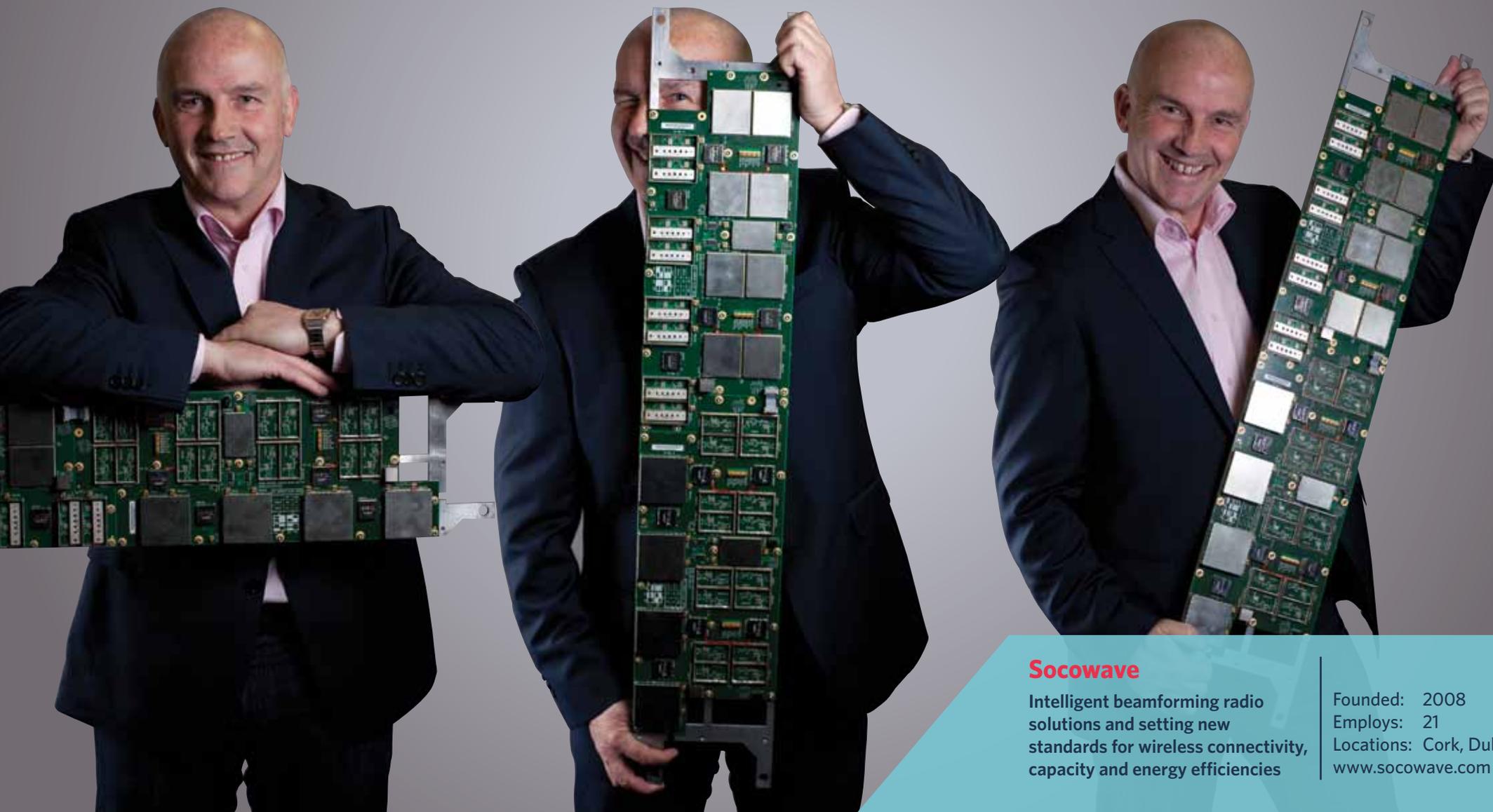
Online tools and consulting services that deliver timely and accurate global regulatory intelligence

Founded: 2000  
Employs: 40  
Locations: Cork, US  
[www.complianceandrisks.com](http://www.complianceandrisks.com)



*"CorkBIC made it easy to establish and build a company in Cork, from the initial accommodation logistics to the ongoing business support activities such as funding and international networking"*

**Joe Moore**  
**Socowave**



### Socowave

Intelligent beamforming radio solutions and setting new standards for wireless connectivity, capacity and energy efficiencies

Founded: 2008  
Employs: 21  
Locations: Cork, Dublin  
[www.socowave.com](http://www.socowave.com)

CorkBIC is an organisation specifically set up to identify and build knowledge intensive companies based on promising technology and capable innovative people. It plays a hands-on role helping entrepreneurs navigate the minefield of raising finance, sorting out business propositions, arranging agreements with shareholders and investors, and, perhaps most important of all, finding customers.

Every year, CorkBIC identifies, selects and develops several high potential start-ups or expansions. At any one time, there are 40 or 50 projects in the pipeline. 85% of start-ups engaging in this integrated process survive after five years, far outstripping the international survival average of 50%. Over the past 25 years CorkBIC has worked with over 300 start-ups, many of whom come back and re-engage.

CorkBIC is part of a network of 150+ BICs throughout Europe, The European Business & Innovation Centre Network (EBN). EBN has implemented a rigorous EC approved certification and quality system enabling the development of a network of excellence. CorkBIC has been accredited since the inception of the Quality system in 2002 and in 2011 EBN awarded CorkBIC "Best in Class" BIC.

**In 2011,  
CorkBIC worked  
with 100% of the  
EI HPSUs in  
its region\***

\*Courtesy Circa Report

## The BIC team



Michael O'Connor



Eileen Moloney



Neil Gordon



Aidan O'Driscoll



Ted Foley



Fionnuala Wall



Eoin Duggan

### CorkBIC initiatives

**102** Companies >> **32** HPSUs >> **€22.8m\*** Invested

\*Entrepreneur Experience and Venture Academies 2009 - 2013

1988

1990

1994

1997

1998

1999

2002

2004

South West Business & Technology Centre Ltd. formed t/a CorkBIC



The Irish BICs with private sector & EU funds formed the first Irish Seed Capital Fund - the "Business Innovation Fund".



Dissemination of results of survey undertaken by CORKBIC on behalf of Cork Corporation with DGXVI of the European Commission Article Ten.



Launch of it@cork at Murphy's Brewery.

CorkBIC Launch of Graduate Enterprise (Rapid Incubation) Programme in association with EI, UCC, CIT & ITTralee.

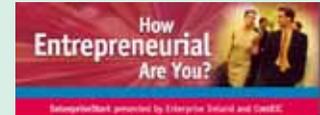
Initiated 1st it@cork conference January 1999.



CorkBIC led the consortium bid for the National Institute of Technology Management resulting in the funding of the TTOs of UCC, UL & NUIG.

Irish BICs Seed Capital Fund formed, "IBSCF".

1st Enterprise Start delivered by CorkBIC & Enterprise Ireland - How Entrepreneurial are you?



1st deployment in Europe of High Speed Optical Data Networks using RPR at the NSC.

CorkBIC worked with Cork City Council to establish the CCMAN (Cork City Metropolitan Area Network).

Completed pilot GEP - rolled out across Ireland.

CorkBIC commenced linkage programme with Cork Electronics Industry Association (CEIA).



CorkBIC puts together a funding consortium to establish a National Software Centre (NSC).



NSC (National Software Centre) opens it's doors.

EBN implements rigorous certification and quality system.





*Irish BICs launched National pilot of Halo Business Angel Partnership with Enterprise Ireland & InterTrade Ireland.*

*Cork County Council in partnership with Cork Chamber, Enterprise Ireland, CorkBIC developed a Strategic Alliance with Chicago/Cook County Illinois, USA.*



*CorkBIC and its Business Angel Partnership host 1st International Venture Academy in Cork.*

*BAP reaches 60 deals with €22m invested of which CorkBIC does 20+ Angel deals with €8m invested.*



*CorkBIC celebrates the New Economy at the Port of Cork - HPSU Showcase.*

*NSC celebrates 10th Birthday.*

*Irish BICs announce 100th Deal for its Business Angel Partnership with €40m raised since it was founded in 2007.*

2005

*CorkBIC participates in SoHo SoLo project.*

*CorkBIC brings Charles Handy to Cork.*



2006

*CorkBIC delivers 1st Going International Conference in Sophia Antipolis, France.*



2009

*CoderDojo founded at the NSC with the support of CorkBIC.*

*1st Entrepreneur Experience® delivered by CorkBIC.*

*EBN awards CorkBIC "Best in Class" BIC.*

*1st Inductees to the Entrepreneur Hall of Fame®.*



2010

2011

2012

*BAP nationally reaches 139 deals, €61m invested - of which CorkBIC did 46 deals, €16m raised, 204 new jobs.*

*CoderDojo celebrates 220 Dojos in 31 countries.*



2013



*“CorkBIC were an invaluable resource in helping us to put in place an investor ready business plan. They constructively challenged our product position and pitch, helping us to fine tune our business model.*

**Lorraine Scroope**  
wizZki



*“CorkBIC was instrumental in bringing together myself and Michael Fitzgerald to form Abtran and helped develop our early stage business plans.”*

**Pat Ryan**  
Abtran



**Abtran**

Business Process Outsourcer company

Founded: 1997  
Employs: 1,300  
Locations: Cork, Dublin, London  
[www.abtran.com](http://www.abtran.com)

**wizZki**

Software tools to simplify and streamline the hiring process, allowing rapid matching, screening and assessment of job-seekers.

Founded: 2012  
Employs: 5  
Locations: Tralee & Cork  
[www.wizzki.com](http://www.wizzki.com)

**85%  
of CorkBIC  
assisted start-ups  
survive their  
critical first five  
years**



*"CorkBIC were excellent in preparing our business plan and in providing assistance to engage with and present to investors. In addition, the Entrepreneur Experience event attended in April 2014 was nothing short of outstanding and I can only give it my strongest recommendation for any entrepreneur lucky enough to be invited."*

**Veronica Kenneally**  
**Veronica's Snacks**



### **Veronica's Snacks**

Manufacturing and selling tasty, low-fat, gluten-free snacks in the Irish and UK retail market

Founded: 2012  
Employs: 6  
Location: Cork  
[www.veronicassnacks.ie](http://www.veronicassnacks.ie)



*“CorkBIC, through their extensive network, have made valuable introductions for Radisens resulting in various commercial and investment deals”*

**Jerry O'Brien**

**Radisens Diagnostics**

### **Radisens Diagnostics**

Disruptive diagnostics platform for efficient chronic disease management of diabetes, heart disease, renal function, cardiac monitoring and cell counting

Founded: 2009  
Employs: 12  
Location: Cork  
[www.radisens.com](http://www.radisens.com)

# Going International and The Venture Academy®

CorkBIC organised the first Going International event in conjunction with Sophia Business Angels in the South of France in 2009. Since then there have been numerous Going International and Venture Academy® events in Cork. These events are all about refining investor pitches, attracting investment to create global success and understanding how to do business without boundaries. The Going International and Venture Academy® events have

welcomed renowned keynote speakers from across the globe; including Jack Lang, Founder Raspberry Pi; Candace Johnson, Sophia Business Angels; Julian King, British Ambassador to Ireland; Gilles Bouchard, Harvard Business Angels; Julian Costley, co-founder E\*TRADE and over 400 delegates for a day of exploration, discussion, networking, discovery, insights and experiences.

**34** >> **16** >> **€10.32m\***  
**Companies**      **HPSUs**      **Investment**

**“Harnessing Opportunities of the New Economy in a 70 million population market”**  
 Julian King, British Ambassador to Ireland

## Locations of CorkBIC clients



*In order to go global today, entrepreneurs need to have a big vision, a large addressable market and combine that with creativity, communication, aligned smart investors and very very hard work!*  
**Candace Johnson**  
 Sophia Business Angels at the Going International



\*Going International and The Venture Academy 2009-2013





*"CorkBIC have been an invaluable help to us over the past few years. In particular we are grateful for their help and support as we move into the expansion phase"*

**Garett Mullooly  
& Enda Keane  
Treemetrics**



*"In the early days, CorkBIC helped Accuvio (formerly named ManageCO2) to flesh out the business plan and in the process prompted the business to think more about the financial presentation and market validation. They were especially helpful in suggesting different business and pricing models for the business."*

**Adrian Fleming  
Accuvio**



### Accuvio

Cloud based Sustainability,  
Energy and CSR  
management and reporting  
solutions

Founded: 2009  
Employs: 10  
Locations: Limerick, London, Sydney  
[www.accuvio.com](http://www.accuvio.com)

### Treemetrics

Online satellite mapping,  
measurement, valuation, harvest  
optimisation & real-time harvesting  
control solutions for the forest industry

Founded: 2005  
Employs: 12  
Location: Cork  
[www.treemetrics.com](http://www.treemetrics.com)



*"As we were a very small, owner-managed business, CorkBIC provided us with strategic assistance, support and mentoring. This was of significant help in the development of Ballymaloe Foods."*

**Yasmin Hyde**  
**Ballymaloe Foods**

### **Ballymaloe Foods**

Food manufacturing including  
Ballymaloe Country Relish, salad  
dressings and pasta sauces.

Founded: 1990  
Employs: 18  
Location: Cork  
[www.ballymaloefoods.ie](http://www.ballymaloefoods.ie)



**In 2013  
CorkBIC worked  
with 84% of the  
EI HPSUs in  
its region**



*"We have had a very positive experience and much support from CorkBIC including meetings, funding advice, follow-ups, mentoring. We also took part in the 2013 Entrepreneur Experience which was an amazing experience and is the equivalent in the start-up world to Facebook's All-Night Coding Sessions. It was one of those unique experiences that leave the new entrepreneur feeling less alone and part of wider network which we can tap into in the future"*

**Lisa O'Donoghue**  
**Votechnik**

### **Votechnik**

Recycling technology which removes the hazardous waste materials from LCD flat screen panels and monitors

Founded: 2009  
Employs: 2  
Location: Limerick  
[www.votechnik.com](http://www.votechnik.com)

# the Entrepreneur experience<sup>®</sup>

**24** HOURS  
EMERGING ENTREPRENEURS  
SEASONED ENTREPRENEURS

**68** >> **16** >> **7** >> **€12.45m\***  
Companies    HPSUs    CSFs    Investment



The Entrepreneur Experience<sup>®</sup>, brainchild of CorkBIC and Jim Breen, PulseLearning, enables Seasoned Business leaders to give something back to emerging entrepreneurs in an intensive 24 hour coaching session.



*"I loved the Entrepreneur Experience. It reaffirms the things all successful entrepreneurs know: leadership drives success, and leadership comes through relationships and team development. The Entrepreneur Experience gives entrepreneurs a leg-up on living a more vital life"*  
*Sean O'Sullivan, Carma and SOSventures*

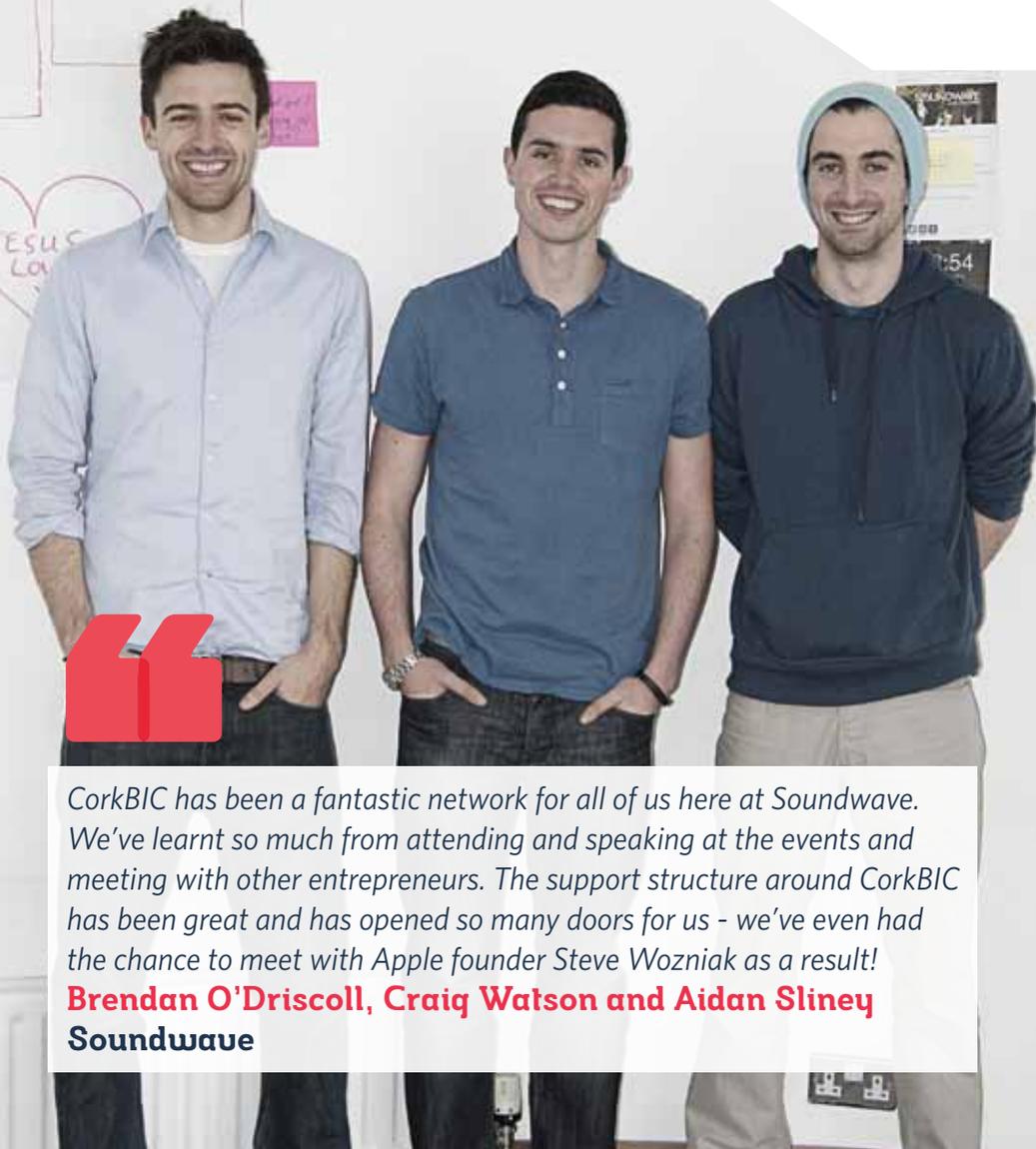


*"I have never ever ever been at an event like this in my life. I have been all over the world in relation to Entrepreneurship but his event is absolutely unique."* *Pádraig O'Céidigh, founder Aer Arann*



*"Angel dust for start-ups!"*  
*Eugene Murphy, Tweekaboo*





*CorkBIC has been a fantastic network for all of us here at Soundwave. We've learnt so much from attending and speaking at the events and meeting with other entrepreneurs. The support structure around CorkBIC has been great and has opened so many doors for us - we've even had the chance to meet with Apple founder Steve Wozniak as a result!*

**Brendan O'Driscoll, Craig Watson and Aidan Slaney**  
Soundwave

### Soundwave

Enables users to discover what music people are listening to on their smart phones and where, in real time

Founded: 2011  
Employs: 10  
Locations: Dublin, San Francisco  
[www.soundwave.com](http://www.soundwave.com)



*"CorkBIC has been an agent for change and collaboration within the Cork area since inception and they were key to getting institutions like it@Cork, Angel syndicates and the NSC off the ground by working to bring disparate groups together for the common good."*

**Teddy McCarthy & Shemas Eivers**  
Avnet Client Solutions

### Avnet Client Solutions

Transforming technology into Business Solutions for customers on a global scale

Founded: 1994  
Employs: 110  
Locations: Ireland, UK & 8 mainland Europe locations  
[www.ts.avnet.com](http://www.ts.avnet.com)

**85%**  
**of CorkBIC**  
**assisted**  
**start-ups**  
**survive their**  
**critical first**  
**five years**



*Working with CorkBIC sharpened our focus and 'business pencil' producing a comprehensive Business Plan resulting in investment. Professional, friendly and always there for us, the BIC support was invaluable to get us started down the right the path and provides knowledge and experience as we push-on forward.*

**Arun Kapil**  
**Green Saffron**

### **Green Saffron**

Specialising in the highest grade whole spices and proprietary blends for use in home and professional kitchens

Founded: 2007  
Employs: 10  
Locations: Cork, India  
[www.greensaffron.com](http://www.greensaffron.com)



*"When starting out in 1998, I took part in the GEP Programme with CorkBIC. I have no doubt that this played an instrumental role in the success of Crest Solutions. It set us on a path to a very sustainable growth. Crest Solutions now employs over sixty people in three countries and our customers include market leaders in sectors such as pharmaceuticals, medical devices, automotive and food and beverage. The team in CorkBIC are always willing to support and assist in any way possible. Their strong reputation is testament to the great work that they do."*

**Frank Madden**  
Crest Solutions



*"The assistance we got on the GEP was invaluable in terms of business planning, strategy and fundraising. CorkBIC provided an excellent level of service and business awareness greatly assisting the fast track growth of Comnitel internationally."*

**Declan Fox**  
Comnitel



## Crest Solutions

Machine vision systems for automated inspection, verification, guidance and Track & Trace in regulated industries

Founded: 1998  
Employs: 60+  
Locations: Cork, UK, Belgium  
[www.crestsolutions.ie](http://www.crestsolutions.ie)



## Comnitel

Network wide management systems for mobile telecom operators

Founded: 1999  
Employed: 90  
Location: Cork  
Now IBM at Cork Airport



## Rapid Incubation Programme

CorkBIC with UCC initiated the first pilot rapid incubation programme in 1997 – delivered as the Graduate Enterprise Programme (GEP) in partnership with Enterprise Ireland and the Cork & Tralee Institutes of Technology. The programme allowed seed finance to be drip-fed into very early stage businesses.

The format of this pilot programme was subsequently rolled out across the country as the Enterprise Platform Programme (EPP).

Incubation has always been core to BIC activity moving from physical over the last 15 years (space

management etc.) to virtual. These new 24x7 space less start-ups are on multi-sites, close to customers and data and comms in the cloud. The idea is to build teams based on competency, commitment and execution. This brings a new dimension to advisory services and new marketing methods to attract these new start-ups to Ireland and our region.

CorkBIC commenced an early accelerator within the NSC in 2007 and is now moving to a more virtual implementation, with partners, to attract national and international companies.

74 Companies >> 62 Still in Business >> 32 Took off >> 6 of the 32 employ 1,570



*“We started out in a small boat in shallow water with not much to lose. Then the boat grows...other people in there, now the water is deeper....if it capsizes we have to swim to shore. At some point you need professional pilots who have been there before”*

**Frank Madden, Crest Solutions**

\* An independent external review of 5 years up to 2002



*“We found CorkBIC to be very friendly and approachable over the years. Their straight forward advice in our early days was much appreciated”*

**Peter Coppinger, Billy Mahony & Daniel Mackey**  
**Teamwork.com**



### Teamwork.com (Digital Crew)

Web design and custom application development - online and mobile software for businesses worldwide to stay organised

Founded: 1999  
 Employs: 20  
 Locations: Cork, Bulgaria  
[www.teamwork.com](http://www.teamwork.com)



*“CorkBIC have always been a great support to the projects I have worked on. They provide support, advice and introductions in a friendly supporting environment and they run excellent events, to help develop innovation and entrepreneurship generally.”*

**Charles Garvey**  
**Nitrosell/Metabolomic Diagnostics**



*“CorkBIC is an incredible resource for start-ups in the region. They have been a great resource to Inhance Technology over the past number of years and provide a real focal point for our company at our different stages of development. The team at CorkBIC have all built businesses and know how tough it is, they provide real support across a wide variety of areas that are all key to a company’s success.”*

**Paul Prendergast**  
**Inhance Technology**



### **Metabolomic Diagnostics**

Breakthrough technology to identify in early pregnancy, women who are at high risk of developing pre-eclampsia

Founded: 2012  
Employs: 6  
Location: Cork  
[www.metabolomicdiagnostics.com](http://www.metabolomicdiagnostics.com)

### **Nitrosell**

Integrated eCommerce for Retailers

Founded: 2005  
Employs: 19  
Locations: Cork, Ireland & US  
[www.nitrosell.com](http://www.nitrosell.com)

### **Inhance**

Mobile security and recovery for smartphones and tablets

Founded: 2005  
Employs: 50  
Locations: Cork, USA, UK  
[www.inhancetechnology.com](http://www.inhancetechnology.com)

## Irish BICs Seed Capital Fund

The Irish BICs have been innovators in accessing finance for early stage companies for almost 25 years. Back in 1990 the Irish BICs raised private sector capital, matched by EU funds for the first Irish Seed Capital Fund - the "Business Innovation Fund."

In 1997 CorkBIC piloted the Graduate Enterprise Programme (later mainstreamed as the Enterprise Platform Programme) to allow seed finances to be drip fed into very early stage emerging businesses.

This was followed by Dublin BIC forming the Dublin Seed Capital Fund and the Irish BICs forming the Irish BICs Seed Capital Fund (IBSCF). Both involved raising private sector investment to be matched by Enterprise Ireland in the capitalisation of each fund.

These early stage investments are often pre-angel or venture capital and provide the financing platform to establish a reference customer, take on key staff and to sharpen the operational focus of the business plan.

### CorkBIC initiatives

102 >> 32 >> €22.8m\*  
Companies HPSUs Invested

\*Entrepreneur Experience and Venture Academies 2009 – 2013



*"It's really simple. If you have a great idea, CorkBIC enable you to create a great business from your Vision. If you have a business worth investing in, CorkBIC make investment happen aligned with your ambition. If you have a great business that can scale, CorkBIC stand, shoulder to shoulder with you, to execute on your Capability with precision."*

**Jim Breen**  
PulseLearning

### PulseLearning

Fully integrated learning solutions that enable clients to reduce training costs and improve productivity

Founded: 1999  
Employs: 80  
Locations: US, Canada, Australia, UK, Mainland Europe and Ireland  
[www.pulselearning.com](http://www.pulselearning.com)



*We are extremely excited about the future of ViClarity and very thankful for the assistance that we have received from CorkBIC and the Business Angel Partnership, particularly when we were looking for investment. The contribution and support we received has enabled us to target key markets in Ireland, the UK and further afield as well as creating more jobs. Also our participation in the Entrepreneur Experience organised by CorkBIC was a turning point for us and the advice and coaching we received there will stand to us for many years to come. CorkBIC are a fantastic resource and continue to be an excellent sounding board for me when making key business decisions that may sometimes require logical independent input.*

**Ogie Sheehy**  
**ViClarity**

**ViClarity**

Delivering software solutions  
in, compliance, risk, governance  
and performance management.

Founded: 2008  
Employs: 6  
Location: Tralee  
[www.viclarity.com](http://www.viclarity.com)

## The Business Angel Partnership

The Business Angel Partnership (BAP) is a joint initiative between Enterprise Ireland, InterTrade Ireland and the Irish Business Innovation Centres (BICs). The BAP operates on a regional basis, providing a matching service for private investors (Business Angels) and pre-screened investment opportunities in start-up, early stage and developing businesses. CorkBIC manages the BAP in the Midwest and Southwest region of Ireland.

### The Business Angel Partnership in Ireland did...

**139** >> **€61.5m**  
Deals Invested

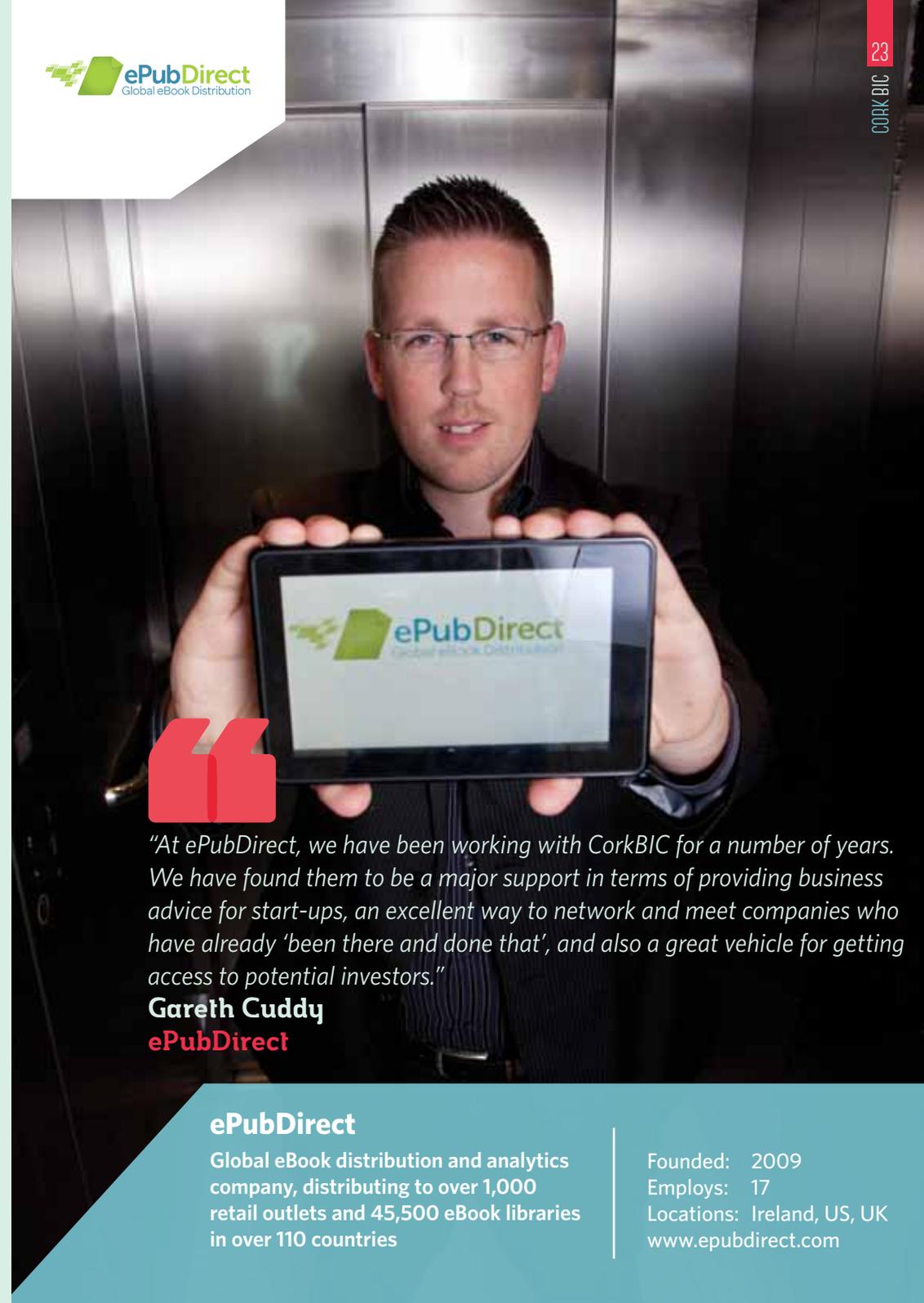
Since inception, in 2007, the BAP has continued to grow, closing 139 deals, raising over €60million in investment for Entrepreneurs across all sectors with a rapidly increasing component of cross border and international business angel seed capital investment. Of this €25m was sourced from private equity business angels registered with the Irish BICs. The deal sizes ranged from €30k to €1.2m and the average angel investment was €180,000 per deal.

In 2013 the Irish BICs completed 29 deals raising over €15m seed capital equity investment in Irish Start-ups with CorkBIC assisting 10 companies to raise over €5million investment.

### CorkBIC Business Angel Partnership did...

**46** >> **204** >> **€16m\***  
Deals Jobs Invested

\*CorkBIC Business Angel Partnership 2007 - 2013



*"At ePubDirect, we have been working with CorkBIC for a number of years. We have found them to be a major support in terms of providing business advice for start-ups, an excellent way to network and meet companies who have already 'been there and done that', and also a great vehicle for getting access to potential investors."*

**Gareth Cuddy**  
ePubDirect

### ePubDirect

Global eBook distribution and analytics company, distributing to over 1,000 retail outlets and 45,500 eBook libraries in over 110 countries

Founded: 2009  
Employs: 17  
Locations: Ireland, US, UK  
www.epubdirect.com

## In the summer of 1997 a survey was undertaken by CorkBIC on behalf of Cork Corporation in conjunction with DGXVI of the European Commission under an Article Ten project.

The main objectives of the survey were to ascertain the underlying issues and concerns of the IT Industry, identify restrictions in the growth potential of such firms and to create linkages between those firms and large software purchasers in the Cork region.

Two months later in November 1997, it@cork was launched in Murphy's Brewery. The founding members were: Shemas Eivers - Client Solutions, Michael O'Connor, CorkBIC, Ian O'Flynn, Musgraves, Brian Walsh, Alia & Marie Whelan, Heineken Ireland.

A seminar to disseminate the results of the survey was held in late September 1997. It was attended by over 100 representatives of the IT industry in the region along with the City Manager, the National Software Directorate, the development agencies, the Chamber of Commerce etc.

Among other recommendations from the group were:

- 1 The need for an association of IT professionals in the Cork region
- 2 The need for a physical building that would go towards making Cork a centre of IT excellence



**Jennifer Condon, National Software Director, Enterprise Ireland speaking at the 2003 it@cork Conference**



***“Our cluster vision continues to lead and deploy best practices for commercial, social and academic results. One hallmark of this success is our unique collaboration across industry, government, public sector and academia. Congratulations to CorkBIC for their 25 years of success, and being part of the founding team for it@cork, European Tech Cluster”***

**Denis Collins, Chairman, it@Cork**

The issue of the physical building was addressed when a project team came together to establish a software centre for the region - to establish Cork as the most preferred regional location outside of Dublin for IT inward investment and a leading centre in Europe for niche software development in collaborative teams and joint ventures.

The National Software Centre (NSC) project was announced by then Minister Mícheál Martin TD in his opening address to the first it@cork annual Conference in January 1999. It is a public/private partnership between members of the software industry, Cork City Council, Enterprise Ireland & CorkBIC.



Pictured at the 10 year anniversary of the NSC in 2012 were Mícheál Martin TD, Teddy McCarthy, Donagh Kiernan, Minister Simon Coveney TD, Aidan O'Driscoll, Michael O'Connor and Shemas Eivers





## 415 Dojos in 43 countries and it all started in Cork!

CorkBIC supported Bill Liao and James Whelton when they founded CoderDojo in the NSC in 2011. CoderDojo is an open source, volunteer led movement orientated around running free coding clubs and regular sessions for young people. Since that very first CoderDojo in the NSC in July 2011, not only has the movement grown extensively in Ireland it has gone global with 415 Dojos in 43 countries with over 12,000 coders.

At Dojos, young people between 5 and 17 learn how to code, develop websites, apps, programmes, games and more.



**In 2012 CorkBIC introduced CoderDojo to Raspberry Pi!** The Raspberry Pi Foundation, co-founded by Jack Lang, develops, manufactures and distributes an ultra-low-cost computer, for use in teaching computer programming to children.

Jack Lang, who gave a masterclass to the Coder Dojo Pioneers on Raspberry Pi, believes that computer science must not be seen as an optional extra and aims to bridge that gap by providing a low-cost, creative and fun way to learn about programming and electronics.



*"Hats off to CorkBIC, NSC and Minister Coveney who were all present at the birth of CoderDojo when it was a total unknown without any proof. Each, in their own way, took a risk, put aside the doubts and assisted CoderDojo to go for it and make a real difference in the lives of young people around the world"*

**Bill Liao**

**Co-founder CoderDojo**





## The European Business & Innovation Centre Network (EBN)



*Michael O'Connor, CorkBIC; Paulo Andrez, President of EBAN; His Royal Highness, Felipe, Prince of Asturias and Alvaro Simon de Blas, President EBN.*

## CorkBIC was selected as a 'Best in Class BIC' for 2011/2012

and as a result CorkBIC was asked to showcase at a European level the results, tools and processes put in place by CorkBIC which has enabled it to reach this level within the European BIC Network.

EBN is an International community of smart and specialised organisations, that connect and coach innovators, entrepreneurs and SMEs to start, to grow and transform our economies.

EBN is a network of 150+ quality-certified EU|BICs (business and innovation centres) that support the development and growth of innovative entrepreneurs, start-ups and SMEs. EBN is also a community of professionals whose day-to-day work helps these businesses to grow in the most effective, efficient and sustainable way.

EBN is linked to the European Commission by a contract of trademark licencing with DG Enterprise and DG Regio. This contract grants EBN the licence of the European trademark 'BIC'. EBN may grant, renew and withdraw these licences on behalf of the European Commission.

Since January 2002, EBN has implemented a rigorous EC approved certification and quality system enabling the development of a network of excellence. CorkBIC has been accredited since the inception of the Quality system.

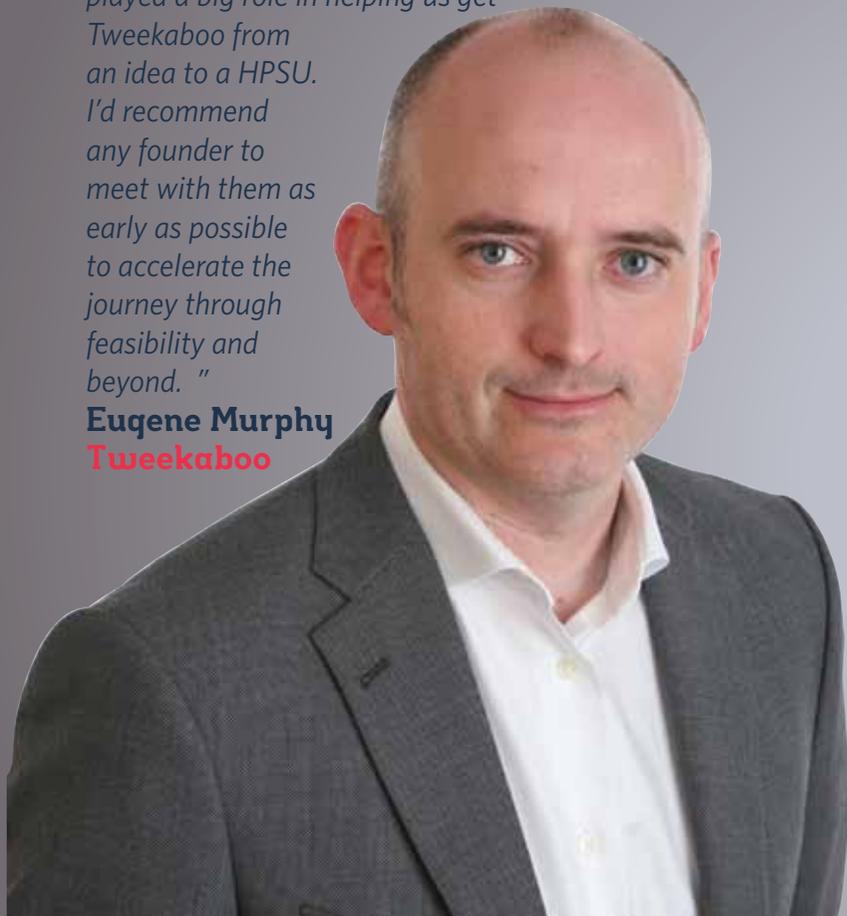


*Michael O'Connor, CorkBIC, Steve Wozniak, Apple and Gerry Donovan, CorkBIC*



*"The CorkBIC team and network have played a big role in helping us get Tweekaboo from an idea to a HPSU. I'd recommend any founder to meet with them as early as possible to accelerate the journey through feasibility and beyond."*

**Eugene Murphy**  
Tweekaboo



*The team at CorkBIC were a great help to us at Trustev during the early days when people and resources were extremely tight. They helped us cut through the bureaucracy and focus on the information and decisions that were relevant and a priority at the time."*

**Chris Kennedy & Pat Phelan**  
Trustev



**Tweekaboo**

Capturing a child's life story - merging mobile, cloud, social networking and print into a seamless life journaling service for parents everywhere

Founded: 2011  
Employs: 8  
Locations: Cork, US  
[www.tweekaboo.com](http://www.tweekaboo.com)

**tweekaboo**  
Because every moment matters

**Trustev**

Real-time online identity verification to eliminate fraud from e-commerce transactions for some of the world's largest companies

**Trustev**

Founded: 2011  
Employs: 21  
Locations: Cork, Dublin, New York  
[www.trustev.com](http://www.trustev.com)



*"CorkBIC have been a major part in planning our financial future at a time when we had our minds on other parts of the business. The ongoing practical advice from the CorkBIC team who are not involved in the day to day running is refreshing and a fantastic asset to have for our company. "*

**Michael Barrett & Michael Murphy**

**St. Killians Candles**



*"CorkBIC knew what help was right for a start-up company, and gave us just what we needed"*

**Thomas Moriarty**

**Firecomms**



## St. Killian's Candles

Leading provider of safe, environmentally-friendly and innovative candle technologies & systems for the cathedral, church and shrine markets.

Founded: 2009  
Employs: 45  
Locations: Tipperary, NI,  
UK, New York  
[www.saintkillians.ie](http://www.saintkillians.ie)

## Firecomms

Optical transceivers and fibre optic solutions for industrial applications

Founded: 2001  
Employs: 40  
Locations: Cork, China, US, Singapore  
[www.firecomms.com](http://www.firecomms.com)



**In 2012,  
CorkBIC worked  
with 83% of the  
EI HPSUs in  
its region\***

*\*Courtesy Circa Report*



*"CorkBIC assisted RigBag by helping us to prepare an investor-ready business plan, and preparing us for the process of meeting investors."*

**Randall Wharton**  
**Rigbag**

**Rigbag**

Brings the action sports community together to trade and share

Founded: 2012  
Employs: 12  
Location: Tralee  
[www.rigbag.com](http://www.rigbag.com)

# the Entrepreneur Hall of Fame®

CorkBIC launched the Entrepreneur Hall of Fame® in 2011 to recognise successful Entrepreneurs who have a vision to succeed and a passion to assist others. This is an elite group of men and women who have been recognised for their exceptional entrepreneurial achievements.



Liam Casey PCH International



Paul Hands Open Innovation Partners



Declan Fox Omniuend & Magellan Partners



Bill Liao CoderDojo & SOS Ventures

# the Entrepreneur Hall of Fame®

The Entrepreneur Hall of Fame® recognises entrepreneurs for their vision, innovation, courage, and leadership in building and growing successful businesses. It also recognises what an Entrepreneur has put back into the community and the time they have committed to working with start-ups and emerging entrepreneurs.



Jim Barry **Barry Group**



Shemas Eivers **Aunet Client Solutions**



Candace Johnson **Sophia Business Angels**



Johnny Walker **Health Founders**



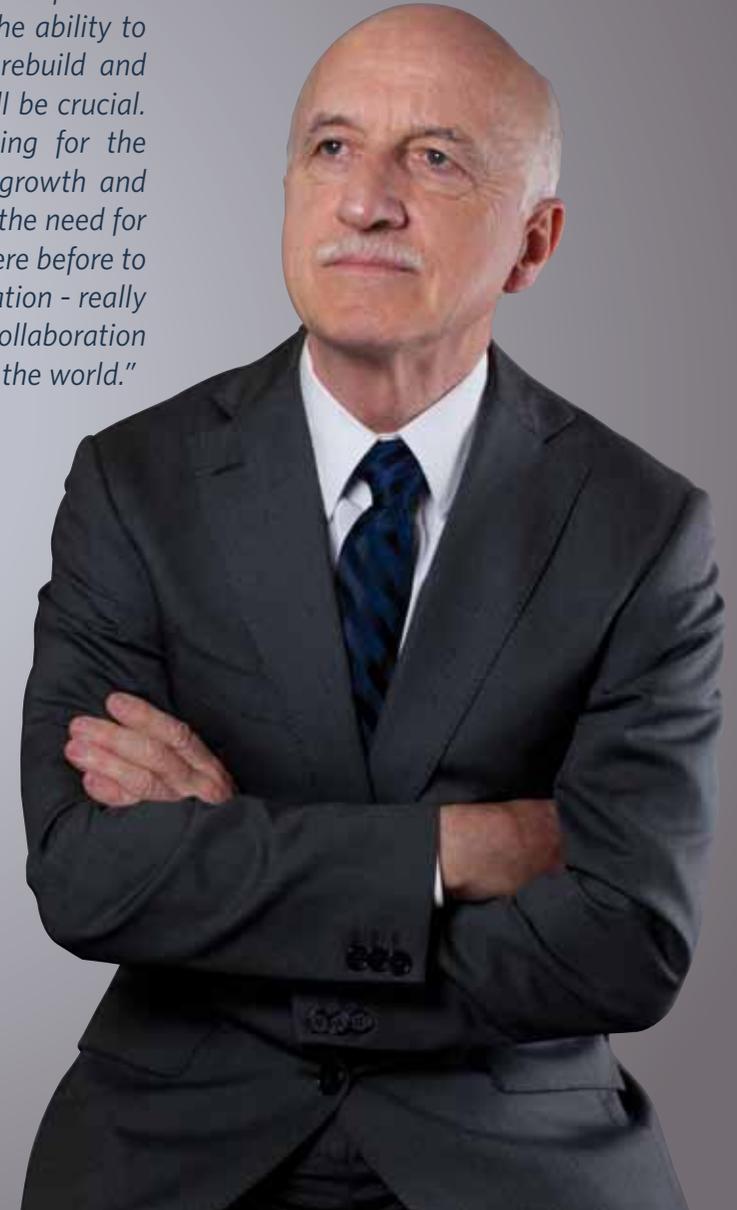
*“Over the last 25 years, CorkBIC has played an important role in shaping the vibrant enterprise environment evident in Cork today. Central to Cork’s and Ireland’s economic future will be innovation-led start-ups with the potential to scale and create value and jobs. Enterprise Ireland will continue to work in close partnership with Michael O’Connor and his team in CorkBIC to support innovative entrepreneurs and enterprises achieve their full potential. Their success is Cork’s success.”*

**Julie Sinnamon**  
CEO, Enterprise Ireland



*“BIC clients tend to be high risk, high potential companies and projects with a requirement for hands-on advice and service over a period of 5 weeks to 5 years. Today with more venture funds available than ever before we see this road compressing and the ability to pivot the business proposition, rebuild and accelerate with new learning will be crucial. The biggest risks are not aiming for the big prize and falling into slow growth and increasing competition. We see the need for ‘pilots’ - those that have been there before to guide and inspire the next generation - really great companies build on open collaboration and partnership that will change the world.”*

**Michael O’Connor**  
CEO, CorkBIC



## Some of the companies we've worked with

Abtran [Advanced Enviro](#) Air Dryer [Aisling Software](#) Akari Software [Alanya AlarmManager](#) [AloAxs](#) ALR Innovations [Argolon](#) AskWenWen [Azotel](#) Ballineen Fine Foods [Ballymaloe Relish](#) Bandon Vale Cheese [BeatThatBill](#) BeMoore & Assocs [Blue Chief Solutions](#) Blue Haven [Category Cubed](#) Cauwill Technologies [Class Medical](#) Client Solutions [Clinical Conduct Associates](#) Clinical/Decision Support Info Sys [Clonakilty Black Pudding](#) Collins' Dairy Farm [Comnitel](#) Compliance & Risks [ConceptWorx](#) Cork Publishing Ltd. [Crest Solutions](#) Cubit Software [Curious Wines](#) D2E [Dalmar](#) DB Alliance [DB Matters](#) Deal Events [Deep Insight](#) Dees Whole Foods [Delicious](#) Dexgreen Ltd. [Digital Crew / Teamwork](#) Dimension [Diomac](#) DNM Turnkey [Documatics](#) Ecom [EcoEquine](#) EcoWatch [eFlexes](#) EHA Soft [EirData](#) Environmental Energy Base [Epic Solutions](#) ePropertyGold [ePub Direct](#) Etac [eTelligence](#) Eventcell [Everseen](#) Exeypass [Ferfics](#) Firebird Medical [Firecomms](#) Fitzgerald Marine [Flúirse](#) Fraysen Systems [Fuse Broadcasting](#) GetHealth [Global Business Register](#) Glowroute [Golf Miles](#) Golf Voyager [Goshido](#) Gourmet Marine [GPS Ireland](#) Granite Consulting [Green Saffron](#) Green Your Goods [gTelemetry](#) Harbour Flights [Health Clinic+](#) Hostel Bench [I3PT](#) Incident ControlRoom [InHand Guides](#) Inis Motorsport [Interactive Reporting](#) iQuTech [Irish Atlantic Sea Salt](#) Joseph Walsh Furniture [JustClink](#) Keelvar Systems [Kemartek](#) Kepler Engineering [Kerry Abrasives](#) Kinematik [Kinetics](#) Kneat Solutions [LaserAge Ltd](#) Learnlode [LearnPipe](#) Lilly's Eco Clean [LinkResQ](#) Lite Enterprises [Localise IT](#) Lumos Solutions [Madec Computing](#) Manage CO2 [MARC Sports](#) Metabolomic Diagnostics [MicroSphere Technology](#) Mingoa [Mobacar](#) Mobanode [Mobile GIS](#) MPStor [My Club Shop](#) National Space Agency [Newsweaver](#) Niche Protein [Nitrosell](#) Nomos Software [Nova Networks](#) Nualtra [Ocean Modus](#) ODG Technologies [ODSS](#) OGRA Skincare [OneLook Systems](#) The Product Team [Parking People](#) Perch [Pharma Compliance Solutions](#) PMD Devices [Policy Impact Assessment](#) Poly Pico [PowerOn](#) PR Euro Chem [PR Slides](#) PrimaFinance [ProcessMaster](#) ProductWorld [PT Technologies](#) Pulsar Direct [Pulse Learning](#) Radisens [Rational Careers](#) Recoverx Ltd. [Red Owl](#) Reliance Precision [Rendicity](#) ResourceKraft [RigBag](#) Robiac [Rockboro Analyitics](#) Saorgus Energy Ltd [Satcom Technology](#) Scannell Solutions [Scrazzl](#) Selatra [Sensipass](#) Senubo [Servusnet](#) Shadowman [Sigtec](#) Simuplayer [Site Cert / Gunnebo](#) Slacht [Smart Visibility](#) Socowave [Somex](#) Soundwave Analytics [Soverign Sailing](#) SRL Sensory Research Ltd [St. Killians Candles](#) Stylite Designs [Supply Chain Logistics](#) Supply.ie [SurgaColl Technologies](#) Tamm Software [TellTail](#) ThinkSmart Technologies [TMS Barrier Services](#) TransAct Carbon [Tranzaura](#) Travel Buddy [TreeMetrics](#) Trustev [Tweekaboo](#) Venn Life Sciences [Verify](#) Veronicas Snacks [ViClarity](#) Virginia Health Foods [Vistapex](#) VoiceSage [Voucher Link](#) WASP [West Cork Tours](#) What Salon [Whitechurch Foods](#) WildOrchard [Wizzki](#) Work Compass [Working Analytics](#) XereNet [Xpertivity](#) Yellow Schedule [Zeto Technologies](#)



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