

Ireland's **EC Business & Innovation Centres**

21 years
serving innovative
start-ups for
the smart economy

1988



2009

CORKBIC



Chairmans' Statement

It is with considerable pleasure and satisfaction that we present this Commemorative Report on behalf of the EU Business Innovation Centres in Ireland in this, our twenty first year of service provision. Twenty one years definitely constitutes a long term commitment to the cause of developing innovative enterprise. The Irish BICs have continually grown the tools that are required to do the job including, Seed Capital instruments, Incubation Infrastructure, Business Planning knowhow and the private sector networks necessary to fast track the growth of new innovative companies. Innovative companies need innovative advisors and the BICs themselves have grown steadily in competence and impact in their respective regions, as specialist providers in the Governments portfolio of supports to enterprise.

Critical to this success is our ethos of partnership and integration which has allowed us to pioneer and lead in several areas of vital support to innovative Irish start-ups. Relevant examples include the development of the private equity market with the establishment of the Business Innovation Fund in 1990, the founding of private sector-driven enterprise and incubation infrastructure and the roll-out of the HALO Business Angel Partnership nationally. We have also been active among our EU network and on an all-island basis in partnership with NORIBIC delivering client-centric support initiatives since the late 1980s. We will continue this pioneering and catalytic role to find new ways to give Irish companies a competitive advantage which in turn leverages up to 2.5 times the Government support.

Looking back over the last twenty one years, the survival rate of BIC supported companies still stands at 80%, many now well established brands on the books of the major agencies. We have included a selection of them here and it has been a very satisfactory experience to have worked with all of them.

Finally, we pay tribute to the BIC Boards of Directors who give generously of their time and expertise, to the long term partnership and support of the Department of Enterprise, Trade and Employment, to Enterprise Ireland, Údarás na Gaeltachta, the Chambers and all the agencies with whom we interact on a daily basis. Our collective knowledge build up is now a considerable resource and we will continue to apply it to the issues facing start-ups today. Generating enterprise and employment requires quick turnaround, experienced advisors, timely capital and access to globally benchmarked collaborative networks like never before. Building on our last twenty one years, the Irish BICs are definitely committed to a continued and enhanced contribution in this area.

Ag súil go mór leis an gcéad bliain agus fiche eile.



Dr. Chris Coughlan is a member of the senior management team at Hewlett-Packard, Galway. Previous to this he worked for Digital Equipment Corporation, Compaq and Nixdorf Computers. He was educated at the University College Cork, INSEAD the European Business School and the University of Keele. He is a member of the Institute of Physics, a Fellow of the Marketing Institute, a Hon. Fellow of the Sales Institute of Ireland and an adjunct Professor in the Dept. of Management at NUI, Galway. He was a member of the Irish Governments Information Society Commission where he chaired the Futures and eHealth Groups.



Gerry Donovan graduated in mechanical engineering and business administration from Trinity College Dublin in 1963. He worked with various companies in Dublin and Cork until 1984. He became a full member of the Institute of Mechanical Engineers in 1976. Started his own business in the distribution of wines, beers and spirits in 1984 in the West Cork area. The business was sold in 1998. Gerry is currently Chairman of the Board of CORKBIC, Member of the Governing Body of Cork Institute of Technology, Member of the Advisory Committee of The National Maritime College of Ireland and a Member of the Air Transport Committee of Cork Chamber.



Hugh Governey retired as Chief Executive of Willis, Insurance Brokers, Risk Management Pensions & Actuarial Consultants in 2005. He is Past President of the Insurance Institute of Dublin, Irish Brokers Association, Dublin Chamber of Commerce and of the European Federation of Insurance Brokers and Agents. He is Chairman of Dublin Business Innovation Centre and is Chairman of Irish Credit Bureau Ltd and of Evotia Marketing Software Systems Ltd and a non-executive director of a number of companies in the financial services sector.



Richard J Hickey was Managing Director of CIBA-Geigy Ireland Ltd, part of the Swiss based multinational chemical co. for 20 years until the company merged with Sandoz in 1996 to form the new pharmaceutical company Novartis. During his time with the company it developed from a small agrochemical base in Waterford to a major company with over 100 employees, active in agrochemicals, pharmaceuticals, dyestuffs, plastics and consumer products. At the time of the merger, Dick took early retirement and worked as a consultant to Novartis for 2 years before becoming involved in the voluntary and community sector. Dick is currently Executive Director of St. Brigid's Family and Community Centre in Waterford. He is a member of the boards of Waterford Area Partnership Ltd, the Family Resource Centres National Forum, the National Community and Voluntary forum and Waterford City Development Board. He is also a member of the Board of the Family Support Agency.

A Word from the CEOs

Welcome to our twenty first Commemorative Report for the Association of EC Business & Innovation Centres (BICs) in Ireland. This report outlines the activity and achievements of the BICs in Ireland since 1988 and illustrates the depth of services offered to growth companies, many of whom we include as case studies.

We acknowledge the support and funding of Enterprise Ireland with whom we work closely with and we welcome their new strategic plans.

The Irish BICs provide intensive services to higher-potential pre-start-up and early stage entrepreneurs. These services include incubation space, seed capital, business planning, risk minimization and just-in-time knowledge all delivered through a distinctive private/public partnership approach. This leverages significant additional investment and facilitates access to the expertise of established business executives and leaders.

Business down-cycles produce significant opportunities when markets and supply chains are disrupted. Now companies are focused, agile and committed and when well financed and advised are poised to take advantage of these opportunities prior to the upturn. This is a significant creator of employment at a time when unemployment is rising. As 85% of businesses employ less than 10 people, new start-up businesses will play a vital role in making a contribution to Ireland's economic recovery. The Irish BICs are well placed to play their role in the coming years.

During 2009-2010 the BICs will remain focused on their core business of providing an integrated package of intensive support and contacts to new start-ups and innovative company expansions. The BICs will continue to identify, develop and pilot new initiatives to create employment. These will focus on areas to accelerate and secure client growth - including the development of business angel led finance; the internationalisation of BIC-assisted companies and the extension of client services through corporate partnerships and alliances.

Michael O'Connor
CEO CORKBIC

Desmond Fahey
CEO Dublin BIC

Michael Maddock
South East BIC

Joe Greaney
CEO WESTBIC

The Irish BICS – Highlights 2008

	TOTAL
NDP funding	€2.7m
Private contributions	€2.2m
Enquiries received	1,114
Projects advised	515
Business plans developed	87
BIC-assisted start-ups	34
BIC-assisted expansions	87
Female projects assisted	31
Companies under incubation	152
Incubation space managed	15,745m ²
Capital expenditure on incubation space managed	€80,000
Seed funding under management	€36m

Halo Business Angel Partnership in 2008	TOTAL
Number of deals	13
Registered Angel investment	€2.2m
Additional funding leveraged	€4.4m
Total funds raised – value of deals	€6.6m

AIB Seed Capital Fund

As an Investment Partner in the €30m AIB Seed Capital Fund, Dublin BIC managed the completion of eight start-up investments during 2008 where the total of the investment rounds exceeded €5m.

Joint planning and delivery between Enterprise Ireland and the Irish BICs



Congratulations and twenty first birthday wishes to the Irish Business Innovation Centres who are, this year, marking a significant milestone in their history of service to the innovative SME market as specialist service providers in the portfolio of Irish Government supports to Industry. Irish companies are operating in economic circumstances that have never been seen before and facing severe challenges in terms of both securing their business and retaining jobs. Maintaining and growing our exports is critical. Enterprise Ireland is mobilising all of its national and international resources and is working with clients to help them address two key priorities right now - securing the viability of their business and maximising their potential for growth. At the same time, growing the next generation of knowledge-based start-ups must

also be intensified to keep the feeder-stock in the pipeline in order to ensure we will continue to develop solid, globally competitive businesses that will become Irish multinationals securing exports and higher value jobs for our economy.

The contribution of the Irish Business and Innovation Centres to this objective over the last twenty one years has been immense. Working within the framework of the NDP, the BICs have continually animated the start-up environment for the higher potential emerging SMEs and have secured the support of the Private Sector to put the various, vital instruments in place that nurture and mobilise this end of the SME market. These include Enterprise and Incubation Infrastructure, Access to private equity based start-up capital, Entrepreneurship training and Business Planning support and, most critically, timely access to Private Sector Networks.

In more recent years the joint planning and delivery between Enterprise Ireland and the Irish BICs has intensified and will be streamlined even further over the remainder of 2009, moving towards enhanced and more seamless and focussed validation activity right through to the development of investor-grade business plans for selected higher potential start-ups targeting Enterprise Irelands programmes of dedicated, specialist supports. The BICs experience and knowhow and Regional distribution in this activity is vital to fast-tracking the early progress of these start-ups with the potential to compete globally over a shorter time frame.

In congratulating the BICs and their Boards on their achievements over the last twenty one years, we wish them continued success and growth and we look forward to continuing to work closely with them in the service of future generations of high achieving Irish SMEs.

Brendan Flood

Head of Entrepreneurship and Regions
Enterprise Ireland

The European Business & Innovation Centre Network (EBN)

A Quality Network of Excellence



EBN has implemented a rigorous certification and quality system enabling the development of a network of excellence through the integration of a quality approach.

The four Irish BICs are quality assured by this system and have contributed to the results of the Network which have been recently published by the EBN.

Since January 2002, 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.

Internationalisation for Innovative Irish SMEs

Globally connected but regionally focussed, with over 200 full Members active and strategically integrated in over 200 Regions, EBN is, by far, the largest and most professional business support network servicing the innovative SME market across the EU. This infrastructure is built from the ground up over twenty five years in close collaboration with relevant National and EC institutions who also oversee the Quality Assurance of the Members as service providers. Standards are high and being pushed upwards all the time through continuous benchmarking and cross-fertilisation of ideas and methods to ensure continuous improvement. At a BIC-to-BIC level, the real benefits accrue through innovation transfer that is directly relevant to the innovative client start-up or early-stage company.

On a no-to-low cost basis, BIC clients are accessing materials, technology and markets overseas and most importantly are participating in international collaborative networks of other SMEs and globally connected R and TD communities from early stages. This process is ensuring that Irish SMEs are benchmarked for global competitiveness pre business plan or final market offering and that the commercialisation networks are already in place in several countries, tilting the balance further in favour of the SME when looking for start-up or growth capital. Traditional barriers of language, localisation issues and market entry are by-passed at no cost. Soft landing facilities and support are mutually offered to companies and the targeting of whatever needs to be sourced is accurate, immediate and direct.

Companies like WESTBIC client Conveyors and Packaging Ltd in Tuam, who sourced a vital component to their end product in Italy, a CORKBIC client Accendo Technologies who have partnered with Impart Solutions, a US corporation to integrate their respective SaaS solutions, are testament to how this network can assist companies to Internationalise. The concept is well proven, the network is active and open and Irish SMEs are increasingly making use of this easy, low-cost route to greater competitiveness.

Joe Greaney,
VP EBN

www.ebn.be

Process Indicators

INDICATOR	TOTAL 2008
Number of start-up or other enterprise projects during the year	7.739
Selected prior to feasibility study	20.943
Number of business plans produced during the year	8.285
Number of start-ups created during the year	6.297
Enterprise Survival Rate	89%
Number of tenants in incubator	3.893
Total employment by tenants in 2008	23.242
Number of jobs created in SMEs	6.376

Performance Indicators

INDICATOR	TOTAL 2008
Number of existing (established) SMEs supported	14.728
Estimated percentage of total projects focused on technological innovation	55%
Number of events organised in 2008 to promote entrepreneurship	4.356
Number of people that attended events to promote entrepreneurship	201.091
Number of training events organised in 2008 for either new entrepreneurs or existing SMEs	5.642
Number of people that attended training events	70.784

1988 – 2009 Where are they now?

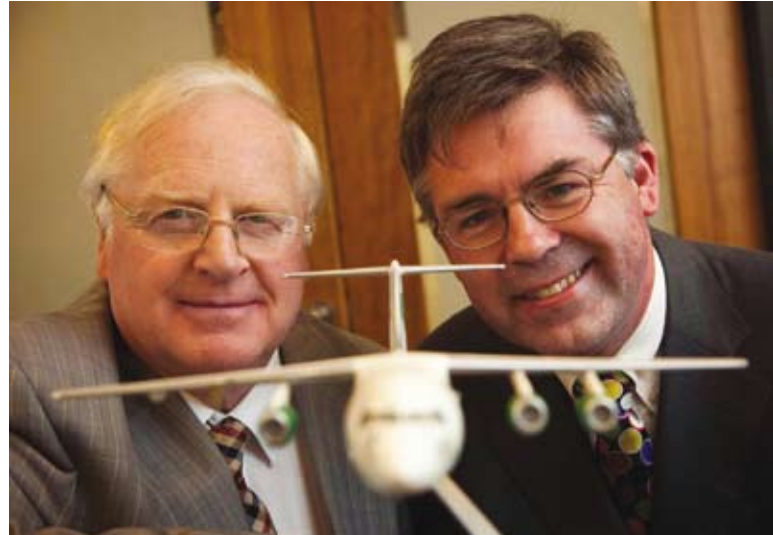
OpenJaw Technologies

Dublin BIC and Guinness Enterprise Centre supported graduate, OpenJaw Technologies, had a stunning 2008. It increased its workforce by 30% by creating 35 new jobs. This takes its total number of employees to 118.

OpenJaw Technologies is a leader in delivering high performance travel distribution solutions to the global travel industry. From offices in Dublin, Galway and Madrid, its solutions enable the world's leading travel companies to market, distribute and sell their online travel offerings in a new way. Clients include American Airlines, American Automobile Association (AAA), SAS, COSMOS (UK) Color Line (Norway) and Aeroplan (Canada).

Since graduating out of the Guinness Enterprise Centre in 2004, OpenJaw Technologies has grown revenue by 700%, increased employees by 1400% and has over 40 customers worldwide.

John McQuillan, CEO, OpenJaw Technologies, said, "We recognise the central role the Dublin BIC and GEC played in our formative three years which allowed us to grow at a pace that was right for us."



John McInerney, Dublin BIC Centre Manager, Guinness Enterprise Centre with John McQuillan, CEO, OpenJaw Technologies

Seavite

Seavite is one of Ireland's great success stories. Founded by Patrick & Kaye Mulrooney, it is a 100% Irish owned family run business. The development of this range has a remarkable human aspect. The late Patrick was a scientist who had specialised in the uses of seaweed, particularly its therapeutic benefits and after years of intensive research he developed the formulation for the first product Seavite Organic Seaweed Bath & Shower Gel.

There are now 12 products in the range, with a further 3 new products to be launched in September 2009.

Seavite is now an established international brand name and the image is consistent with the finest natural ingredients and premium quality seaweeds. Dr. Jane & Katherine Mulrooney are medical directors of Seavite. Specialists in Dermatology they have researched and developed all products while James, an actuary, is the financial director.

Seavite products are suitable for the most sensitive skin types and skin conditions such as Atopic Eczema and Dermatitis, Psoriasis, Rosacea and acne also benefits from their use. The products are available throughout Ireland in Debenhams, pharmacies and health stores.



Appliance Parts Direct



Appliance Parts Direct (APD) is an SME based in County Tipperary. Its primary business is selling replacement parts for a range of domestic appliances (dishwashers, cookers etc) directly to the consumer.

The business model changed from traditional telephone and counter sales, to e-commerce via a web-shop introduced in 2005. APD invested heavily in web technology in 2008 and scaled up the business increasing their product lines by nearly 50% and introducing a .co.uk eCommerce site to strategically target the UK market.

1988 – 2009 Where are they now?

Pulse Learning



Jim Breen, CEO, Pulse Learning.

Established by Jim Breen, Pulse Learning has grown to be a leading provider of learning development services and regulatory compliance eLearning solutions for clients worldwide.

In the startup process Irish BIC's Seed Capital Fund invested €127k seed capital to underpin a €500k finance package.

With the slowdown in the technology sector in 2002, Pulse focused on the niche sector of compliance eLearning and began to target highly regulated companies within the pharmaceutical sector. This strategy paid off and PulseLearning doubled its turnover in 2002. Outside product innovation, in 2003, PulseLearning redefined its market boundaries, having the US market its epicentre. In late 2004 PulseLearning landed one of the largest contracts in the USA secured by an Irish software company. The company is now a world leader in Learning Process Improvement through online, web-based training courses and eLearning. Employing up to 80 people, and with a turnover of \$9,000,000, its clients include NASA, Yale University, Pfizer, Schering Plough, and Bank of America. The business multiplied, turnover quadrupled, and today 99% of Pulse Learning customers are in the US.

ÉireComposites Teo

ÉireComposites Teo is involved in light-weight fibre reinforced composite materials, with customers in the aerospace, wind energy, automotive and general industrial sectors.

The company provides design, manufacturing and testing of composite materials and structures to a wide variety of customers such as Bombardier Aerospace (Northern Ireland), Airbus (UK, Germany, Spain), Eurocopter (Germany), Proven Wind Energy (UK), Toray Carbon Fibre (Japan) and the European Space Agency (Netherlands) etc.

ÉireComposites employs 53 people in an aerospace-accredited (Nadcap, EN/AS 9100, ISO 17025) manufacturing and testing facility in Indreabhán, Co. Galway, and a further 15 people at its wind turbine blade manufacturing facility in Brandenburg, Germany. Group turnover was approx. €4.0 million in 2008, and is forecast to rise to approx. €5.0 million in 2009.



Joint MD of ÉireComposites (Conchúr Ó Brádaigh) receiving Inaugural Sir Bernard Crossland Medal for Engineering Innovation at Queens University Belfast, April 2009, for work in development of new technology for large wind turbine blades. Presentation being made by Sir Bernard Crossland.

Practanna Medical Ltd.

Practanna Medical Ltd, founded by Gerry Ryder and Anne Houston, is a medical device company that designs, patents and markets disposable medical aids and devices related to the ileostomy and colostomy niche markets. The company was established to develop products that enhance the lifestyle of Ileostomy and Colostomy patients. Three novel and innovative aids have already been designed with excellent feedback from patients and specialist nursing staff. The company has conducted product trials with the assistance of the Irish Ileostomy Association.

Practanna has been a client of South East BIC for over two years and has benefited from general business planning advice, with specific emphasis on financial planning and sales and marketing strategic planning. Practanna were a finalist in the South East BIC/Bank of Ireland Bright Ideas Challenge in 2008. While currently selling direct to patients, they are working on a Distribution Strategy for mass market penetration in Ireland, UK, and USA and Europe.



Carrokeel Seafoods

Located in Killalla, Co. Mayo, Carrokeel Seafoods has developed a wide range of high quality food products which can be seen on many supermarket shelves throughout Ireland, the UK and Europe. Great care is taken to ensure that products reach the market in perfect condition – freshness and quality is their goal.

Killalla is the perfect location. It is close to the pollution free Atlantic and 20 suppliers are in close proximity. A major employer in the Killalla area, Carrokeel Seafoods employs over 100 people during the peak season and, being based on natural resources, is vital to the sustainable future of the area and local economy.



Abtran

Abtran is the largest indigenous business process outsourcer (BPO) in the Irish market. The company is headquartered in Cork and currently employs in excess of 750 staff across multiple business sites.

Early this year, Abtran announced an investment of €6m in research and development.

Director of Customer Operations, Pat Ryan, is a past participant of the Graduate Enterprise Programme – an innovative rapid incubation programme run by CORKBIC.

The company is focused firmly on strategic, mutually beneficial partnerships with major corporate and government clients in domestic and international markets.

The processes that clients choose to outsource to Abtran include sales and customer service, administration, claims and financial processing.

Abtran processes over 10 million transactions per annum and over €100 million in revenue on behalf of clients each year.



Michael Fitzgerald, Abtran Managing Director with An Taoiseach Brian Cowen

Netwatch

Founded in February 2003 in Carlow, Netwatch is the first company in Ireland to use modern communication technologies to provide remote visual monitoring systems to businesses.



Their unique video transmission technology allows highly trained Intervention Specialists in the Netwatch Command Centre, to visually monitor their clients' properties and critical infrastructures. The Netwatch system saves businesses thousands of Euros each year and is a highly effective, accountable solution.

The company since its inception has experienced significant growth and now employs 60 staff in over 1000 businesses across Ireland, the UK, Spain, USA and South Africa.

1988 – 2009 Where are they now?

Client Solutions



Client Solutions specialises in providing client server application development and/or data warehousing solutions for multinationals.

With a team of over 120 consultants Clients' deliver value driven software solutions to Ireland's top companies. They are technology partners with some of the largest software manufacturers in the world, including BMC, SAP, Microsoft, MicroStrategy and Teradata. The company has achieved compound growth of 35% annually since 1997. Client Solutions now employs 120 people throughout Ireland & UK.

MD Shemas Eivers said "CORKBIC has guided us through key decisions by building skills and raising funding. As advisors, they understand our business."

Shemas Eivers, Managing Director of Client Solutions Ltd.

EirGen Pharma



EirGen Pharma was established in March 2005 to specialise in the development and manufacture of highly potent pharma products, typically used in the treatment of cancer and has a customer base in the US, Canada, the EU, Middle East and Japan.

The company has rapidly grown to employ 17 highly skilled employees at its plant in Waterford and has plans to expand employment to 40 within the next two years as it expands the commercialisation of its products across multiple markets.

Oracle acquires Netsure Telecom

Dublin BIC's Dublin Seed Capital Fund invested in Netsure Telecom in 2004 to help CEO Barry Murphy and CTO Eamonn O'Grady founder to further develop its technology and early market traction. The company develops systems software for Telecom carrier networks in international markets.



The company succeeded in winning a number of significant telecom customers. Netsure attracted the attention of Oracle who subsequently made a successful acquisition bid for Netsure in a \$23 million trade sale. Netsure was integrated into Oracle's Irish operations base where its business has continued to grow.

Both Barry and Eamonn are assisting Oracle expand the business. "Dublin Seed Capital Fund investment and advice from Dublin BIC consultants was critical in our early stages of development" says Barry Murphy.

CPS Limited

CPS Limited is a leader in innovative automation solutions which are designed, built and commissioned from their manufacturing base in Tuam, Co. Galway, with a new division in Florida.

Their highly skilled workforce can take a project from concept through to completion, integrating the latest in robotics technology, control systems and programming. In house, they have mechanical/electrical design & documentation engineers, mechanical & electrical technicians, controls & systems engineers. Being totally self sufficient, they can offer a rapid turn around on projects and can control the quality of the build.

Employing over 50 people and operating out of a 40,000 sq.ft. plant in Tuam they place a strong emphasis on R&D and upskilling / training. CPS have invested heavily in their toolroom and fabrication facilities with the introduction of new CNC machines, a water jet and other technology sourced through the EBN network.



Raising Private Equity Investment

The Irish BICs have been innovators in accessing finance for early stage companies for the last 15 years. In 1990 the Irish BICs raised private sector capital, matched by EU funds for the first Irish Seed Capital Fund - the "Business Innovation Fund", operational in 1992.

1997 CORKBIC piloted the Graduate Enterprise Programme (now mainstreamed as the Enterprise Platform Programme) to allow seed finances to be drip fed into very early 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.

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 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. In 2005 the Irish BICs established a Halo Business Angel Partnership with Enterprise Ireland and InterTrade Ireland to build an all Ireland network or cluster of private investors for emerging companies. In 2007 Dublin BIC in conjunction with AIB and Enterprise Equity launched the €30m AIB Seed Capital Fund.

SEBIC



Marc O'Dwyer (Big Red Book), George Banks (Belview Logistics), Damian Young (Bank of Ireland), JP Monahan (Cheval Equi, Winner of the Bright Ideas Challenge), Celia Monahan, Michael Maddock (CEO, South East BIC).

Cheval Equi Ltd wins the Bank of Ireland/South East BIC Bright Ideas Challenge competition

Cheval Equi was the winner of the Bright Ideas Challenge 2008 live final that took place in Waterford on Friday 17th October. The prize included equity investment, loan finance and business supports, such as consultancy and incubation space for the overall winner of the Bank of Ireland Bright Ideas Challenge 2008.

Cheval Equi designs, manufactures and distributes solutions for the equine and animal feed industry. JP Monahan started the company in 2007 designing and selling his first product, the Equi Feeder, a programmable horse feeder. JP is currently selling directly to stud farms, private yards, hunting yards and at trade shows along with through an alliance with Connollys Red Mills. He is negotiating with agents in Sweden, UK and France and plans to use the investment primarily to market the product in further export markets. Commenting on his win, JP said, 'Winning the Bright Ideas Challenge gives Cheval Equi an opportunity to move to the next level, quicker and more professionally than originally planned. We are delighted with the opportunity afforded to us by South East BIC and Bank of Ireland'.

Dublin BIC

Dublin BIC Backs 19 Companies

2008 saw €10M invested in 19 Dublin BIC supported early-phase companies, the largest number of investments in one year since Dublin BIC's establishment in 1987/88. Companies receiving investments included Office Metrics, which raised €1 million for its international growth strategy.

Dublin BIC provided access to finance through the €30M AIB Seed Capital Fund and their management of the Halo Business Angel Partnership.



Alex Hobbs, Funds Portfolio Manager, AIB Seed Capital Fund with Jonathan Mulligan, Managing Director, OfficeMetrics

Raising Private Equity Investment

CORKBIC

The Auld Sod Export Company The Auld Sod Export Company manufactures and markets Irish soil products to the Irish Diaspora in overseas markets. To comply with US Dept of Agriculture restrictions on the importation of soil the company devised a patented manufacturing method of reconstituting soil using a defined mixture of peat and sand.

Set up in 2006, the company has developed a unique range of products marketed under the "Official Irish Dirt" brand. The products are beautifully packaged and presented to reinforce the links to Irish heritage. There are currently 3 products offered by The Auld Sod: A 1lb pouch for the US Cultivar and Gift markets, a ¾lb pouch for the US funeral market for scattering on graves and to be used at funerals and a Gift Box product comprising of Irish soil, shamrock seeds and an exclusive Belleek bowl.

CORKBIC worked with the company's senior promoter Pat Burke, to analyse the potential US market for its products, develop its sales and marketing strategy, and develop its business plan to seek private investment through the Halo Business Angel Partnership and funding support from Enterprise Ireland. The company has been successful in securing €750,000 of private investment as well as obtaining ongoing support from Enterprise Ireland. The company is focussing on developing its business in the East Coast of the United States in the near future.



WESTBIC



RealView Innovations based in Boyle, Co. Roscommon, has developed patented optical technology for 3D display. Its initial focus is the personal games/entertainment market in Japan and Korea and its first product, an accessory for the Sony PSP games device, will be launched in 2009. By enhancing perceived depth, users of RealView's technology feel like participants in the action and benefit from a more realistic, higher-impact viewing experience of games, films and sports.

This innovative technology can be used as an accessory for an existing games device or display. It can also be integrated by original manufacturers into regular screen products such as mobile phones, televisions, arcade games and advertising display screens. RealView plan to initially manufacture games accessory products and then license the technology to Japanese multinationals.

RealView is a successful participant in the Halo Business Angel Partnership, raising over €500,000 of new investment in 2008.

Routes to Investment



The Halo Business Angel Partnership (HBAP) is rolled out nationally by the Irish BICs in partnership with Enterprise Ireland and InterTrade Ireland.

With a total of 33 private equity deals now concluded (since the HBAP commenced) it is growing in momentum and offering a real alternative to investor and innovative company alike. These deals represent €5.8m registered angel investment, €7.8m additional funding leveraged – €13.4m total monies invested.

Well screened, high calibre, early-stage companies from around the Regions participate in Investor Fora, usually Dublin based, which results in capital moving around the country. Some foreign investors are also featuring in the thirty three deals up to now and most of the Angel investments have, in turn, leveraged very significant amounts of additional capital into these promising Irish companies. The HBAP is set to continue to feature as a significant component in the investment needs, over the next few years, of growing Irish companies as we work our way out of the current set of economic conditions.

The **Halo Business Angel Partnership** is a joint initiative between Enterprise Ireland, InterTrade Ireland and the Irish Business and Innovation Centres. The Halo Business Angel Partnership matches private investors with pre-screened investment opportunities in start-up, early stage and developing businesses. The partnership is of enormous benefit to investors, to companies and to professional advisors such as accountants and solicitors.

- As a private investor you get access to ambitious, early-stage companies with strong growth potential.
- As a business promoter seeking funding you enjoy access to private investors with vast and varied business experience.
- As an accountant, solicitor or other professional advisor or whether working with high net worth individuals or growth-oriented companies, the Halo Business Angel Partnership gives you alternative investment and financing options to offer your clients.

The Halo Business Angel Partnership works on a confidential registration basis. All investors, companies and advisors pre-register and provide the Partnership with specific information and assurances. Investors and advisors have immediate access to ambitious companies with growth potential. These investment opportunities come from BIC sponsors, partners and from other sources.

Companies know that details of their particular investment opportunity will be seen by people who are actively looking to invest in private companies. These investors bring business experience in addition to the financial resources that they may invest.

For further information see: www.businessangels.ie; Contact Michael Culligan at Dublin BIC, Gerry Mackey at WestBIC, Michael Maddock at SEBIC, Mark O'Sullivan for Cork area and Aidan O'Driscoll for Limerick area at CORKBIC.

Internationalisation linked to Smart Investment

Soft landings for Irish SMEs

CORKBIC concluded the EurOffice Services project – Opening international markets to innovative SMEs, leading to a spin out between Cork, Cambridge, Helsinki, Sophia Antipolis & Berlin. These partners offer “soft landings” to clients wishing to internationalise including routes to customers, channels and partners. Each of the partners runs or is involved in local business angel network that has invested in international growth companies.

To accelerate the growth of trade between Baltimore, Maryland and Dublin and to promote job creation in the two cities, the Dublin Business Innovation Centre (Dublin BIC) and Baltimore City's technology incubator signed an agreement in 2008 to collaborate in attracting technology based companies from their respective countries to open offices in the other's business incubation centres. Under the agreement, ETC and Dublin BIC's technology incubator, the Guinness Enterprise Centre, will provide “soft landing” business assistance services and office space to technology based businesses who wish to establish an international presence.

Foreign capital co-investing

WESTBIC has attracted over €500k of foreign business angel capital in it's recent deals further leveraging local investment and bringing smart money to grow Irish businesses.

Virtually all of the business angel investments have been co-financed by funding and support packages from Enterprise Ireland further strengthening the capital base of these emerging companies.

A new exciting trend is the co-investment of business angels with Enterprise Ireland seed capital funds increasing the range of funds with professional support through BICs, and other experienced professionals.

EnterpriseStart 2 (Feasibility Ready) Programme

EnterpriseStart 2 (ES2) is a program run in partnership between the BICs and Enterprise Ireland. Its purpose is to support the Enterprise Ireland (EI) wide HPSU early stage enquiry system, and help startup companies prepare to carry out a sharp, effective and results-oriented feasibility study. ES2 is a streamlined integrated delivery of hands on preparation of clients between Enterprise Ireland and the BIC's.

Kicking off this program in 2008, the BICs delivered this on an individual basis with the client companies and through group sessions/meetings. The program typically takes 4-6 weeks to complete and is focused on addressing the "gaps" and issues that commonly exist through the early stages in the creation of a new enterprise. Ultimately, a well-executed feasibility study should assist a company to get its first customers earlier and have a better foundation in place to overcome technical and commercial unknowns associated with the project.

"The BICs have extensive expertise and a range of capabilities to deliver the EnterpriseStart 2 program, and it has become an integral part of the EI wide HPSU early stage enquiry system. For EI and the BICs, it has provided a very effective partnership and alignment of HPSU activity. For early-stage startup clients, it has become an efficient and fast way to engage with our support structures"

Martin Corry

Senior Development Advisor HPSU Prospect Development, Enterprise Ireland

SEBIC



NowYourMobile is a pre-start-up business, founded by Gary Butler in Waterford,

specifically concerned with media messaging technologies and trends in the mobile telecommunications market.

Having attended the EnterpriseSTART 1 workshops in Waterford, Gary registered for EnterpriseSTART 2 to further clarify his business proposition and to gain a deeper understanding of the market research and technical development needs to progress his idea.

During the four weeks on EnterpriseSTART 2, Gary worked with SEBIC to develop list of knowns and unknowns in relation to what research was necessary, how to build and scale the business and the next steps in commercialising his idea. At the end of the process Gary concluded that further work was needed in three areas, namely, product development, market information and business & distribution models. He is currently working with SEBIC and his local Enterprise Board on these areas.

CORKBIC

In 2008, Mingoa was founded to provide optimised solutions for adding OAM functionality to existing Enterprise Ethernet. Their hardware accelerators provide superior levels of OAM (Operations Administration and Maintenance) performance with minimal processor overhead. In Ethernet networks, OAM is used to detect faults and to measure network performance.

CORKBIC worked with Mingoa to assist them articulate the key elements to address in the feasibility study. This included planning out the approach to meetings and interviews with customers/partners, reviewing results and outcomes from these discussions and helping Mingoa to determine funding needs for the future.



WESTBIC

WESTBIC have delivered EnterpriseStart 2 supports to a number of select HPSU companies through the BIC/Enterprise Ireland partnership. RealSIM based on campus at NUI, Galway is one such company that has received WESTBIC support, and specialise in building digital 3D geospatially accurate and photorealistic models of large scale urban and rural environments.



RealSIM - At the Infrastructure Conference in Croke Park (December 2008), Minister for Finance Brian Lenihan with RealSIM personnel Gavin Duffy, Eugene Lynch and Peter Brennan.

RealSIM use software that has been developed to simulate real world environmental conditions and facilitates the importation of real world survey data for geometrically accurate 3D models of select

areas. As part of its growth projections RealSIM has a two pronged approach; to continue to grow its business in the planning and development market, whilst engaging in a virtual city Central Business District (CBD) building programme over a three year period. At the end of this period RealSIM aim to have assembled 60 – 70 virtual city CBDs in Ireland and the UK, worth a potential €12 million and to sell this data to a number of large corporations in the location based services industry.

RealSIM will license this data at a per user rate to vendors of Personal Navigation Devices (PNDs) and Smart Phones. These targeted users are in-car satellite navigation providers, online Virtual World companies, as well as a number of mobile phone companies who are now producing 'Smart Phones' equipped with GPS connectivity and associated map data as part of their offering.

South West Initiatives

The CORKBIC Business Acceleration Centre (CORKBIC BAC) opened its doors in 2008. The primary objective of the BAC is to assist in the development of new knowledge intensive companies based on promising technology and capable, innovative people. It provides those companies with access to a range of business expertise and business development programmes to accelerate the route to market and therefore reduce risk.

CORKBIC has an extensive network of executive entrepreneurs, leading R&D organizations, business incubators, universities, and business enterprises around the world. The CORKBIC BAC is part of the organisation's integrated acceleration and incubation services. This coupled with regional, and sometimes national and international visibility, offers start-ups a unique opportunity to grow and expand their enterprises.

The CORKBIC BAC currently houses 6 high growth companies and the BIC and areas such as guiding them through raising finance (including negotiation with investors/private equity sources), managing investor expectations and working with a Board of Directors and building high growth teams and managing human resources.

Illinois BIOTech Mission to Cork

CORKBIC worked on a three day business network mission as part of the Cook County Partnership – to provide platforms for innovative SMEs to internationalise.

The purpose of the visit was to position Cork as the centre of bio-technology for key decision makers in Illinois and to facilitate continued investment in the Cork region. The Illinois delegation led by the Lieutenant Governor, Pat Quinn, presented very significant market opportunities for Cork companies.

County Manager, Martin Riordan said, "the primary purpose of the mission is to lay the framework for greater bilateral trade and investment opportunities. We believe now is the perfect time for Cork to showcase developments made in the county in the biosciences over the past number of years. Our visitors from Illinois bring with them key insights for the progression of this area and we hope to learn from their experiences during this visit."



Martin Riordan Cork County Manager, Lieutenant Governor of Illinois Pat Quinn, Micheál Martin TD Minister for Foreign Affairs and The Mayor of Cork County Cllr Tom Sheahan.

Practical Innovation Programme

In association with the West Cork & South Cork Enterprise Boards, CORKBIC delivered a Practical Innovation Programme with 6 participating companies. It set out to explore the skills and provide the tools to help them develop innovation within their organisations accelerate route to market and reduce risk.

The common goal of the companies to grow sales levels, increase margins and improve the bottom line. This involved an Innovation Audit & Benchmarking of each business, group workshops on implementation planning, execution of the plan and review.

The review with each company highlighted successes in the following areas: i) Greater strategic focus ii) Better systems and processes in place, to facilitate growth iii) New routes to market iv) Growth in new markets.

Software as the Service (SaaS) – The Business aspects

CORKBIC and It@Cork organised a joint round table with ITA on SaaS in September 2008 at the NSC Campus, Mahon.

Software as a Service (SaaS) is a model of software deployment whereby a provider licenses an application to customers for use as a service on demand. Topics addressed included:

- Review of SaaS -history, success stories, future trends
- Pricing models and types of contract terms
- Role to the supplier and the end user
- Role of platforms, standards and certification

And case studies from Nitrosell, Cork and Fastroot, Chicago.

Dublin & East Initiatives

Landmark Year for Start-Ups

In 2008 Dublin BIC assisted in the establishment of 16 new export-oriented high-tech Irish start-ups. This was a 45% increase on 2007, and its strongest year since 2000. By the close of 2008, these embryonic companies had achieved collective sales of €6M and had created 76 new, mainly graduate and knowledge-based jobs.

400 jobs Created by 350 Dublin BIC companies in 2008

Desmond Fahey, Chief Executive, Dublin BIC said: "We are optimistic about the future of emerging Irish companies and see a clear silver lining for indigenous entrepreneurs amid the prevailing gloom. This year, for example, we estimate that around 400 new jobs were created by the 350 companies that we helped launch since our foundation. 2008 also saw us review 390 new business ideas and plans".

Seed Finance Investment

The year was also notable for Dublin BIC managed seed finance investments, with €10M invested in 19 early-phase companies, the largest number of investments in one year since Dublin BIC's establishment. Dublin BIC noted a trend in 2008 for our companies to increase their investments in R&D and management development as they sought to create very distinct strategic competitive advantage. This was a key driver behind the increase in seed finance deals done over the year. This was also aided by a trend among some investors to put money into start-ups as a means of diversifying away from property based portfolios.

New Breed of Entrepreneurs

In particular, Dublin BIC is starting to see a trend for entrepreneurs to emerge from the multi-national sector. This is very exciting, given the extensive base of world leading technology based companies who set-up here in the last 20 years. The depth, diversity and quality of management teams and business ideas coming from this sector, in particular, reflects the strong global vision engendered in the multi-national environment.

ICT, Media and Entertainment and Green Trend

In terms of types of businesses, a trend is towards 'green' technology and clean energy businesses, with solar and wind power innovations coming through. ICT, media and entertainment continued to feature very strongly, and virtually every company Dublin BIC worked with was aimed primarily at international markets.

Guinness Enterprise Centre Graduates Create Further Employment

The Guinness Enterprise Centre announced the results of research it had commissioned. Findings showed that 18 of its graduate companies created a combined 420 Irish jobs and that companies which started off at the GEC had an average of 23 employees. This is expected to double over the next three years. The highly successful companies had an average turnover of €4m and plan to increase sales to €10m over the next three years - these having raised an average of €2m in equity.

"The number of jobs created averages out at just over 22 per firm. This may not sound like a lot but, in the Irish context of small firms, it is a respectable achievement" said journalist Cliff Hutton in his article "Hail to the high achievers!" Irish Computer magazine, June 2008.



David Jennings presenting 2008 Spider Award for Internet Hero to Aodhan Cullen of Statcounter (a company located in the Dublin BIC managed Guinness Enterprise Centre)

BMW Region Initiatives

Incubation Infrastructure for Start-Ups in Donegal

The Tánaiste and Minister for Enterprise, Trade and Employment, Mary Coughlan launched a new state of the art €1.1m Incubation & Enterprise Centre, An Fiontarlann, on 8th Sept 2008 in Ballymoon, Cill Charthaigh (Kilcar) in the South West Donegal Gaeltacht. The Centre provides flexible workspace with free renewable energy heating and broadband for early stage and developing enterprises.

An Fiontarlann is already incubating entrepreneurs from the South West Donegal region and will continue to attract those who wish to return to the area and seek enterprise space and facilities of a high standard with on-site supports, while also enjoying the benefits of a rural lifestyle.

This €1.1m Centre is the result of an innovative partnership between WESTBIC and Aislann Cill Chartha Teo (local community organisation), in conjunction with funders International Fund for Ireland and Údarás na Gaeltachta.

An Fiontarlann offers high quality desk space options and fully serviced, individual units in a range of sizes. It provides the complete solution for innovative entrepreneurs who need the connectivity and infrastructure to allow them to trade competitively in global markets.



Mary Coughlan, Tánaiste and Minister for Enterprise Trade and Employment pictured at the official opening of Fiontarlann, the new Incubation and Enterprise centre in Kilcar

CÉIM – Successful NW Start-Ups Competing Internationally

CÉIM (Commercialising Entrepreneurial Ideas and Management Development), an innovative programme now in its fifth year targets North West entrepreneurs, and has resulted in the creation of 36 'knowledge' businesses that employ over 110 people. Over half the entrepreneurs who participated on this intensive programme are now exporting their products and services, some to markets as far away as Japan. CÉIM successfully draws on the regional resources of Letterkenny and Sligo ITs, Enterprise Ireland and WESTBIC to bring relevant, tangible support to enterprising people in the region. According to Méabh Conaghan of Enterprise Ireland, "initiatives like CÉIM are vital for the North West. By drawing on the excellent resources which we have here, such as the Institutes and WESTBIC, makes it possible for our local talent to succeed both nationally and on a world stage."



CEIM Participants 2008 - Jianling & Michael Kyle (Kyle Foods), David Mullins (DAVIT), RobbieFoley (Prospect 23), Heinrich Anhold (Epona Biotech), Frank Borkin (GRRR Charge Games), Aidan McKenna, Josh Loiselle (QA Assistant).

CÉIM facilitates potential entrepreneurs with innovative business ideas, who show high commercial potential and a capacity to create employment in the North West region. Participants (who are selected following a rigorous application process) typically come from technology, engineering, food or medical sectors. Managed by WESTBIC, CÉIM provides a one-year intensive programme of training, business mentoring, networking, business incubation facilities and an introduction to seed and early stage capital through the HALO Business Angel Partnership.

This practical but intensive approach is delivering high quality business ventures in the North West. Conor Daly, founder and MD of Travel Logic, a software company providing integrated booking engine and digital marketing systems to independent hotels, is very positive about CÉIM, "we had access to fantastic people who added real value and provided expert advice during the start-up development process."

South East Initiatives

An evening with Bill Cullen: Waterford, May 21st, 2008

Bill Cullen, former owner and Chairman of Renault Ireland and Founder and Director of the Irish Youth Foundation, entertained and enthused clients and contacts of the South East Business and Innovation Centre in a packed theatre at Garter Lane, Waterford on Wednesday, May 21st, 2008.

Bill was invited by the South East BIC to offer their clients advice and guidance on his experiences as one of Ireland's most successful entrepreneurs, he was there to celebrate the launch of the new South East BIC website, www.sebic.ie. His career has spanned many decades, with experience primarily in the Motor industry, but also now in hospitality and tourism owning the 5 star Muckross Park Hotel in Killarney.

Bright Ideas Challenge Competition, October 17th, 2008

The first 'Bank of Ireland Bright Ideas Challenge' in conjunction with the South East Business Innovation Centre (South East BIC) was held in 2008. The competition invited business start-ups, SMEs and individuals who are in the beginning or early stages of development and based in the South East region, to come forward with their ideas and business plans to be in with the chance of winning the 'Bank of Ireland Bright Ideas Challenge'.

The prize included equity investment, loan finance and business supports, such as consultancy and incubation space. Following an extensive application and screening process, the four finalists will be presented in front of a panel of judges and an audience of the general public on Friday October 17th, in The Granary, Merchants Quay, Waterford, as part of the region's Enterprise Week '08. The finalists were Practanna Medical Ltd, Realtime Biostorage Ltd, Hybrid Energy Solutions Ltd and the winner was JP Monahan of Cheval Equi Ltd.

Make Business Happen Conference 2008: Enterprise Week: October 16th, 2008, Kilkenny

The key event of Enterprise Week 2008 was the Regional Conference whose theme was 'Make Business Happen'. The conference featured regional entrepreneurs such as Liam Griffin of Griffin Hotel Group and Ivan Yates, former Minister, TD, and chairman of Celtic Bookmakers.

In conjunction with the conference, an exhibition of national, regional and local supports to business was held. Enterprise Week was held from Monday October 13th to Friday October 17th inclusive, with events aimed at entrepreneurs, SMEs and start-ups showcasing supports and opportunities available in the South East. The conference attracted more than 180 delegates from all counties of the South East. The team at South East BIC were instrumental in the conference theme, planning and execution as well as hosting a stand at the conference to meet with potential new clients and inform them of the services available.

MicroTrade: Northern Ireland Companies Visit South East

A delegation of Northern Ireland businesses visited the South East during Enterprise Week on the 13th and 14th October 2008. The highly successful visit was arranged by MicroTrade in association with the County and City Enterprise Boards and South East BIC.

MicroTrade is a networking initiative designed to help small businesses build contacts and markets across the island of Ireland. The programme is delivered by a three-way partnership comprising the County & City Enterprise Boards, Enterprise Northern Ireland and InterTradeIreland.

The event, held in Waterford City and Tullow, Co. Carlow, enabled over 40 companies from Northern Ireland and the South East to engage in one-to-one meetings, network together and to explore potential business opportunities.

South East BIC was delighted to work with MicroTrade and the County and City Enterprise Boards in Waterford and Carlow in hosting this event and providing South-East based businesses the opportunity to explore new business avenues.



Northern Irish companies on trade visit to South East

2008 Activities: Building High Growth Startups to create employment in the Smart Economy

EC-BICs are specialist/multidisciplinary “venture consulting” organisations. They provide a holistic approach with a private sector bias to pre-startup and startup businesses to convert ideas into reality. They act selectively, effectively becoming a partner, and accompany and handhold the entrepreneur through all the stages of the development of his/her business.

BIC clients tend to be high risk, high potential companies and projects with a requirement for hands-on advice over a period of five weeks to five years.

SEBIC

RealTime BioStorage

Securing Bio Assets for Future Innovation



Peadar Mac Gabhann, right of RealTime BioStorage, with Richard Hickey, Chairman, South East BIC

RealTime BioStorage is dedicated to establishing an advanced biostorage facility to provide; fully integrated, quality driven, cost effective biological storage services to its customers both nationally & internationally.

The company provides a secure, first-of-a-kind independent biorepository in Ireland utilising web based technologies and real time remote monitoring and reporting of critical storage parameters, a paperless workflow within the repository encompassing barcode tracking for ultimate traceability, maximum use of automation and minimal human intervention.

The promoters are highly motivated, experienced and well qualified. Peadar Mac Gabhann is a leading expert in the design, start-up and operation of pharmaceutical facilities in the US, Europe and Japan. Uwe Kuhn is the owner of an established freight forwarding company (Baku GLS) and an expert in Global Logistics Services to the pharmaceutical, Healthcare and High Tech industries.

South East BIC's support has focused on the development of an investor-ready business plan with a view to help the company secure the funds it requires for its development.

WESTBIC

Localotto.ie

Innovative Solutions

With the economic climate reflected in scaled-down income projections and disappearing grants and sponsorship, sports club and charity lotteries have become more important as a source of fund-raising. Localotto.ie, a Galway company, has developed software and a marketing system for clubs, charities and societies. It enables clubs to organise their lotteries online and to reach members and supporters more effectively than the more traditional pub and door-to-door sales methods allow. It also reaches overseas members, a category expanding due to increased migration and the existing Irish communities abroad.



Localotto.ie have developed a range of software products and a marketing methodology that is dramatically revolutionising the way clubs and societies in Ireland raise funds through lotteries and the way these clubs actually manage these lotteries. They are the first company in Europe, and possibly worldwide, to commercially explore the extraordinary opportunity that exists in the provision of this service on-line.

The software is developed by localotto.ie in their Casla offices and is constantly being enhanced with additional features and new products. These features are added based on customer requests and strategic positioning. The software is linked directly to the client web site, in addition to listing it on the localotto.ie web site and the club is provided with comprehensive on-site training and access to their own control panel in order to manage all aspects of the lotto from one central, but multiple access and secure point.

2008 Activities: Building High Growth Startups to create employment in the Smart Economy

Dublin BIC Mick's Garage



Ciaran Crean, Managing Director MicksGarage.ie

Mick's Garage is an online supplier of car parts and accessories generating considerable savings for the motorist. The service empowers the buyer to search for the part required and compare prices.

This Dublin BIC assisted start-up, winner of the Golden Spider award is reporting strong demand for its products and is setting its sights to enter the UK market, "we see it as a very lucrative market says MD Ciaran Crean". Dublin BIC assisted Mick's Garage prepare an investment ready business plan which enabled Ciaran raise €560K to fund this marketing drive.

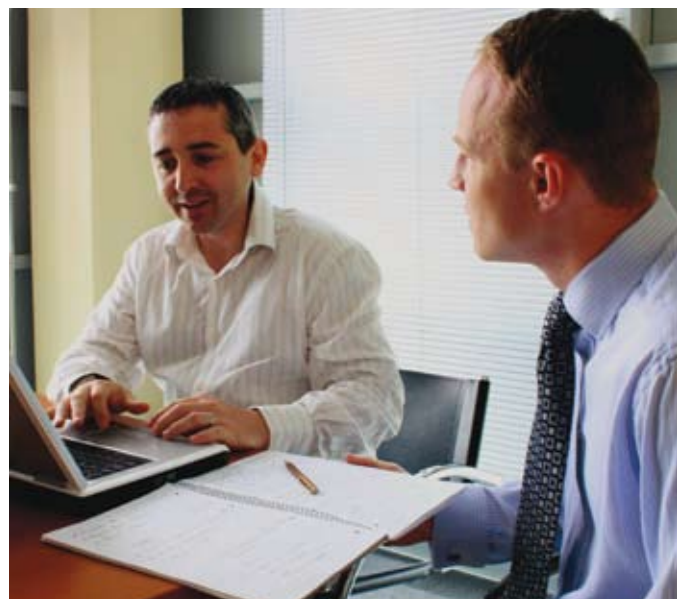
AIB Seed Capital Fund led the investment round with co-investment from Enterprise Ireland and private equity investors.

CORKBIC Clinical Conduct Associates

Clinical Conduct Associates is a Clinical Research Management Organisation (CRO) based in Cork. The company offers a range of quality clinical trials management services and e-clinical solutions to the Pharmaceutical, Biotech and Medical Device industry. The company's clinical trial focus is on Phases II-IV, specialising in 8 therapeutic areas – Cardiology, Oncology/Haematology, Rheumatology, Respiratory, Central Nervous System, Diabetes, Surgery/Burns Management and Antibiotics/Antivirals. As a niche European CRO, the company's core proposition is to reduce the time, risk and costs associated with development and commercialisation of new therapeutics in specific areas.

Established in 2005, David Hall founded the company to provide innovative contract research solutions to large pharmas, biotechs and startup companies. It has worked on projects with several large pharmaceutical companies and smaller biotechnology organisations. Clinical Conduct Associates already promotes, facilitates and co-ordinates an international network of over 6000 GPs and hospital consultants throughout Europe.

The company aims to grow and expand its services – developing its presence into UK, Western Europe and Eastern Europe. CORKBIC supported Clinical Conduct Associates to develop its growth strategy and develop an investor-grade business plan. It has been supported by Enterprise Ireland and has become a member of the EI HPSU Class of 2008.



David Hall, CEO Clinical Conduct Associates with Neil Gordon, CORKBIC

A Selection of BIC Client Companies – All HPSUs

NAME OF COMPANY	NATURE OF BUSINESS
ABT Medical	Angioplasty Balloon Technology
Abtran	The largest indigenous business process outsourcer (BPO) in the Irish market employing 750 staff across multiple sites
Appliance Parts Direct	Online appliance parts distribution service
Aquafact International Services	Specialises in monitoring and managing resources in marine, freshwater and terrestrial environments
Arrotek Medical	Bridge the gap between concept and market, focusing on design and development in medical device innovation
BioStór	Biostorage of valuable biological materials for medical/scientific research, healthcare, medical device, pharmaceutical and biopharmaceutical sectors
Brown Bag Films	An Oscar-nominated animation studio based in Dublin, Ireland that produces award winning TV series, commercials and short films
Buildonline	Website Services targeting the construction Industry with Digital Commerce; Bidding; Purchases; Payments
Cheval Equi	Design, manufacture and distribution of animal feed devices
Comnitel	Software for monitoring mobile networks
Compliance & Risks	C&R is a regulatory data, services and software company
Composites Testing Laboratories (CTL)	Global leader in mechanical & physical testing of advanced composites.
Conveyor & Packaging Systems (CPS)	Leading manufacturers & exporters of creative solutions for materials handling and production processes
Crest Solutions	Computer software: verification & auditing solutions to regulatory industries
DemonWare	Software development company specialising in creating networking software and services for computer game development
Eirgen Pharma	Development, registration and manufacture of high potency solid dose pharmaceutical products
Fastform Research	Development and commercialization of "smart polymer" technologies and superior medical products for the healthcare industry
Firecomms	Photonics company developing optical data transmission
Futiro	Delivers innovation and quality in the IT peripheral global market, concentrating on VoIP and award winning handset design
Gaelstorm Software Solutions	Automated software solutions which measure the business impact of learning and development across an organisation
Havok	Provides interactive software and services to digital creators in the international games and movie industries
Hybrid Energy Solutions	Hybrid power generation technologies
Integral	Point of Sale processing solutions
Jam Media	Software Multimedia Co - Personalised interactive imaging via cartoons, merchandise and DVD and video sales
JFC Manufacturing	Renowned worldwide for its innovative, quality plastic products
Microsol	Monitoring solutions for the Telecoms Industry
NitroSell	eCommerce Software
NutriScience	Development and manufacture of nutraceuticals for animal health
OpenJaw Technologies	Travel distribution software solutions to the global travel industry
Optigen Technologies	Biopharmaceutical company developing gene-based medicines for inherited diseases
Practanna	Medical device for ileostomy patients
Pulse Learning	Develops online, regulatory enterprise compliance training courses and eLearning solutions, for businesses
Raidtec	Storage Networking technology designer and manufacturer
RealView Manufacturing	Has developed unique depth-enhancing screen technology (quasi-3D) that significantly improves the realism & impact of 2D screen images
Seavite Bodycare	Is Irelands original organic seaweed skincare range exporting to several countries
Speak Consultancy	Organisation Evaluation Software
TreeMetrics	Development technology solutions for the forestry industry
Trinity Innovations	3D Issue, digital magazine software, converting publications into page turning digital editions in a matter of seconds
VoiceSage	Voice notification technology
Zamano	Mobile commerce solutions company providing leading edge solutions in WAP and mobile commerce related technologies

BIC Boards of Directors

NAME	TITLE	ORGANISATION
CORKBIC		
Gerry Donovan	Chairman, CORKBIC	Cork Chamber of Commerce
David Grimes	Former Director & Founder	QUMAS
Michael Delaney	Head of Development	Cork Institute of Technology
Brian McCoy	Former Managing Director	M/A Com Eurotec
Brendan Cremen	Director of Technology Transfer	UCC
Martin Doyle	Regional Director	Enterprise Ireland

Dublin BIC		
Hugh Governey	Chairman, Dublin BIC	Director, Willis
Prof. Frank Roche	Chairman	Colin McIver Associates
Anthony M. Prendergast	Director Dublin Enterprise & Technology Centre Ltd.	Diageo Ireland
Dr. Owen McBreen	Former Head of Technical Division	Enterprise Ireland
Chris Park	Director	Park & Associates
Clive Brownlee	Director	Diageo Ireland
Declan Wallace	Executive Manager	Dublin City Council
Ronan King	Chairman	Amethyst Investments Ltd.

SEBIC		
Richard J. Hickey	Chairman, SEBIC	SERCHAM
T.A. Richards	Director	PPI Group
Bill O Gorman	Manager Centre for Entrepreneurship	Waterford Institute of Technology
Sean Kelly	Regional Industrial Organiser	UNITE
Gerard Enright	CEO	Waterford County Enterprise Board
Mark Minihan	Managing Director	Steele & Co.
Sean Mythen	CEO	Wexford County Enterprise Board
Kathryn Kiely	Manager, Ind. & Innovation Services	Waterford Institute of Technology
Matt Glowatz	Managing Director	EBIS Area Coordinator UCD Business School
Michael Dee	Regional Executive	Enterprise Ireland

WESTBIC		
Dr. Chris Coughlan	Chairman, WESTBIC	Hewlett Packard
Tony Barrett	Director	FÁS
Seamus Bree	Regional Director	Enterprise Ireland
Máirtín O'Conghaile	Regional Manager	Údarás na Gaeltachta
Prof. Jim Ward	Registrar	NUI, Galway
Ms. Anne Downey	Managing Director	QSet, Galway

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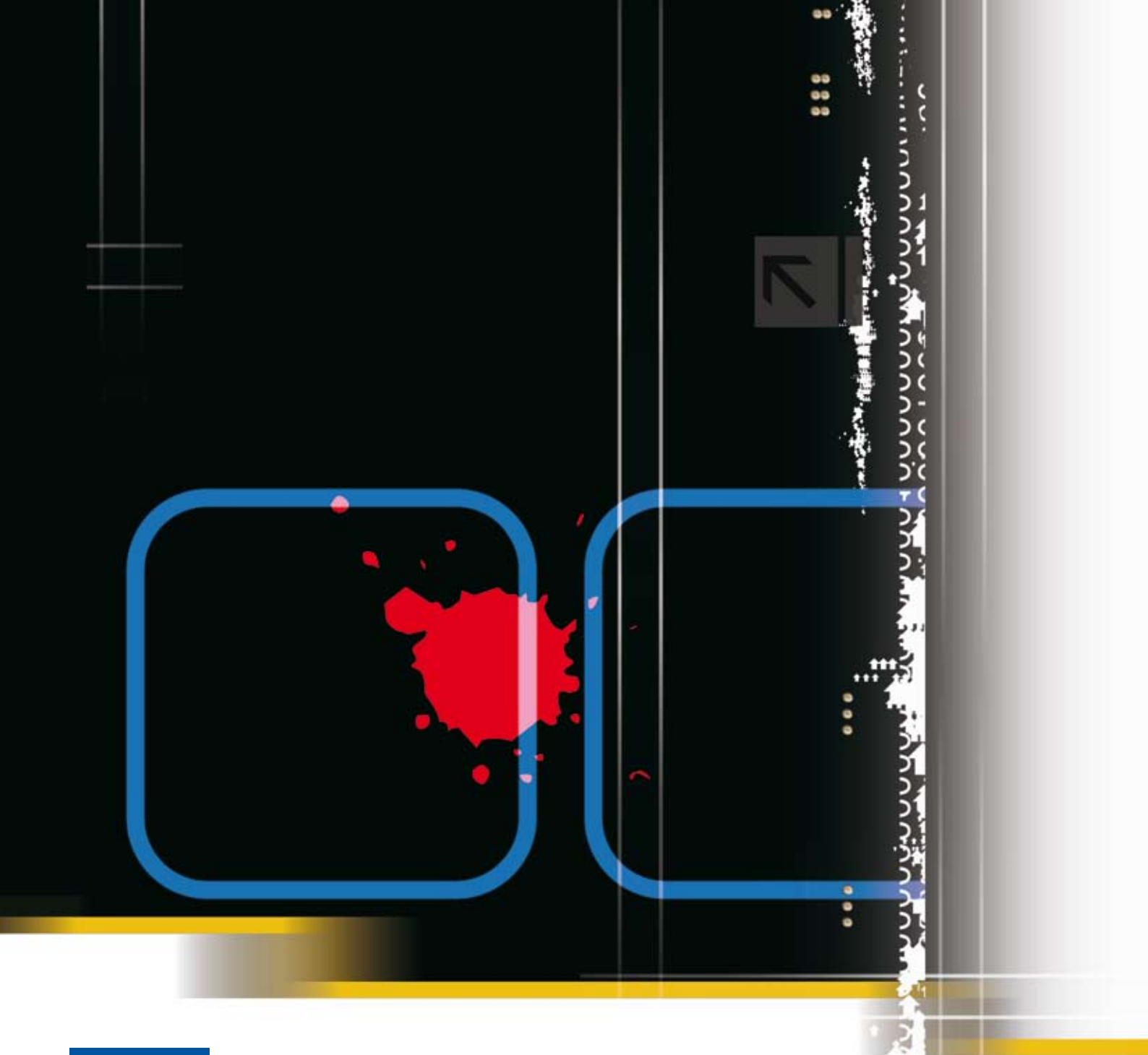
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The European Business and Innovation Centres (BICs) are regionally and locally based organisations involved in identification, selection and specialist support for new and existing enterprises. BICs typically operate as public-private partnerships, combining both Government funding via Enterprise Ireland and private cash or kind contributions. In Ireland, Exchequer support is provided by the Department of Enterprise, Trade and Employment under the NDP Productive Sector Operational Programme 20007 – 2013, and it is managed by Enterprise Ireland. BICs concentrate on supporting new innovative businesses, which have high growth potential and which can contribute to economic development in their areas.



An Roinn Fiontar, Trádála agus Fostaíochta
Department of Enterprise, Trade and Employment

