



Andrew Weaver,  
chief executive,  
LawyerFair

# Mentoring the next generation of entrepreneurs

Here, *The Sunday Business Post* profiles 12 of the emerging entrepreneurs that are due to take part in the Entrepreneur Experience, write **Colette Sexton** and **Dearbhla Gavin**



Rosie Mansfield, MD of  
GoCambio in Cork Airport  
Picture: Clare Keogh

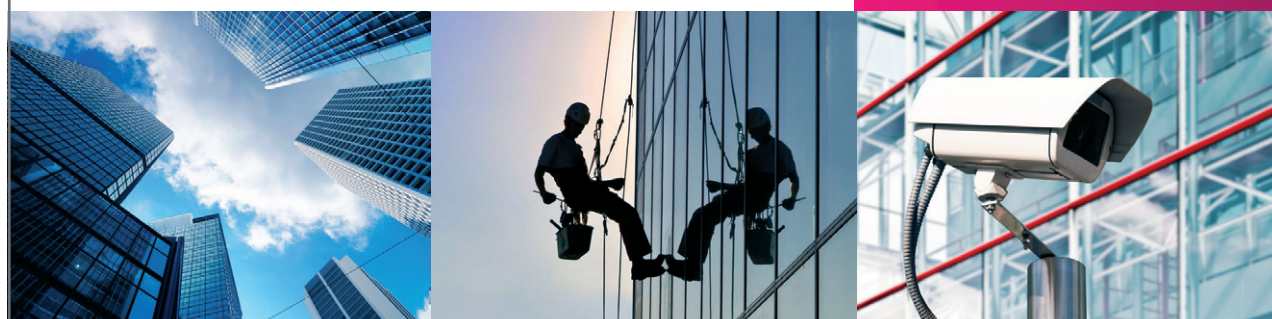


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**T**he Entrepreneur Experience, an annual event that brings together emerging and seasoned company founders, will take place in Cork this year on April 15 and 16.

The concept is simple: a group of new entrepreneurs get to pick the brains of 31 experienced entrepreneurs.

*The Sunday Business Post* is the media partner of the Entrepreneur Experience, which was created by the organisation CorkBIC. To date, over 120 emerging entrepreneurs and 60 seasoned entrepreneurs from over ten countries have taken part.

Of the 60 experienced entrepreneurs, the top 20 run companies with average turnover of €54 million and an average of 400 employees. The entrepreneurs have come from across the globe for the event including from Britain, Spain, France, Chile, and the US.

Over the next two weeks, *The Sunday Business Post* will profile all the emerging entrepreneurs that are due to take part in the event. Here are the first 12.

### 1. Skellig Surgical

Conor O'Shea, chief executive of Skellig Surgical, invented its flagship product, SecuRetract, a new tool to aid keyhole surgery procedures.

He is completing a PhD in mechanical engineering at University College Cork which is focused on the design and development of medical devices.

The SecuRetract retractor aims to reduce the invasiveness of the keyhole procedure by using a thinner instrument port on entry and a soft inflatable interface to protect inner organs.

It also helps surgeons in dealing with a common problem where the bowel spills out around the abdomen.

O'Shea first became interested in the field of medical devices when he took a module in biodesign at UCC, which gives students the opportunity to look at solving real life clinical problems with their lecturers.

The tool has the potential to be used in as many as a third of the 7.5 million laparoscopic procedures performed each year worldwide, according to Skellig Surgical, generating a market potential of \$500 million.

O'Shea has been working closely with a team of surgeons and engineers for the last three years to design and develop SecuRetract to the point of commercialisation.

Its development so far has cost around €300,000, mostly funded by two Enterprise Ireland grants.

The instrument is awaiting its patent and is due to go on sale at the start of 2017.

### 2. Vabble

Set up by 24-year-old father of two, James O'Connor, Vabble is a social network exclusive to the video content creator

market. A self-described computer geek, O'Connor said he knew he wanted to start a business in video games, computers and video. He began creating video game videos for YouTube in late 2013 and noticed an issue on the YouTube platform – there was nowhere for the millions of video content creators to connect, share ideas and projects.

Based in Ballybunion, Co Kerry, Vabble is connecting the video creator community as one, connecting brands with the community in partnership and developing new ways for creators to create video and companies to advertise.

Vabble separates itself from other social networks by not only building a community specific to content curators but also by adding features like a 'collaboration' button so users can optimise their time spent on the platform.

It aims to provide a place for creators to not only collaborate and innovate, but also to learn from each other and create market visibility for their brand and their content.

Videographers across genres including beauty, fitness and gaming mostly create their content for YouTube, Vimeo and so on from their own homes or studios.

Vabble is focused on expanding now, and plans to develop features that will

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connect brands and video creators. Brands will sponsor creators and their projects in return for advertising.

It also plans on developing an app for creators, brands and for the general public who wish to watch videos. It will focus on augmented reality video entertainment.

### 3. LawyerFair

LawyerFair is a free legal service which matches the needs of businesses with a panel of pre-approved lawyers who compete for cases. Business owners submit their legal requests online and a number of lawyers reply with quotes and information on their background.