

Business Without Boundaries

Thursday Nov 27th 09:00 – 16:30

The Grain Store at Ballymaloe, Co. Cork

M.D.

David McWilliams, Ireland's leading economic commentator

Paulo Andrez, President Emeritus EBAN, Investor & Entrepreneur

- Taking Business to the edge and beyond
- Economics without Boundaries
- Angel Investment on a pan-European scale
- Breaking the Boundaries
- Venture Academy® for Investor ready Start-Ups



Cork
City Council
Comhairle Cathrach Chorcaí



Cork
County Council
Comhairle Contae Chorcaí

About the Conference

David McWilliams, Ireland's leading economic commentator, broadcaster and bestselling author will lead CorkBIC's conference, 'Business without Boundaries' on Thursday 27th November 2014.

This year the conference looks at key areas like:

- **Taking Business to the edge and beyond**
- **Creating companies that break new ground and are disruptive**
- **The Truth about Business Angels**
- **Breaking the boundaries that stand in the way of Entrepreneurialism**
- **Angel Investment on a European scale**

David McWilliams will share his thoughts on '**Economics without Boundaries**' as well as discussing how to tackle the new economy, where to next and what this current growth in the economy will mean for Entrepreneurs, SMEs, investors and business professionals.

The Venture Academy® (14:00 – 16:30)

7 start-ups will pitch their investor ready proposition to the audience
Business professionals will hear from some of the hottest start-ups around and gain an insight into new technologies, trends and future businesses. It is also an excellent opportunity for investors to review investor grade pitches in an open relaxed environment.

Cost of the Conference

Full Day Conference including the Venture Academy®	€150 (+VAT)
Half Day Conference	€110 (VAT)

Venue

The Grain Store at Ballymaloe, Co. Cork, Ireland (www.ballymaloe.ie)

Ballymaloe, the renowned Irish country house hotel and restaurant, has been owned and run by the Allen family for over 40 years. Ballymaloe House, 30-35 minutes from Cork International Airport, is minutes from the beach and breathtaking south east coast. The Grain Store is a 17th century farmyard building that was sensitively converted into an elegant conference venue.



Programme

08:30	Registration
09:00 – 09:10	Opening of the Conference – Michael O'Connor , CEO, CorkBIC
09:10 – 09:50	Economics without Boundaries - David McWilliams , leading economist, broadcaster and bestselling author
09:50 – 10:15	The Truth about Business Angels - Paulo Andrez , President Emeritus EBAN, Investor and Entrepreneur
10:15 – 10:45	<i>Coffee Break and Networking</i>
10:45 – 11:45	Creating Companies that break New Ground and are Disruptive <i>Panel Discussion</i> <ul style="list-style-type: none">• David McWilliams, leading economist, broadcaster and bestselling author• Paulo Andrez, EBAN• Ger O'Mahony, ActionPoint and VoxPro• Charles Garvey, Nitrosell and Metabolomic Diagnostics• Kevin O'Leary, QUMAS at BIOVIA (Chair)
11:45 – 12:05	John Mullins , Amarencos – Out of the Closet
12:05 – 12:45	Stories from the Coalface of Business - <ul style="list-style-type: none">• Jim Costello, SouthWestern• Arun Kapil, Green Saffron• Damien McGovern, Compliance & Risks• Chair: John Mullins, Amarencos
12:45 – 14:00	<i>Lunch and networking</i>
14:00 – 14:30	Lessons for Emerging Entrepreneurs
14:30 – 16:30	The Venture Academy® <i>During the Venture Academy® 7 Entrepreneurs will present their Investment proposal to the audience; experts will be asked to comment on the proposals with audience participation encouraged; the audience then vote for the most investible proposition</i> Session Chair: Ger O'Mahony, ActionPoint and VoxPro Panel:
16:30 – 17:00	<i>Reception and Awards</i>

About our Speakers:



DAVID MCWILLIAMS is Ireland's leading economic commentator and was the first economist to identify the Irish boom as nothing more than a credit bubble, warning of its collapse and the consequences for the country. His objective is to make economics as widely available and easily understandable on as many platforms as possible.

He is a writer, journalist, lecturer, broadcaster and documentary maker and has written four bestsellers, presented award-winning documentaries and brought a sell-out, one-man economics stand-up show to the stage at Ireland's renowned national theatre, the Abbey. He writes two economics columns a week in the Irish newspapers and is the co-founder of the world's only economics festival www.kilkenomics.com - an eclectic combination of economics and stand-up comedy, described by The Australian as "Davos without the hookers".

David developed an online economics course – "Economics without Boundaries" – partnering with Udemy and a series of animated economics videos – Punk Economics – viewed by 700,000 people so far. He is also behind Ireland's "Young Economist of the Year" competition aimed at getting teenagers interested in economics.

David worked as an economist first in the Irish Central Bank and later in the financial markets with UBS and Banque Nationale de Paris. He studied economics at Trinity College Dublin and the College of Europe in Bruges.



PAULO ANDREZ is a Business Angel investor in several companies. He is Board Member of Entrepreneurship Agency DNA Cascais and Board Member of FNABA (Portuguese Business Angel Federation). One of his Angel investments, a start-up producing industrial resins reached revenues of €25 million 2011, its first full year of trading (2011).

Paulo served as President of EBAN from 2012-2014 (European Trade Association for Business Angels, Seed Funds, and start-ups) was recently appointed President Emeritus of EBAN. He is member of the European Commission Advisory Group "Innovation in SMEs", since 2013. Since 2012, he has been advising several European governments on Early Stage Investment policies. In 2012 he received the award for the "Best European Angel Investment", by EBAN.

Paulo Andrez has serial entrepreneur background and has created several companies in IT software, training, wooden products and real estate. In 2000 he participated as entrepreneur (seller) in the IPO in Euronext, of Novabase, the largest national IT provider in Portugal, with more than 2000 employees, working in more than 30 countries around the world. Paulo Andrez was chairman of the World Business Angels Leaders Forum (Estoril, 2007) that decided to create the World Business Angel Association, and participated under FNABA scope in the design of the first Business Angel co-investment fund in Portugal. He is an IT Engineer and has a MBA from Nova University in Lisbon.



GER O'MAHONY is an entrepreneur who has accumulated significant experience in technology and other industry sectors. He has been involved in a number of successful technology start-ups including founding the software business Engage Technologies Group and its subsequent sale to NorthgateArinso (a FTSE 250 company) and also being the co-founder of the networking systems integrator Bridgecom Group and its subsequent sale to Denis O'Brien's Esat Telecom. Ger has completed funding rounds, identified and successfully completed and integrated company acquisitions and negotiated company disposals during this period. Recently Ger has focused on helping established technology companies to scale and grow both in Irish and international markets. These include the high growth businesses Action Point Technology Group and Voxpro Communications both of which have achieved revenue growth in excess of 50% year on year over the past two years.



JOHN MULLINS is CEO of Amarencor, a company which is focused on solar asset development, financing and ownership in Europe and the US. John was CEO of Bord Gáis from Dec 2007 until the end of 2012. During this time, BGE established a significant electricity business, renewable and conventional generation assets. He has held senior management positions with ESB, ESB International, NTR plc. Group and PricewaterhouseCoopers (UK). He is a Fellow of Engineers Ireland and the Irish Academy of Engineering and is a member of the UCC Governing Body. John has served as Chairman of the Bord Gais Pension Fund and now serves as Chairman of the Port of Cork. He holds a Bachelor and Masters degree in Electrical Engineering and an MBA from the Smurfit Business School, UCD, Dublin. John is Director of Venoo, TracknStop and Wisetek



CHARLES GARVEY was CEO of Horizon Technology Group from 1990 to 2003. Horizon started life as a small Apple Computer reseller in Cork with 7 employees and grew to become Sun Microsystems' largest partner in Europe and Cisco's largest training partner in Europe. The company completed 13 acquisitions and disposals and in 1999 was listed on the main board of the London and Dublin stock exchanges and was sold to Avnet Inc in 2009. At its peak the group was worth over €1b and employed 720 people in 5 countries through 13 separate companies. Currently Charles is CEO of NitroSell, an eCommerce company focussed on web enabling bricks and mortar retailers. NitroSell's online retailers offer 1.6m products for sale and have over 6.3m registered customers between them.



JIM COSTELLO, CEO, SouthWestern, previously spent 15 years in the Information Technology and Outsourcing Sectors in Ireland and Internationally. He was Finance Director for Unisys Corporation in Europe, General Manager of Managed Services in France and Global Managing Director of the Unisys/Dell Managed Services Alliance, a \$120m managed Services business. In 2003 he joined SouthWestern when the company had 35 staff working exclusively on IT processing for the Department of Agriculture. Since then, the company, led by Jim as CEO, has grown through the delivery of true value-add to all existing and new customers, in Ireland and beyond. In 2007, SouthWestern opened its first international operations centre in Lodz, Poland, then, in 2011 the UK centre was launched in Milton Keynes. In August this year, SouthWestern was sold to Capita in the UK for €35m and currently employs over one thousand people. Through this experience, Jim's career has been involved in delivering "mission critical" solutions for large and major customers around the world, where excellent service has always been the benchmark. In addition Jim studied Business Excellence models in University of Ulster and Stanford University, California.



ARUN KAPIL, Founder and Managing Director, Green Saffron completed a three-month cookery course at Ballymaloe Cookery School in September 2004 and subsequently worked as a cook in Ballymaloe House. Keen to jump on the opportunity of the first ever Mahon Point Farmers' Market in Cork, Arun called his cousin in India, got some spices sent over, bought a coffee grinder, a couple of coloured markers and developed the first Green Saffron sachets. Determined to offer premium produce, he based the project's ethos on sourcing the most beautiful ingredients with utter integrity to offer added value products in a simple way so as to make them totally accessible to anyone and everyone who'd dare to try something a little different. The company was founded on Arun's chef's wage, his and his wife Olive's pure passion and enthusiasm and a great deal of support from local and international suppliers. It wasn't until March 2007 the company became a limited entity and rented a property in Knockgriffin, Midleton. Green Saffron is still based in Knockgriffin and has plans to expand in the area. Over the last 7 years, Arun has become well-known in food circles and is a regular contributor to Irish and UK TV, radio, newspapers & publications.



KEVIN O'LEARY has been with QUMAS since its inception and was responsible for the original design and development of the company's first product release. Kevin has worked within regulated industries since 1987 and has extensive knowledge of regulatory compliance solutions. He established the company's presence in the United States in 1997 and now serves as the company's chief executive officer. Having originally majored in computer science, Kevin pursued further studies in industrial management and now works closely with regulators and industry organisations to ensure that QUMAS' solutions meet the compliance needs of regulated companies. In 2006, Qumas was named Company of the Year by the Irish Software Association and Kevin was a finalist for the Ernst & Young Entrepreneur of the Year 2009 Award.



Driving the creation, growth and financing of
innovative businesses in the south and mid-west of Ireland

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