



THE ASSOCIATION OF EC BUSINESS & INNOVATION CENTRES IN IRELAND

annual report



CORKBIC



Chairman's Statement

On behalf of our Boards, we, the Chairs of the Irish Business and Innovation Centres, are delighted to present our Annual Review for 2007.

2007 was another successful and busy year for the Irish Business and Innovation Centres. The new challenges facing our economy and the SME Market in particular, have stretched us all further in generating more innovative start-ups and growing SMEs. We continue to allocate resources to the key interventions that deliver results in this important sector of the overall Enterprise Eco-system. Broadcasting and market animation, concept validation, mentoring and business planning continue to be a mainstay of our activity.

In response to the agreed aim of increasing the competitiveness of SMEs, we increased our resource allocation in the additional innovation enabling areas to include Incubation, sourcing Private Equity Start-Up Capital and Internationalisation. We are very pleased that the Business Angels Pilot Programme (Halo BAP), in partnership with Enterprise Ireland and InterTrade Ireland has been a success and we look forward to rolling out the mainstreamed programme to all regions going forward. Moving on into the remainder of the NDP we will seek to continue to optimise our networks throughout the island of Ireland and across the EU and beyond for the transfer of innovation and international benchmarking so as to give Innovative Irish SMEs every opportunity to be born global. We look forward to the continued support of our partners, Enterprise Ireland, Department of Enterprise Trade & Employment, Údarás na Gaeltachta, CEBs, Institutes of Technology and Universities, the Private Sector and our colleagues in over 200 sub-regions of the EU and beyond, in generating a feeder-stock of innovative Irish SMEs capable of competing on the international stage.

We pay tribute to our Voluntary Boards, the Chambers of Commerce and other local partners and to the innovative entrepreneurs whom we serve.



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 Coyle Hamilton 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.



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 Niodorf Computers. He was educated at 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, an Hon. Fellow of the Sales Institute of Ireland and an adjunct Professor in the Dept. of Management at NUI, Galway. He is currently President Elect of the Chamber of Commerce of Ireland. He was a member of the Irish Governments Information Society Commission where he chaired the Futures and eHealth Groups.

CEO's Statement

Welcome to the 2007 activity report for the Association of EC Business & Innovation Centres (BICs) in Ireland. This report outlines the activity and achievements of the BICs in Ireland and illustrates the depth of services offered to new enterprises many of whom we include as case studies in this report.

We acknowledge the support and funding of Enterprise Ireland with whom we have worked closely for many years and we welcome their new strategic plans.

We provide intensive services to higher-potential pre-start-up and early stage entrepreneurs. These services include incubation space, seed capital, business planning, risk minimisation 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. The BICs are part of a quality-assured EU-wide branded "EC-BIC" network providing comparable services in their regions.

During 2008 - 2013, 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. These will focus on areas to accelerate and secure client growth including the development of business angel led finance; the internationalisation of BIC-assisted enterprises and the extension of client services outside the regional centres through clusters and networks.



Michael O'Connor is CEO of CorkBIC, a venture consultancy specialising in high technology based projects primarily in the IT sector. Previous experience was manufacturing and sales start ups with Raychem Corporation before co-founding Intepro, an Irish IT start-up in 1983. Responsible for strategy and sales and marketing in the European start up and led the US market entry with several rounds of international venture capital before divesting to a Swiss multinational. He graduated in Engineering from Cambridge, is a Chartered Engineer and holds an MBA from London Business School / Wharton specialising in International Finance. He is currently a Board Member of Cork Chamber.



Desmond Fahey is an Industrial Engineer by profession with an MBA in Business Administration. He is Chief Executive of the Dublin Business Innovation Centre. Former President (1994-1998) of the European Business Network (EBN). 1983-1990 Vice-President of the Irish Government's Industrial Development Authority, West Coast, USA. Prior to this, Des worked for national and multinational corporations for over ten years at senior management level. He is a founding Board Member of the three seed capital funds managed by Dublin BIC, the Business Innovation Fund (1992), the Dublin Seed Capital Fund Ltd. (1997), the Irish BICs Seed Capital Fund Ltd (1998) and a founding member of the Dublin Enterprise & Technology Centre Limited, 1/3 Guinness Enterprise Centre. Des is a Council member of the Irish Venture Capital Association (IVCA) and member of the European Venture Capital Association (EVCA). More recently, he was appointed Chair of the Media Cube (IADT) Advisory Board. He was also appointed to the Board of DDCP and is a member of the Advisory Committee and Investment Committee of the €30 million AIB Seed Capital Fund.



Michael Maddock, FCMA, FCT joined the South East Business Innovation Centre as Chief Executive in September 2007. Prior to this position Michael had a distinguished career with a number of multinationals. He commenced his career as a trainee management accountant with Waterford Wedgwood in 1971 and held a variety of managerial roles culminating as Group Treasurer in 1980. He joined Waterford Foods as Treasurer in 1990 and in the late 90's set up and ran his own consultancy for a number of years. Joined Dell Inc in 2002 as European Regional Treasurer responsible for Europe, Middle East and Africa. He is an experienced, commercially minded executive with exceptional breadth of experience gained from senior financial and treasury positions in the IT (Dell), Food (Waterford Foods) and Luxury Goods sectors (Waterford Wedgwood). In addition he brings considerable experience from his consulting career, covering such other sectors as Hotel, Distribution, Printing, etc.



Joe Greaney is the Director of WESTBIC, the Business Innovation Centre for the BMW Region, since 1988. Joe is a Commerce graduate with considerable experience in the small/medium manufacturing sector. Joe's areas of expertise are in entrepreneurship, education/training and policy design at both micro and strategic levels in areas of economic development. Joe has served on several Boards and economic development taskforces and has extensive private sector links having served as President of Galway Chamber of Commerce and Industry (1996/97 & 2000/01). He is currently the Chair of the Association of Irish BICs, representing Ireland on the board of EBN, and is a member of the Expert Quality Assurance Review Board of the EU Network.



EBN - European Partnership

EBN, The European BIC Network is now the leading network of BICs, Innovation Centres, Incubators and Entrepreneur Support organisations in Europe. Established in 1984 with both European Commission and Private Sector support, EBN works closely with over 200 such organisations in 33 countries within the EU and outside. EBN and its members fit within the B 2 B Europe initiative launched by the EC, aiming at harmoniously connecting the main community SME-support networks.

The EC-BIC model has been well perfected since the early 1980s and the status of Full Membership is only afforded to those BICs that comply with the standards as laid down by the EC, in how they organise and deliver their services as innovation intermediaries to innovative SMEs and start-up enterprises.

As an active network, we are dedicated to continuous improvement. We have a pro-active policy and programme of events to allow for constant transfer of 'best practice' among the members. This is done through training, themed sub-networks, geographic networks and joint programme delivery into the BIC regions. As a Brussels based organisation with, effectively, a 'retail' delivery unit at over 200 locations in 33 countries, we are constantly rolling out support programmes with optimum targeting of SMEs through the BICs who work closely with them and are aware of the local needs and the local conditions.

As an association, we also maintain the human side of our networking and meet annually under the auspices of the EBN congress, which is hosted every year by a member and their strategic partners. This year it was held in Kent in the UK. Attended by around 350 delegates of BICs, Corporate Sponsors and Public Sector supporters, we dedicated two and a half days to discussing several topics under the general heading of "Global Innovation Bridges". We examined and compared models from outside and within the EU with a view to always learning from each other, always improving on service levels. Workshops debated the role of Education in Entrepreneurship, the role of Innovation in SME re-generation and how we can strengthen the partnerships between SMEs and multi-nationals. In a sense we allow the practice to inform the policy of how BICs can be more effective and sustainable over the longer term.

All the Irish BICs were present and indeed some were showcased as models of best practice. Each member state organise their representation on a national basis and the Association of EU-BICs in Ireland is one of the longer established national networks, with each of the members enjoying full accreditation for many years. The development of the Irish economy and the progress and role of the BICs in that activity is attracting a lot of attention from many of our members, partners and sponsors. In Ireland you seem to have taken a holistic view combining very well Incubation, Seed Capital, Training and hands on support to the entrepreneurs. As a model, we are interested in this successful approach and many of our members would like to learn more.

The work of supporting the next generation of innovative entrepreneurs is always demanding and changing. We have to be innovative ourselves, so as to ensure we add-value to the clients and increase their competitiveness, by helping them to trade and exchange technology outside their home country or region. This must be particularly important for Irish SMEs who are not located in the big markets and we are aware of some of your successes in ensuring that these start-ups are internationalised from an early stage. The network you belong to continues to grow, particularly in the new member-states, and this, we feel, is one of the greatest opportunities for your clients.

We look forward to hearing of your continued successes and to your contribution to maintaining EBN as the leading European Network of business and innovation support organisations in the EU.



Philippe Vanrie
CEO, EBN

2007 Outputs Combined Table

The European Business & Innovation Centre Network (EBN) A Quality Network of Excellence



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 has the mission to grant, renew and withdraw these licences on behalf of the European Commission.

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.

THE IRISH BICS - STATISTICAL HIGHLIGHTS 2007

Number of EU-recognised BICs	4
NDP funding	€2.5m
Private contributions*	€3.8m
Enquiries received	1105
Projects advised	370
Business plans developed	73
BIC-assisted start-ups	31
BIC-assisted expansions	96
Female Projects assisted	28
Companies under incubation	146
Incubation space managed	16,000m2
Seed funding under management	€36m

EBN - SUMMARY OF KEY INDICATORS 2006

Indicator	Total 2006
Number of start-up or other enterprise projects during the year	21,105
Pre-selected prior to feasibility study	34,583
Number of Business Plans produced during the year	22,426
Number of start-ups created during the year	4,203
Enterprise Survival Rate	N/A
Number of tenants in incubator	3,564
Total employment by tenants in 2005	21,408
Number of jobs created in SMEs	7,251
Number of jobs maintained in SMEs	29,616
Number of people that attended events to promote entrepreneurship	164,542
Number of people that attended training events	67,058

2007 Activities Building High Growth Startups

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.

Dublin BIC: Havok



David O'Meara, MD of Havok, accepting the Emmy award on stage in Las Vegas recently

Havok, the Irish company which provides interactive software and services to digital creators in the international games and movie industries, was founded in 1998 by engineers in Trinity College.

Dublin BIC provided incubation space and advice to Havok during the start-up period and since then the company has grown into a successful global business, which recently won an Emmy award for their work on pioneering physics engines which makes games more realistic than ever before. A number of the engineers involved with the start-up of Havok are still with the company and were instrumental in helping to turn the company into the success it is today.

Havok technology has featured in over 200 games and has also been used to drive special effects in movies such as The Matrix and Charlie and the Chocolate Factory.

In 2007, Havok was bought by Intel but operates independently of Intel. Havok is now headquartered at The Digital Hub in Dublin and employs 100 people across four continents.

www.havok.com

CORKBIC: ServusNet – Delivering Network Management Solutions



Des Farran of ServusNet & John Flynn of Nuatel with Neil Gordon of CorkBIC

ServusNet provides software solutions to integrate network management and infrastructure tools with the operational requirements of a telecom or IT network operator. Founded by 5 former employees of Motorola Ireland and based in CorkBIC's new Business Acceleration Centre, the management team has a combined experience of nearly 80 years, in telecoms and across many other industries.

By providing expertise, consultancy and customised solutions developed from the company's own IP core technology platform, operators can deploy networks faster, utilize new network management functionality more efficiently and reduce total cost of ownership (TCO).

The group has already won contracts and delivered on engagements with its first customer. The current target markets are the network management operations functions within the telecoms, IT and renewable energy supply segments. The convergence of technologies and operational process between telecoms and IT, coupled with the expertise base of the ServusNet team, makes the combined telecom/IT segment an obvious prime market.

CorkBIC's support has focused on helping to develop strategy and revenue models, determining the funding requirements of the business and guidance through raising finance.

SEBIC: Pharmaceutical R & D

EirGen Pharma is a pharmaceutical Research & Development company based in Waterford City. The two founders of EirGen Pharma – Tom Brennan and Patsy Carney – have over forty years experience between them in the pharmaceutical industry.

Using its purpose built high containment facility EirGen Pharma specialises in the development, registration and manufacture of high potency solid dose products for global markets. Typically, high potency products are used in cancer treatment or for post organ-transplant treatment. EirGen Pharma has identified a €4 billion niche market, focusing on a range of high potency products. They are currently developing pharmaceutical products for customers in the US, Canada, Europe and South Africa to treat advanced breast cancer, prostate cancer, lymph node cancer and bone marrow cancer. The company has also successfully completed clinical trials on an early stage breast cancer product.

While developing their business idea, the promoters based themselves in South East BIC's Incubation Centre, where they developed their business plan, secured funding and oversaw the building of their facility in Waterford. In addition to growing their company they found the time to enter and win the coveted David Manley Award in 2007!



Patsy Carney & Tom Brennan

WESTBIC: Futiro – Award Winning Design



FutiroLuna – MacLife Editors Choice

Futiro delivers innovation and quality in the IT peripheral market, currently concentrating on VoIP. Employing a team of world-class designers, Futiro develop products that have lifted the bar in VoIP handset design. They produce a range of handsets including the FutiroLuna, Futiroterra and the FutiroSolo, which are functional in purpose, high quality design and innovative.

The Futiro range of VoIP phones were highly commended in the recent Institute of Designers in Ireland design awards, which celebrate the excellent standard of design in the island of Ireland. In addition Futiro recently received the MacLife magazine Editors Choice for the FutiroLuna stating that "The Luna sounds as good as it looks".

Futiro have extended its sales base to include Apple Europe Etail and Dixon Airport retail outlets. Based in the WESTBIC managed Galway Technology Centre and working closely with the WESTBIC team in the development of its business, Futiro are currently aiming to extend product development and strategically enhance its international market coverage.

Raising Private Equity Investment

The Irish BICs have been innovators in accessing finance for early stage companies for the last 15 years. In 1992 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 CoeBIC 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 Business Angels Partnership with Enterprise Ireland and InterTradeIreland 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.

WESTBIC: Matching Private Equity and Knowledge Based Start-Ups



Gerry O'Brien of Enterprise Ireland presenting on Enterprise Ireland's role under the new BES/Seed Capital regulations

The eagerly awaited new regulations on BES and Seed Capital from the Revenue Commissioners attracted over 150 investors and high potential start-ups to a Halo Business Angels Partnership information seminar recently in Galway. The Revenue Commissioners, Enterprise Ireland, PricewaterhouseCoopers and WESTBIC led the discussion on the opportunities and challenges now opening up in the private equity market. BAP Co-ordinator in the BMW Region, Gerry Mackey, commented, "this gathering of higher net worth individuals and higher potential start-ups and early-stage SMEs is the essence of what this enterprise eco-system is all about". The Business Angels Programme has completed a successful pilot phase in 2007 and is now seeking to replicate that model out into the other major hubs in the BMW Region through the WESTBIC distributed service system.

CORKBIC: Support from a Celestial Choir

NitroSell markets a leading software package which uses retailers' point-of-sale systems to create parallel on-line stores automatically. This allows retail merchants to establish a web channel or store to expand their business at minimal cost.



The client simply installs "from the box" with standard accountancy software. NitroSell's recent financing round sourced investors from South West Business Angels, "every angel I presented to invested", says CEO Charles Garvey. Charles, a serial entrepreneur himself, has a distinguished background in high tech, particularly as CEO of Horizon Technology PLC.

Dublin BIC: AIB Seed Capital Fund

The €30m AIB Seed Capital Fund, launched July 2007, co-managed by DBIC and Enterprise Equity invests in start-up and early-stage businesses in knowledge intensive sectors. DBIC negotiates and manages first round investments of up to €250,000 for companies based in Dublin city and county and may invest up to a maximum of €1.5 million in any one company. The Fund participates as either a sole investor or co-investor with other investors as part of a larger seed equity round. For details visit www.dbic.ie/Seeking Access to Finance section.



SEBIC: South East BIC Client, Food-NPD Teo wins €20,000 in InterTrade Ireland SeedCom Competition



BN O Gorman (Director SEBIC), Donal Lehane (Food NPD), Edward Carlin (ITI EN Steering Group) & Michael Maddock (CEO Sebic)

Food NPD won an investment prize of €20,000 in the SeedCom Competition run by InterTrade Ireland, the north-south intergovernmental agency. The Waterford-based food technology company, dedicated to innovating premium tasting, healthy, convenience foods that meet today's lifestyle needs at affordable prices, has aggressive plans for growth that winning such a prize will help facilitate.

A Business Angel's Perspective

"I was first introduced to the Halo Business Angel Partnership in 2007. It has been a hugely positive experience. To date, I've completed two investments and am excited by some further prospects. Having previously built up a portfolio of passive and structured investments, the Investor Forums which are run under the programme, have enabled me to develop a more hands-on personal investment approach that compliments my overall portfolio.

I've found the entire process to be highly professional and extremely well organised. It's very clear that Dublin BIC is doing an excellent job in such an important economic area. I've been greatly encouraged by the sheer quality of companies. I've been fantastic to see so many entrepreneurs with a global outlook and an abundance of great business ideas. These innovative companies are key to the future success of Ireland Inc.

For me it's the perfect marriage as I've the opportunity to generate great potential returns and use my own investment capital and business experience to help businesses grow and succeed".

Conor Stanley is a director of Stanley Holdings, a property development company in Ireland

Business Angels Partnership Update

The Halo Business Angel Partnership pilot programme ended in August 2007 and was successful in achieving all its targets:

- Total number of companies assisted (24 month period): 15
- Angel Investment €2,180,000
- Leveraged Investment €6,850,000
- Investment available €30 million

www.businessangels.ie

BES /SCS Developments

The significant expansion in investor limits introduced to the Business Expansion Scheme in January 2007 has led to increased interest from more sophisticated investors looking to build an investment portfolio in start-up companies, according to Enterprise Ireland and CoeBIC.

As a result of the Small Business Forum report and CoeBIC representation, Government Ministers supported by their Departments, implemented a change in the Budget 2006 to extend BES/SCS to 2013 and extend the relief limits to €150,000 pp per year (previously €31,750 pp pa), having the effect of attracting higher levels of investment to early stage companies.

Figures show that the number of BES applications received in 2006 was 391 with 2007 well above this level. These figures represent applications received and not approvals and since the scheme was only formally approved by the European Commission to commence on September 6th, it had been essentially "on hold" from January to September.

In the BES, a third-party investor can obtain tax relief against all income for investing in a new company. If someone invests in 2007 in a qualified company and gets the share cert issued this year, they can claim that investment against their taxes this year - attractive for investors as it's one of the few reliefs that covers against everything.

The SCS applies to promoters who are leaving a job and going into their own business. Promoters starting up would generally be subscribing to some equity (either via personal financing or redundancy savings) and they can get that investment tax relief against previous years' tax for five to six years. This is effectively income tax refund allowing the promoters to increase their investment or reduce their debt.

Michael O'Connor, Chief Executive at the CoeBIC, says, in the old scheme, if someone was trying to raise €200,000 they might have to go to eight or nine investors, whereas now the BES promoter only has to go to one or two more sophisticated investors.

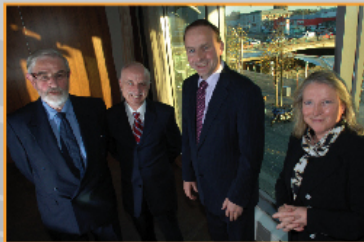
CorkBIC & The South West Initiatives

BES/SCS Briefing Session

CorkBIC organised a BES/SCS briefing session on Monday 12th November 2007 at the Clarion. Over 100 entrepreneurs, investors and professional firms attended.

During this briefing introduced by Micheál Martin, Minister for Enterprise, Trade & Employment, short presentations were made by Ernst & Young, the Revenue Commissioners and Enterprise Ireland.

BES/SCS is playing an increasing role in helping companies in Ireland access finance, particularly at the start up phase and early stage of development where barriers to raising finance are the greatest. In September 2007 the new reliefs of €150,000 per investor per project (up from €31,750) were approved by the European Commission and put into effect by the Department of Finance.



Gerry Donovan, Chairman of CorkBIC, Michael O'Connor, CEO of CorkBIC & Michael Martin, Minister for Enterprise, Trade & Employment & Eileen Moloney, CorkBIC

Route to France - Irish firms generate up to €1 million worth of business

Up to €1 million worth of business was generated by Irish firms over a two-day trade mission organised on the 11th & 12th of September 2007. The trip, organised by CorkBIC along with its sister group CICOM, which is based in Sophia Antipolis, was to give the 5 Irish companies involved a stepping stone into the French market and explore the business opportunities available to them. Meetings had been arranged with top firms like France Telecom Orange, Schneider Electric, CISCO, HP, IBM, SAP, Philips and several other leading French companies in the IT and telecoms market.

"The purpose of the mission is to provide target introductions with downstream back-up support and advice, to enable these Cork based companies to accelerate and grow internationally", said Michael O'Connor, CorkBIC Chief Executive.



Florent Chenet, Coop-Inflight, Gerry Donovan, CorkBIC, Dan Gallagher, EHA Sport, Sandra Torral, CorkBIC, Johnny Power, UAEA Technologies, Con Cronin, Lightstorm

"We have selected our counterpart Business Innovation Centre (BIC) CICOM because they have operated successful incubation facilities in Sophia since 1995 and now have the deep personal and commercial networks to enable our higher potential entrepreneurs get in front of the right people", said Eileen Moloney, Senior Business Consultant at CorkBIC. Gerry Donovan, Chairman of CorkBIC, added: "This has been a long term plan of CorkBIC to work proactively to grow our companies through venturing with our European network of 160 BICs across Europe."

it@cork Awards

CorkBIC was delighted to participate in the 10 year anniversary celebrations as a founding member of it@cork in 1997 with members of the IT industry. During 2007 as in previous years CorkBIC provided co-funding to support it@cork's activities.

180 people packed the Vertigo Lounge in County Hall on November 1st to celebrate 10 years of it@cork and find out who were the winners of the inaugural it@cork Leaders Awards - recognising leaders in technology innovation.

There was much reminiscing about the changes in the IT sector in Cork over the last 10 years and the advantage of having a member based organisation like it@cork to promote Cork as a centre of IT excellence and facilitate training and networking among IT business professionals.

With over 60 entries across 4 categories the competition was intense. The Judges included some of the region's best known and most successful IT business people and practitioners. The winners were: Cubic Telecom, winner Emerging Company; Thomas Crosbie Holdings, winner IT Department; TreeMetrics/Cork Constraint Computation Centre, winner R&D; and Abtran, winner High Potential.

Dublin BIC & The East Initiatives

Clients Networking at the Guinness Enterprise Centre



Martina Delaney, Handybaby Products, Ken Nugent, ICAP Media Ltd, Maribé Fallon and Fitzpole Ferrugia, Vistalack

2007 was another action packed year for Dublin BIC with our comprehensive Business Development programmes in the DBC/Hewlett Packard training centre in the Guinness Enterprise Centre, proving extremely popular amongst budding and more established entrepreneurs.

The **Start Your Own Business Workshops** continued to raise public awareness of enterprise as an alternative career to employment. Seminars take place in two sessions; the first day encourages promoters to envisage the business phase, while the second day concentrates on using technology in start-up business. The workshops are totally interactive using business planning and HP Microenterprise Acceleration Program (MAP) software.

Our ever popular **Small Business Support Programme** Breakfast Seminars covered a wide range of topics relevant to businesses that are reaching the second phase of development, including "Sustaining Business Growth", "Effective Marketing for Small Enterprises" and "Compliance and New Regulations 2007". They offered promoters valuable advice on how to expand their enterprise and maximise their resources and provided a fantastic networking opportunity.

The **Enterprise Start Programme**, run in conjunction with Enterprise Ireland, was delivered over 8 days in October and enabled Dublin BIC to continue to play an important role in encouraging entrepreneurial development in the Greater Dublin area. The workshop was designed for those mainly in employment, who seek knowledge on how to effectively start a new enterprise.

Initiative with Dublin Chamber of Commerce

Dublin BIC in partnership with the Dublin Chamber of Commerce offered a zero cost 2008 membership deal to 24 selected Dublin BIC clients. Dublin Chamber of Commerce is the oldest and largest Chamber of Commerce in Ireland and represents the business interests of 1,400 companies across the Greater Dublin area; membership offers access to invaluable networking opportunities for businesses.

Incubation Space

Ever conscious of remaining at the technological forefront in 2007 the Guinness Enterprise Centre installed new video conferencing facilities which has proven very popular with the Centre's clients as it allows them to hold virtual face to face meetings with overseas clients. Two companies graduated from the Centre, bringing the total graduate companies to 20 since the Centre's launch in 2001. The centre is a 6000 sq.m. facility and accommodates 76 companies with 398 employees.

DBIC establishes US link for Irish Tech Start-ups

Dublin BIC is negotiating with Emerging Technology Centers (ETC), Baltimore city's technical incubators, to accelerate the growth of trade between Baltimore (US) and Dublin and to promote job creation in the two cities. Dublin BIC/ETC hope to sign a Memorandum of Understanding Agreement in early 2008 in Dublin and Baltimore which will offer business assistance services and office space to technology based companies who wish to establish an international presence.

WESTBIC & the BMW Region Initiatives

Innovation Transfer in a Renewable Energy Cluster

WESTBIC is providing technical support to a Renewable Energy Cluster in the Midlands Region, sharing knowledge across several EU regions. Under the auspices of an International Collaborative Network programme, bio energy crops and process technologies are being 'trials' as renewable energy sources. The partnership includes LEADER, CEB and the WDC all sharing knowledge and transferring real innovation into this vital emerging sector. The trials will perfect and adapt suitable bio-energy crops to Irish conditions and offer value-added enterprise opportunities. The main innovation transfer into the Midland cluster comes from the involvement of public/private sector partners including the Teagasc Research Centre at Oakpark, Tipperary Institute and Bord Na Móna Renewables Division in Ireland, as well as EU partners.



Minister Eamon Ó Cuív, Eunan Cunningham, WESTBIC & Ann O'Connell, FWC at Barr 50 Awards

Fiontraíthe le Gaelige

WESTBIC have designed and programme manage a unique cross-border business programme, Fiontraíthe le Gaelige, for higher potential entrepreneurs with an interest in the Irish language in Donegal, the border counties and Northern Ireland. The programme is aimed at chief executives and senior managers with business ideas or proposals to strengthen their companies. Jointly promoted by Oideas Gael and Forbairt Feirste and funded by Interreg IIIa and Údarás na Gaeltachta and with accreditation through Letterkenny Institute of Technology.

Based on high quality residential business training, expert mentoring, case studies, on-line learning and tailored business supports, the thirty participants also attended a week long intensive business seminar in the Swiss Research Institute for Small Business and Entrepreneurship at the University of St Gallen in November 2007. The success of this initiative was recognised in June 2007, with Fiontraíthe le Gaelige receiving a special award at the Lá Nua/PWC Barr 50 Gní le Gaelige Awards.

Technology Driving a Centre of Excellence

Complete Lab Solutions (CLS) in Rosmuc, now employs 41 people, primarily chemistry, microbiology and environmental science graduates. CLS clients include market leaders in retail and clean room technology plus food services. Benchmarked against the top international standards, its core business is testing and analysis of water, waste water, food samples, as well as clean room monitoring and the provision of technical backup, validation and training support. In addition, CLS provides saliva testing for HIV, Hepatitis B and C, and Cotening testing. According to Evelyn O'Toole, MD of CLS, "We started as a small company, a spin-off and have been pushing ourselves forward based on innovative strategies and with the support of WESTBIC and Údarás na Gaeltachta".



Evelyn O'Toole, Managing Director Complete Laboratory Solutions (CLS)

SEBIC & the South East Region Initiatives

Spirit of Enterprise Flame



The Spirit of Enterprise is a new initiative thriving in the southeast that is proving a huge success in bringing the counties of Waterford, Carlow, Kilkenny, Wexford and South Tipperary together to drive the region forward. It is commonly regarded that in outstanding performing regions, ability to innovate, capacity for RTD (Research and Technology Development) activity and integrated networking of actors are critical determining factors in a region's success. It is with this in mind that the Spirit of Enterprise was launched.

Overseas industry in the region, which directly employs over 11,000 people in more than 70 companies in the region, are concentrated mainly in electronics and precision engineering, pharmaceuticals and healthcare and in internationally traded services. These companies include Genzyme, Braun Oral B Ireland Ltd, Merck Sharpe & Dohme and Boston Scientific.

The southeast has a very large number of indigenous companies which have shown a lot of entrepreneurial initiative and in many cases are running family businesses for generations. It is this spirit of enterprise that the South East Spirit of Enterprise Forum wants to harness and develop to make the region the most entrepreneurial in Ireland, and in time - the EU.

The initiative has been gaining momentum over the past year with meetings of all the various organisations and industry leaders coming together to examine how, as a group of counties, together they can promote and develop the region. In April and May 2007, an audit of the southeast region (using the CRIPREDE Adaptive Model for regional development) was undertaken with the support of regional stakeholders, including county and city enterprise boards (CEBs), county development boards (CDBs), economic development agencies, Enterprise Ireland (E), entrepreneurs, FAS, higher level education institutes, Irish Business and Employers Confederation (IBEC), Industrial Development Authority (IDA), local authorities, MBA associations, multinational enterprises (MNEs), and the South East Enterprise Centres Association (SEECA).

The objectives of the initiative are:

- Create, promote and brand a regional identity for the southeast
- Have a cohesive, interactive, interagency network
- Have a level of R&D activity in public and private sector organisations comparable to at least EU levels
- Be recognised as a region that has the skills and capacity to attract and develop high-tech, high-value-added, knowledge based enterprises
- Continuously increase the quantity of innovative enterprises in the region

In delivering to these objectives, the Spirit of Enterprise steering group organised Enterprise Week, the first in a series of planned initiatives being undertaken to highlight the potential of the southeast region as a centre of excellence in which to live, learn, work and invest.

Enterprise Week ran from 1 to 5 October and brought together, in a cohesive and well organised fashion, the county and city enterprise boards, Chambers of Commerce, higher level education institutions, local authorities, enterprise support agencies, and enterprise representatives in a collaborative manner to celebrate entrepreneurship, entrepreneurs, and innovation and to highlight the positive advances being made in the area and to offer all the support and advice possible to those who would like to set up an enterprise in the region.

SEBIC is, as a core steering group member, at the forefront for driving this initiative.



Minister John Guiness



Name

Title

Organisation

Cork BIC

Gerry Donovan
David Gilmes
Michael Delaney
Brian McCoy
Ger O'Mahoney
Michael O'Sullivan
Martin Doyle

Chairman, CorkBIC
Founder
Head of Development
Former CEO
Managing Partner
Vice President (Strategy)
Regional Director

Cork Chamber of Commerce
QUMAS
Cork Institute of Technology
MA Com Eurotec
Deloitte
University College Cork
Enterprise Ireland

CorkBIC

National Software Centre, Mahon, Cork, Ireland
T: +353 (0) 21 230 7005 **F:** +353 (0) 21 230 7032
E: postmaster@corkbic.com **W:** www.corkbic.com & www.nsc-campus.com
Contacts: Michael O'Connor / Eileen Moloney

Dublin BIC

Hugh Governey
Prof. Frank Roche
Anthony M. Piendergast
Dr. Owen McBreen
Chris Park
Clive Brownlee
Kevin Kavanagh
Declan Wallace

Chairman, Dublin BIC
Chairman
Director Dublin Enterprise & Technology Centre
Former Head of Technical Division
Director
Director
Area Director
Executive Manager

Non-Exec Director, Coyle Hamilton Willis Group
McIver Consulting
Diageo Ireland
Enterprise Ireland
Park & Associates
Diageo Ireland
Enterprise Ireland Dublin/Mid East Region
Dublin City Council

Dublin Business Innovation Centre

The Tower, TCD Enterprise Centre, Pearse Street, Dublin 2, Ireland
T: +353 (0) 1 671 3111 **F:** +353 (0) 1 671 3330
E: info@dbic.ie **W:** www.dbic.ie
Contacts: Desmond Fahey / John McInerney

SEBIC

Richard J. Hickey
T.A. Richards
Bill O'Gorman
Sean Kelly
Gerard Enright
Mark Minihan
Michael Dee
Sean Mythen
Kathryn Kiely
Matt Glowatz

Chairman, SEBIC
Director
Head of Research, Centre for Entrepreneurship
Regional Industrial Organiser
CEO
Managing Director
Regional Development Manager
CEO
Mngt, Ind & Innovation Services
Managing Director

SERCHAM

PPI Group
Waterford Institute of Technology
ATGWU
Waterford County Enterprise Board
Steele & Co
Enterprise Ireland
Wexford County Enterprise Board
Waterford Institute of Technology
WEB-IT

South East BIC

Unit 1 B-Industrial Park, Cork Road, Waterford, Ireland
T: + 353 (0) 51 356300 **F:** + 353 (0) 51 354415
E: mmaddock@sebic.ie **W:** www.sebic.ie
Contacts: Michael Maddock / Aidan SHne

WESTBIC

Dr. Chris Coughlan
Tony Barrett
Seamus Bree
Máirtín Ó'Conghaille
Prof. Jim Ward
Ms Anne Downey

Chairman, WESTBIC
Regional Director
Regional Director
Regional Manager
Registrar
Managing Director

Hewlett Packard

FÁS
Enterprise Ireland
Údaráis na Gaeltachta
NUI, Galway
QSet, Galway

WESTBIC

Galway Technology Centre, Mervue Business Park, Galway, Ireland
T: + 353 (0) 91 730850 **F:** + 353 (0) 91 730853
E: jgreaney@westbic.ie **W:** www.westbic.ie
Contacts: Joe Greaney / Mary Ryan





ENTERPRISE IRELAND

Enterprise Ireland is funded by the Irish Government and part-financed by the European Union under the National Development Plan.



An Foinn Fionn, 704612010 Foinn 0010
Department of Enterprise, Trade and Employment

The European Business and Innovation Centres (EBICs) are regionally and locally based organisations involved in identification, selection and specialist support for new and existing enterprises. EBICs typically operate as public-private partnerships, combining both Government funding via Enterprise Ireland and private cash or in-kind contributions. In Ireland, Exchequer support is provided by the Department of Enterprise, Trade and Employment under the NDP Enterprise Science & Innovation, Operational Programme 2007-2013, and it is managed by Enterprise Ireland. EBICs concentrate on supporting new innovative businesses, which have high growth potential and which can contribute to economic development in their areas.