

Spend 24 hours  
with  
Ireland's Leading  
Entrepreneurs  
the  
Entrepreneur  
experience®

*A unique opportunity for emerging Entrepreneurs to gain exclusive access to some of Ireland's most successful Business Leaders*

Castlemartyr Resort,  
Castlemartyr, Co. Cork

Friday 4<sup>th</sup> - Saturday 5<sup>th</sup> April 2014

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

Our Partners



Media Partner

**THE SUNDAY BUSINESS POST**  
IRELAND'S FINANCIAL, POLITICAL AND ECONOMIC NEWSPAPER

This is a unique opportunity for

- Entrepreneurs with a new idea,
- Entrepreneurs with an investor ready proposition, or
- Entrepreneurs with an established business that is seeking to scale

to gain advice and mentoring from some of Ireland's most successful Entrepreneurs. This 24 hour experience includes networking, workshops and presentations. *Be prepared - this is not for the faint hearted!*

#### **Some comments from participants at previous Entrepreneur Experiences®:**

***This event was as good as it gets, the future of Ireland is in the entrepreneurial small companies*** – Frank Madden, Crest Solutions

***There is real optimism here today. You will never fatten a pig by weighing it!*** – Liam Casey, PCH International

**Life changing and game changing event** - Fred Karlsson, Donedeal

***Inspirational and Energetic, it was like drinking Red Bull for 24 hours!*** - Kevin O'Leary, Qumas

***Rehab for the Recession*** - An incredibly uplifting can-do event with incredible honesty by business superstars - Paul Prendergast, Yougetitback.

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

***This is a room full of believers; passion is oozing out of everybody*** - Robert Leslie, GBR

***Refreshing to be with so many 'can-do' positive people, you just cannot put a price on it*** - Ciaran Fitzgearld, Blue Haven Food Company

***This event will have the same effect on my business as deep heat has on an athlete!*** - Grainne Kelly, Bubblebum

***What a 24 Hour Session, I can't begin to imagine how it will shape my career as an entrepreneur. Never more than now do we need these esteemed entrepreneurs, in one room, talking, working things out, celebrating each other and setting goals. Never more than now, do we need the Entrepreneur Experience, in all its guises in every country in the world.*** **David McCarthy, IncidentControlRoom**

## We invite 24 Emerging Entrepreneurs

### Group One – The Ideas Group:

Eight new project Entrepreneurs who have an idea or action plan - **get a sanity check**. For this category there will be **two group sessions** and **two one-to-one sessions** with a seasoned Entrepreneur

### Group Two – The Investor Ready Group:

Eight Entrepreneurs with a plan or business proposition that is ‘Investor Ready’ - **get a critical review**. This group will have an opportunity to pitch for investment to an audience of Angel Investors with **two group sessions** and **two one-to-one sessions** with a seasoned Entrepreneur/investor

### Group Three – The Scaling Group:

Eight Entrepreneurs running established businesses who want to scale and grow – **find out how to create, access and capture new opportunities**. This category will have **two group sessions** and **two one-to-one sessions** with an experienced Entrepreneur



Entrepreneurs are like salmon, when everyone else is swimming downstream they swim upstream and it's that struggle, that fight for survival and keeping going that actually differentiates entrepreneurs from the wannabes of this world... events like these (the Entrepreneur Experience) really help, so now rather than a single salmon going up stream you've got a shoal of salmon where they are all talking to each other and solving problems, giving a sense of collective, and synergy that is making the difference so this is critical - **Pádraig O'Céidigh, Aer Arann**

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

# We invite 24 Seasoned Entrepreneurs



**JIM BARRY** is Managing Director of Barry Group which was established by his father, James A. Barry in 1955. Under Jim's leadership and vision, Barry Group has grown from a once local business to now one of Ireland's leading wholesale distribution groups. Barry Group employs 240 people at its company headquarters in Mallow, Co. Cork. As well as operating in Ireland, Barry Group trades internationally in over 15 countries. Jim developed its first franchise, Quik Pick, in 1996, and has since expanded the exclusive franchise business by introducing Costcutter, Carry Out and most recently developing BuyLo. Jim Barry was a finalist in the Ernst & Young, Entrepreneur of the Year Award 2010 while they were also shortlisted for Cork Chamber's 'Cork Company of the Year' 2010 and Great Place to Work Award 2010.



**LARRY BASS**, CEO of Screentime ShinAwIL established ShinAwIL Productions Ltd in 1999 before forming a joint venture with Screentime Australia in 2003, and forming Screentime ShinAwIL, now one of the largest independent production companies in Ireland. In 2009 Screentime ShinAwIL Ltd. opened its first UK office in Northern Ireland and 2012 saw its first BBC NI commission, Undercover NI. Larry has executive produced the Irish versions of the multi award winning series, The Apprentice that won 2 Irish Film and Television Awards, Dragons Den, MasterChef Ireland and most recently the hugely successful The Voice of Ireland. Larry is keen to grow the business of creative content in Ireland as a pillar of our economy. Larry is an International Ambassador of the International Rose d'Or, an advisory board member of FÁS Screen Training Ireland and Entertainment Masterclass. Larry has guest lectured at DIT Dublin, IADT Dublin, MIPCOM, SPAA Australia and Entertainment Masterclass. In 2010 Larry was appointed to the Board of the Broadcasting Authority of Ireland by the Irish government.



**JIM BREEN** founded PulseLearning in 1999 and is the driving force behind the company's high standards of excellence and rapid progression as a globally dominant eLearning organization. Providing strategic direction and motivation for PulseLearning's future development, Jim keeps employees, investors, and business partners focused on exceeding customers' goals. Deloitte ranked PulseLearning as the fastest growing technology company on the island of Ireland and Jim was shortlisted for the Ernst & Young Entrepreneur of the Year award. He graduated from the Executive Development program at Stanford University in California. In 2010, Jim joined the board of CorkBIC and also founded TriGrandPrix, an international triathlon events company, in the same year. In 2012, he established Cycle Against Suicide, a charity focused on reducing the number of lives lost to suicide in Ireland.



**JULIAN COSTLEY** is a partner of Heaton Camillo, the investment and advisory firm that brings angel investors together with entrepreneurs. He was a Country Manager at Reuters, then created his own TV channel on BSB (later BSkyB), then founding CEO of France Telecom's Globecast satellite company. He met venture capitalist Hermann Hauser in 1998 and together they created E\*TRADE UK the UK's first all-Internet stockbroking firm and effected a trade sale at the height of the dotcom boom. Since then he invested in 13 companies and became chairman/NED or adviser to many more focusing on the financial services, media, telecoms and internet markets in UK, Netherlands, Scandinavia, France, Canada and China. He is a lecturer/MBA course judge at London Business School, Oxford University and Skema Business School in Sophia Antipolis, France.



**PETER CROWLEY**, founded Crowley Services and started Dyno Rod in Cork in 1975. Between 1978 and 1985 Dyno Rod expanded into the rest of Ireland and in 1990 Peter started BioFlow, a fats oil and grease (FOGs) management service to food serving establishments (FSEs) and is now the Industry leader. In 1996 he set up Communicate 2000 with John O Mahony to provide mobile communication solutions to Irish business which he successfully operated, grew and sold in 1999. Is currently involved with a variety of projects and start-up companies both as a mentor and investor and has invested in many start-up companies. 2006 saw the start of LowFlo, a water management and leak detection service for industrial, local authority and domestic markets and which is being used nationwide in Ireland and in the Middle East. Peter is currently working with CIT and Nimbus on two separate projects to develop new technologies in FOGs management and control and the pipe and drain cleaning and maintenance area.



**SHEMAS EIVERS** is co-founder and Managing Partner of Avnet Client Solutions, which was acquired by Horizon in 2001 and subsequently by Avnet in 2008. He is now in his 20th year leading the team in Avnet Client Solutions and has recently been working with Ascendant EMEA to merge the best traits of both organisations. He previously worked as a research engineer at the National Microelectronics Research Centre and was co-founder of Software Manufacturing Consultants Limited where his role progressed from Technical Director to Managing Director before selling the company to Kentz Technologies. He has founded several other businesses over the years ranging from Video shops and Karting tracks to Investments funds. Shemas holds a Masters Degree in Civil Engineering from University College Cork. He is also co-founder and chairman of the National Software Centre in Ireland (birthplace of the Coder Dojo movement) and a co-founder of IT@Cork. In 2007 he was one of five people given an IT Pioneer award by the Irish Computer Society and, in 2013 he was inducted into the CorkBIC Entrepreneur Hall of Fame® for services to the industry.



**DECLAN FOX**, Serial entrepreneur, technologist, digital marketer and business coach, co-founded Comnitel Technologies in 1999 and as CEO, grew the company from start-up, raising €30M from leading institutional investors. Comnitel later merged with a US Telco, and was acquired by IBM in 2007. Founder of Magellan Partners, a venture & entrepreneurial advisory consultancy, with a focus on innovative technology companies across different sectors. Co-Founder and Director of OmniVend since 2005, a successful network, revenue and service management company – currently managing a self-service kiosk based network selling various 'virtual' product sets for multiple mobile operators amongst others. OmniMedia was also established in 2009 as an innovator in the new wave of Digital Media applications.



**JOANNA GARDINER**, Managing Director, Ovelle Pharmaceuticals, is the granddaughter of the founder of this Irish Pharmaceutical company established in 1934. Joanna has led the company through a significant period of international growth since 2011. Taking on new investment, & implementing new sales and R&D strategies, resulted in the company's innovative dermatological skincare brands Ovelle and Elave building on their success in Ireland opening up new markets in the UK, Europe, China and the US markets. Joanna grew up in Dundalk and studied Business, Economics and Social Studies in Trinity College Dublin, followed by a graduate internship with Enterprise Ireland before joining Ovelle in sales and marketing roles. Joanna took over as MD in 2001. Ovelle Pharmaceuticals today employ 48+ people in R&D, Finance, Manufacturing & Sales and Marketing. Joanna was appointed by the Minister of Education as Chair of the Governing body of Dundalk Institute of Technology for 5 years from 2006 – 2011.



**PAUL HANDS** is a serial entrepreneur with more than 30 years' experience in the technology and business sectors. He has successfully completed funding rounds over the past fifteen years with numerous national and international investment companies and organisations. Paul founded a number of technology companies in Ireland, including QCL (acquired by Calyx in 2003) and QUMAS, a global leader in delivering enterprise compliance solutions to Life Science companies and financial institutions (Irish Technology Company of the Year 2006), and after serving as CEO from its foundation he assumed the position of chairman in 2006. Currently Paul is the business promoter of a number of high potential startup ventures focused on World Class University based innovation projects. He is an active board member of the Chamber of Commerce in Cork and a member of the Cork Entrepreneurship Steering Group.



**PATRICK HICKEY** is MD of Rothco, an independently owned Irish advertising agency which he formed with his partners in 1995. Rothco took a decision at the start of the economic downturn not to let any of their team go and to instead focus on growing their business internationally, something that had never been achieved in the sector. This decision worked. Rothco staff numbers have doubled since 2008 and they beat off international competition to win the Tiger beer global account, The Hailo global account and both Pfizer and Unilever earlier this year. Currently Rothco work is running in 32 countries around the world. Locally, they helped launch Aer lingus as a low fares airline, oversaw the successful transition from Hibernian insurance to Aviva and Launched Liberty Insurance into the Irish market. The business is heading towards €20million turnover this year.



**CANDACE JOHNSON** is an international telecommunications expert and entrepreneur, and one of the 50 most powerful businesswomen in Europe. She is co-initiator of SES ASTRA and SES Global, one of the largest satellite systems in the world. She is also the founder and president of Europe Online, the world's first Internet via satellite network and is the founder of the continent's first independent, private trans-border satellite communications company, Teleport Europe-Loral Cyberstar. Candace has played a revolutionary role in European telecommunications and has been honoured for her contributions to advances in telecommunications across Europe and America. She has a Lifetime Achievement Award from the World Communications Awards as well as honours from the Luxembourg and German governments. She holds masters degrees from the Sorbonne and Stanford University and graduated with a bachelors degree from Vassar College.



**PEACHES KEMP** co-founder of Itsa Ltd, (formerly Itsa Bagel) now operates 15 varied food branches including 7 Itsa Bagel shops in the greater Dublin area, 5 Itsa cafés located in The National Gallery of Ireland, The Irish Museum of Modern Art (IMMA), The Tearooms Dublin Castle, The Hugh Lane Gallery and Harvey Nichols, Dundrum and Table Restaurant, Brown Thomas Cork. Feast Catering, another branch of Itsa, was appointed resident caterer for weddings in Powerscourt House in 2010, and is Dublin's premier catering company. Itsa is constantly developing new brands and in November the company launched Joe's, a gourmet coffee brand and has plans to roll out several outlets over the coming year. Peaches is a co-director and co-founder of Hatch and Sons Irish Kitchen, a sister company of Itsa, located on St Stephen's Green. Itsa Ltd is wholly director owned and run, has an annual turnover of €6 million and employs 120 people. Peaches is a qualified chef, has a post graduate degree in PR, and holds an advanced diploma in wine from the Wine and Spirit Education Trust (UK). Voted Image Businesswoman of the Year in 2009 and a finalist in the E&Y Entrepreneur of the year programme in 2011, for the last two years, she has successfully mentored Transition Year students in entrepreneurship.



**BILL LIAO**, diplomat, investor, entrepreneur, business mentor, speaker, philanthropist and author, co-founded the business social network service XING and is a venture partner at SOS Ventures, a global venture capital and investment management firm. Bill is dedicated to the vision that business and enterprise, both commercial and social, conducted fairly and with respect for the environment, can and will create a better environment for work, life and the world that we all share. This vision is captured in his book: Stone Soup. He is also the founder of WeForest.org, an international not-for-profit organisation combating global warming. Along with James Whelton, Bill co-founded CoderDojo, a movement to assist young people to learn how to program. Additionally, Bill is a regular speaker at conferences and seminars speaking on social media and networking, entrepreneurship, how to make something from nothing, global warming and sustainability and development.



**DAVID MCKERNAN**, CEO & Founder of Java Republic, is a persistent, passionate and high-spirited entrepreneur. In 1999, he emerged from Bewley's to found Java Republic Roasting Company. This innovative company quickly became one of Ireland's most successful brands, and one of Europe's leading coffee companies. Java Republic is notable for a distinctive vision: Premium, fresh handroasted coffee – with a conscience. Java Republic's coffee has won multiple awards for taste and quality, while those who grow their coffee beans saw fairer prices, and improved living standards from direct aid and infrastructure projects. David has developed a reputation as a motivational speaker and campaigner for physical fitness as a driver for positive mental health. With nearly 12 years of success in Ireland, David is now focussing on bringing his unique brand of superb coffee and straight talking to an international audience.



**MICHAEL O'CONNOR** is CEO of CorkBIC, a venture consultancy specialising in high technology or innovative projects usually involving international growth. Previous experience was manufacturing and sales start ups with Raychem Corporation before co-founding Intepro, a venture capital backed Irish IT start-up. 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 a successful trade sale. Since returning from the USA he has created many new initiatives in Cork and has advised over 100 start ups with CorkBIC. He graduated from Cambridge University in Engineering and London Business School and the Wharton School, University of Pennsylvania specialising in strategy and international finance. Board member of several companies and interests in governance and building effective Boards.



**JOHN FLAHERTY**, CEO and founder of C&F Tooling started his tool making business in 1989 and has built the business to a global success consisting of 7 sites worldwide while supplying most of the Fortune 500 companies like IBM, EMC, APC, BMW, Volvo and Mercedes. In 2008 John was named the 2008 Ernst & Young Entrepreneur of the Year for Ireland and went on to represent Ireland in the 2009 Ernst & Young Entrepreneur World completion. The 2008 award gave John the confidence to become a global player. Due to the global retraction in 2008 John Flaherty took the huge step to invest in the wind industry. The wind investment has cost the company €17m and John owes a lot of his success to his hard working employees. In 2012 the C&F wind turbines achieved global certification, which has opened up the world market. C&F has 100% of the UK wind turbine market up to 20kW confirming John's statement that 'Manufacturing creates Wealth'.



**COLUM O'SULLIVAN** (Sully) completed a BSc degree in Food Business in UCC in 1999. Having spent 4 years working with Musgrave Group in their Operations department, he left to set up Cully & Sully in September 2004 with Cullen Allen from Ballymaloe House. Cully & Sully supply over 1,500 shops nationwide, and is exporting to both France and the UK. All Cully and Sully recipes originate from Ballymaloe House and all of the food is produced in Ireland using all Irish beef, lamb & chicken. Cully & Sully were finalists in the 2007 Ernst & Young Entrepreneur of the Year awards and the Shell Livewire awards. Cully & Sully won the Meteor Best Local Producer awards and were the first Irish company to win a category award at the Sial d'Or awards in Shanghai. The company then went on win the Global Sial d'Or awards in Paris, beating 248 products from 30 countries all over the world.



**PAT O'FLYNN**, CEO of Solvotrin, is an entrepreneur with over fifteen years experience ranging from operational management to strategic leadership roles. He has successfully built businesses from inception and has a proven track record in the Pharmachem and related industries. He has managed successful joint-ventures most notably with Dutch Utility Company AVR (2001) to form AVR-Safeway Ltd and subsequently sold it to International Utility Company Veolia (2008). Pat was a finalist in the 2008 Ernst & Young Entrepreneur of the Year Award, is a principal in the OFactum Group and is CEO of Solvotrin Therapeutics. Pat holds academic qualifications in engineering, business management and corporate finance. His latest venture Solvotrin Therapeutics Ltd is a privately held pharmaceutical company with a platform technology for making successful drugs better and protecting them with Chemical IP.



**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 organizations 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.



**GER O'MAHONY** is an entrepreneur who has accumulated significant experience mainly in technology but also in other industry sectors. He has been involved in a number of successful technology start-ups including being the founder of 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. He 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.



**JOAN O'SHAUGHNESSY**, Chairperson & Special advisor to ARAMARK Ireland has over 38 years' experience in hotel and catering industries. During her tenure as CEO of ARAMARK Ireland, Joan O'Shaughnessy nurtured and grew the company to become Ireland's largest integrated services provider, supplying facilities, food services, environmental and property services. A position it maintains today with 46% market share. Spent 11 years as CEO, overseeing 4,000 employees across 980 locations with revenues of €250 million Euro. Joan led and delivered the acquisition of Campbell Catering Ireland into the global RK Corporation as well as a €50 million acquisition of Veris Plc. Joan is Honorary President of the Hospitality Trust charitable foundation and was awarded the Irish American Business Chamber Ambassador's Award 2011 in Philadelphia and Nominated as an O2 Business Woman of the year 2009.



**COLM PIERCY** is CEO of the Digiweb Group which he founded in 1997. Digiweb developed from an initial focus on web-hosting to become a major, independent telecoms player offering a full service portfolio including data, voice, hosting and broadband. A number of strategic acquisitions have been key to this development including the purchase of TalkTalk, Smart Telecom, Internet Ireland and Novara. Next Generation IP services such as Broadband, IAAS, MPLS/VPN Networks and Managed Cloud are key strands to the business, with Digiweb also being the largest independent Irish network infrastructure operator servicing business clients and consumers nationwide. Currently employing 160 people between Dublin, Dundalk, and London, the company prides itself on its flexible, progressive and fun environment. Turnover at the Group was c. 40 million for 2012, with operating profits of 8 million. Colm won the Industry Category at the 2012 Ernst & Young Entrepreneur of the Year.



**ASIER RUFINO** is Deputy Director of Tecnalia Ventures, previously worked as a management consultant for Accenture, BNP Paribas and The Parthenon Group. More recently Asier has focused on entrepreneurship and innovation by providing business development, strategy and coaching services to start-ups and SMEs. Asier worked at the Basque Institute of Competitiveness (Orkestra) in projects such as the launch of Business Angels Crecer+, the most successful business angel network in the Basque Country. Asier is the co-founder and member of the investment committee of Microwave Ventures, a seed capital fund focusing on software and internet investments. He also coaches new ventures in the Executive MBA of the Deusto Business School. Asier holds an MBA from London Business School / Sloan MIT and has a Bachelor Degree in Business Administration from the Basque Country University in Spain.



**PETE SMYTH** is founder and CEO of Broadlake a private investment company focused on investing in established and growing SMEs. Broadlake manages €100m of Family capital, investing €1-10m in ambitious businesses. Pre Broadlake Pete was CEO of Noonan Services Group where he lead the Group through a period of high growth culminating in the sale of the business in 2008. At the time it was one of Ireland largest Service companies employing 5,500 people. Former life experiences include periods in Private Equity and Investment Banking. Grown cynical of both. More importantly he is a Father of 4, Husband of 1, Lapsed Sailor, Thinker, Dreamer and above all an Optimist, Entrepreneur at heart and always looking for the next great company to work with.... @BroadlakePete



**JOHN STAPLETON**, an entrepreneur with over 25 years' experience in FMCG in both the UK and the USA, has wide-ranging experience in operational management and strategic leadership roles. John co-founded the New Covent Garden Soup Co Ltd in 1989, which created and pioneered the fresh soup category in the UK and Ireland. With a market share of over 60%, John sold this business in 1998 and moved to San Francisco where he co-founded Glencoe Inc, bringing the fresh soup concept to the United States. On returning to Europe in 2003, John established a consultancy business and worked with a number of clients in the US and Europe. In 2005, John co-founded Little Dish, supplying fresh, natural foods for children over 1 year. Little Dish created and pioneered the toddler chilled food category, can be found in all national UK high street retailers and is the dominant brand in chilled toddler food (69% market share). John is a graduate of UCD, Reading University and The University of Westminster.





**DR JOHNNY WALKER**, founded Global Diagnostics in 2002 and in 2007, Global Diagnostics entered the Irish market through an alliance with Centric Health, a company that provided a range of innovative and accessible primary care services with the aim of keeping people out of hospital. In October 2012 Johnny was invited to join the Singularity University Executive Program at NASA, an intense dive into accelerating technological change in an intimate forum with world experts and leading thinkers from across the technology tracks. In November 2012 Johnny supported an MBO of Centric Health and successfully exited the business. Johnny launched his new project Health Founders in November 2012 as an international Foundry for innovative exponential "personalised, digital, mobile" technologies focussed on positively disrupting Healthcare. Johnny returned to Singularity University for the FutureMed 2013 Program in Feb 2013. Johnny is a Director and Mentor on The HealthXL Accelerator Program which launched in Dublin in February 2013.



**FRANKIE WHELEHAN** is a graduate of Shannon College of Hotel Management. In 1996, Frankie, with Partners, purchased Morrison's Island Hotel in Cork. In 1998, Frankie secured the Choice Hotel franchise for Ireland and developed the 4 Star Clarion Hotel Group, the 3 Star Quality Hotel Group and the budget Comfort Inn Group. Within 8 years, Choice Hotels Ireland grew to become the largest 3 Star and 4 Star Hotel Group in Ireland. In 2007 Choice Hotels Ireland successfully sold both the Quality Hotel Group and the Comfort Inn Groups. Choice Hotels Ireland now focuses it's attention on the development of the Clarion Group here and abroad having secured the rights to the Clarion Hotel Group Brand in the UK, Germany and Russia. This expansion has already commenced with the opening of a 212 bed roomed Hotel in Croydon, London. Frankie was a finalist in the 2005 Ernst & Young Entrepreneur of the Year Award.

<i>Friday 4<sup>th</sup> April 2014</i>		
<i>Time</i>	<i>Event</i>	<i>Venue</i>
<b>Pre- Experience Briefings</b>		
11:30	Briefing for Emerging Entrepreneurs Chair: <b>Pete Smyth, Broadlake Capital</b>	Capel Suite
12:30	Briefing for Seasoned Entrepreneurs Chair: <b>Pete Smyth, Broadlake Capital</b>	Capel Suite
<b>The Entrepreneur Experience®</b>		
13:30	Meet & Greet over Lunch	Capel Suite
14:00	<b>Welcome - Michael O'Connor, CorkBIC</b>	Capel Suite
14:10	<b>Launching the Entrepreneur Experience®</b> <b>2014 'Captain' - Pete Smyth, Broadlake Capital</b>	Capel Suite
14:20	<i>Keynote presentation – Candace Johnson</i>	Capel Suite
14:40	<i>Keynote presentation – Colum O'Sullivan</i>	Capel Suite
15:00	<i>Keynote presentation – Dr. Johnny Walker</i>	Capel Suite
15:30	First round of <b>Group Coaching Sessions</b> facilitated by three leading Entrepreneurs: <ul style="list-style-type: none"> <li>➤ <b>Group 1, The Ideas Group – Jim Barry, Barry Group</b></li> <li>➤ <b>Group 2, The Investor Ready Group – Ger O'Mahony, Voxpro</b></li> <li>➤ <b>Group 3, The Scaling Group – Kevin O'Leary, Qumas</b></li> </ul>	Ladysbridge Room Midleton Room Kiltha Suite
17:00	First round of <b>One-on-One Coaching Sessions</b> between Seasoned Entrepreneurs and Emerging Entrepreneurs.  <b>Output - Identify personal assignments</b>	Ladysbridge Room Midleton Room Kiltha Suite and other areas around the hotel
18:00	Walking Networking	Meet at Reception
18:45	Shower & Gym or a walk	
19:30	<b>Drinks Reception</b>	Reception
20:00	<b>Dinner –Black Tie</b>	Capel Suite
20:25	Entrepreneurs' thoughts	Capel Suite
22:00	<b>Keynote Presentation</b>	Capel Suite
22:20	<b>Presentation of the Entrepreneur Hall of Fame® Award</b>	Capel Suite
22:45	Assignments and networking	

<b>Saturday 5<sup>th</sup> April</b>		
<b>Time</b>	<b>Event</b>	<b>Venue</b>
<b>07:00</b>	Breakfast and one-on-one meetings	Bell Tower Restaurant
<b>08:00</b>	Second Round of <b>Group Coaching Session</b> facilitated by three leading Entrepreneurs <ul style="list-style-type: none"> <li>➤ <b>Group 1, The Ideas Group – Jim Barry, Barry Group</b></li> <li>➤ <b>Group 2, The Investor Ready Group – Ger O’Mahony, Voxpro</b></li> <li>➤ <b>Group 3, The Scaling Group – Kevin O’Leary, Qumas</b></li> </ul>	Ladysbridge Room Midleton Room Kiltha Suite
<b>09:00</b>	Second round of <b>One-on-One Coaching Sessions</b> between Seasoned Entrepreneurs and Emerging Entrepreneurs <ul style="list-style-type: none"> <li>➤ Output Group 1, The Ideas group – Finalise Value Proposition</li> <li>➤ Output Group 2, The Investor Ready group – Finalise presentation for Venture Academy <i><b>Presentations need to be submitted by 10am</b></i></li> <li>➤ Output Group 3, The Scaling Group – Finalise action plan for scaling</li> </ul>	Ladysbridge Room Midleton Room Kiltha Suite and other areas around the hotel
<b>10:15</b>	<b>Networking</b>	Capel Suite
<b>10:45</b>	<b>Venture Academy for Group 2, The Investor Ready Group</b> Chairs: Candace Johnson & Declan Fox, Magellan Partners	Capel Suite
<b>12:00</b>	Keynote presentation – <b>Patrick Hickey</b>	Capel Suite
<b>12:20</b>	Keynote presentation – <b>Julian Costley</b>	Capel Suite
<b>12:40</b>	<b>Report back on the Experience &amp; The Entrepreneur Experience® Awards</b> <ul style="list-style-type: none"> <li>➤ Group 1, The Ideas Group</li> <li>➤ Group 2, The Investor Ready Group</li> <li>➤ Group 3, The Scaling Group</li> </ul>	Capel Suite
<b>13:00</b>	<b>Now What? - Wrap-up and lessons learnt – Pete Smyth &amp; Jim Breen</b>	Capel Suite
<b>13:15 – 13:30</b>	Parting sandwich and “Kiss & Fly”	Capel Suite

*\*Agenda is subject to changes*

## About CorkBIC

CorkBIC is a private-sector led organisation, in its 24<sup>th</sup> year, specifically set up to identify and build knowledge intensive companies based on promising technology and capable innovative people. It plays a hands-on role helping entrepreneurs navigate the minefield of raising finance, sorting out business propositions, arranging agreements with shareholders and investors, and, perhaps most important of all, finding customers.

Every year, CorkBIC identifies, selects and develops several higher potential start-ups or expansions. At any one time, there are 40 or 50 projects in the pipeline. 85% of start-ups engaging in this integrated process survive after five years, far outstripping the international survival average of 50%. Over the past 24 years CorkBIC has worked with over 300 start-ups, many of whom come back and re-engage.

CorkBIC is part of a network of 200+ BICs throughout Europe, The European Business & Innovation Centre Network (EBN). EBN has implemented a rigorous EC approved certification and quality system enabling the development of a network of excellence.

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

Since inception, in 2007, the BAP has continued to grow, closing 139 deals raising over €60million in investment for Entrepreneurs across all sectors with a rapidly increasing component of cross border and international business angel seed capital investment. Of this €25m was sourced from private equity business angels registered with the Irish BICs. The deal sizes ranged from €30k to €1.2m and the average angel investment was €180,000 per deal. In 2013 the Irish BICs completed 29 deals raising over €15m seed capital equity investment in Irish Start-ups with **CorkBIC assisting 10 companies raising over €5million investment.**

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