



Anne Reilly of Paycheck Plus

Fran Caffrey

4. MyTalengi

MyTalengi is an Irish talent acquisition platform which allows people reach out to a community of 8.6 million online software developers. It tracks their digital footprint, making them easily searchable through names, location and area of specialisation.

MyTalengi gathers millions of pieces of data each month on what specific developers are doing online, the conversations they're involved in, specific projects and career history. It taps into GitHub, Stackoverflow, YouTube, LinkedIn, blogs and Twitter to understand who the developers are, their skillsets and their level of competency.

The team at MyTalengi then curate this information into a readable profile that entrepreneurs and recruiters looking for developers can easily review.

This aggregation of data plays into the 'culture fit' branch of the recruitment process that is gaining traction, according to MyTalengi, as companies want to know as much about the personality of a candidate as their past experience and skills.

Its data is evidence-based, so it looks at what the developers are actually doing online rather than a self declaration of what they are doing.

It was set up by Stephen Walsh, a tech innovator with a background in the business-end of software having worked in banking systems with Misy's and outsourcing with Perot Systems and Dell Services.

He started mapping the digital footprint of the software developer population in 2014. He established MyTalengi with co-founder, Iain Niblock and Jordan Stodart, with the aim of helping people make money from their money.

5. Go Cambio

Go Cambio is a Cork-based online platform that connects people who want to travel and have a skill to share with people who have a spare room and want to learn or improve a new skill.

Travellers and hosts browse the website to arrange their 'cambio', which is the traditional Spanish and Italian word for exchange.

The platform was founded by siblings Deirdre Bounds and Ian O'Sullivan who felt that the high cost of formal tuition fees puts off so many people who want to improve their language skills.

The pair also endorse the importance of travel in life and thought this was a cost-effective way of embracing the two.

Its managing director is Rosie Mansfield, a travel enthusiast who has done everything from teaching English in Malaysia to driving a taxi in Kenya. She previously led Irish travel company i-to-i.com, which became the world's largest gap-year travel company.

On the Go Cambio platform website, people who want to combine language learning with a travel experience can connect with hosts and rent a room.

It aims to solve the problem of high priced tuition fees – whether it be for language, culinary skills, music or academic subjects by connecting skilled-travellers directly to learners.

Guests and hosts find each other on the Go Cambio website to arrange their connection. In exchange for a couple of hours a day helping someone improve a language or skill they're learning, guests get a place to stay and a warm welcome from a local host.

The website launched in March 2015 and so far it has almost 6,000 members across 113 countries and has big plans for expansion.

6. Property Button

Property Button is a support service for estate agents, designed to minimise vacancy rates in their properties.

Established in 2012, it manages the small transactions of the property cycle on behalf of busy property agencies, from

initial advertising right through to when the tenant moves out.

It has over 800 customers nationwide and counts estate agent Sherry Fitzgerald among its clients. Property Button's Irish business manages the commercial transactions and tasks relating to more than 42,000 properties, 143,000 transactions and €60 million of revenue per annum.

Property Button is very software intensive. It uses cloud-based infrastructure on Salesforce and computer telephony integration (CTI) to ensure maximum efficiency when dealing with customer queries, something which it believes is crucial to maintaining its market lead.

It provides SAAS and mobile apps to estate agents, field workers such as plumbers and electricians and major utility and financial service companies. The services capture actions and tasks that must be managed by the estate agent and connects those tasks to the service providers.

Property Button assigns the job, coordinate the logistics, quality assures the service delivery, manages the paperwork and provides real-time reporting and communications.

Property Button launched in Britain in 2016 and plans to enter two more EU markets within 12 months.

It was founded by Jim Urell, who has over 20 years' experience in international telecommunications, software, pharmaceutical distribution, consulting and latterly in entrepreneurial ventures.

7. Orca Money

Orca Money is a start-up founded by two Scottish cousins, Iain Niblock and Jordan Stodart, with the aim of helping people make money from their money.

Orca Money is a peer-to-peer lending comparison service that aggregates and compares investment opportunities without bias. Its aim is to help less experienced investors make smart decisions and support the borrower-investor relationship.

Investors use Orca to research and analyse the British peer to peer lending market. They come to the Orca platform to review the performance of their portfolio and to analyse current investment opportunities. They receive the data and metrics they require to make decisions. People can use the Orca Money service for a simple comparison or to perform deep analysis.

The idea was born last year when Niblock and Stodart realised there were no online resources for the relatively young but growing P2P industry. Orca Money simplifies the differences between the platforms, products and terminology around P2P lending.

It operates on a referral fee business model and it is only paid when a retail investor invests in one of the businesses on its website. They have 58 platforms in operation in Britain at present but see lots of room for expansion into other products and markets as the Fintech sector grows.

It has been on the start-up accelerator programme 'StartPlanet NI' since November.

8. Tyndall

Established with a mission to support industry and academia in driving research to market, the Tyndall National Institute is one of Europe's leading research centres in information and communications technology.

Founded in 2004 as a successor to the National Microelectronics Research Centre at University College Cork, the institute hosts over 460 researchers, engineers and support staff, including a full-time postgraduate cohort of 135 students, generating over 200 peer-reviewed publications each year. Its core areas of research are photonics, microsystems, nanoelectronics and design.

Marco Belcastro, an expert in the whole prototyping process of electronic devices, from the design to the final encapsulation, is currently senior application engineer

at Tyndall National Institute. He is specialised in taking top level specification and turning them into highly integrated electronic devices. He is currently leading the industrial related projects for the Wireless Sensor Network Group and has successfully delivered several prototypes for medical, industrial and consumer products.

With a network of over 200 industry partners and customers worldwide, Tyndall generates around €30 million in income each year, 85 per cent from competitively won contracts nationally and internationally.

Tyndall is also a lead partner in European research programmes in its core areas of ICT, communications, energy, health and the environment.

Tyndall is the lead institution for the Science Foundation Ireland funded Irish Photonics Integration Centre (IPIC).

9. UrbanFox

UrbanFox provides artificial intelligence solutions for mobile marketing teams so they can plan and manage their activities effectively.

It integrates with a retailer or brand's existing mobile app and intelligently analyses customer behavioural patterns and also how the marketing team targets these customers.

UrbanFox learns from this and can then spot patterns, such as which types of customers are more likely to convert and which customers need a bigger incentive in order to spend money in store or on a product. It can then operate totally autonomously to essentially micro-manage the delivery of messages and offers to customers on their mobile devices.

Daniel Loftus founded UrbanFox in September 2014. From Newport in Co Mayo, Loftus graduated in 2010 from DCU with a BSc in multimedia.

UrbanFox received investment from Enterprise Ireland to further grow the business and develop the technology. In March, UrbanFox was selected as part of the Enterprise Ireland delegation to SXSW (South by South West) in Austin, Texas. This year, UrbanFox plans to establish a US base and also increase staffing in Ireland with both engineering and sales positions.

10. Paycheck Plus

Paycheck Plus is an outsourcing company that provides the complete range of payroll services to businesses, allowing them to focus on their core profit making activities.

Founded in 2005, it calculates pay, files revenue returns and assists on issues relating to employer obligations and employee entitlements.

It monitors payrolls under strict quality and control processes which can detect and explain every change in an employee's pay.

It offers additional value-added services including in-house training, consultancy and workshops, redundancy services, foreign exchange and an employee helpline.

The company was founded by Anne Reilly, who began her career at Unilever and Heinz, before completing her payroll studies.

She is also a founding member of the Payroll Service Providers of Ireland and lectured in payroll and employment law with the Irish Payroll Association.

Paycheck Plus operates within Ireland and Britain. With 28 per cent of all new clients based outside Ireland, it is likely to grow its overseas market share in the coming months.

Paycheck Plus aims to be the centre of excellence for payroll in Ireland and Britain. Its clean room payroll laboratory is the first of its kind and is accessible only to authorised personnel to protect the confidentiality and integrity of our clients data. All staff are qualified in Irish or British payroll.

11. Web Doctor

Web Doctor is an online-only Irish doctor service which offers patients an online consultation for a wide range of ailments, seven days a week. It provides home testing for STIs and GP-led health checks with results delivered online. It also provides corporate GP services, along with health and wellness campaigns.

The service was founded by IT specialist Oisín Kim and Sylvester Mooney in 2014 when they realised that technology could provide a cost effective alternative to visiting your GP with some of the more sensitive medical issues.

Kim has worked for a number of multinational companies on large scale e-commerce, telecoms and insurance platforms. Kim holds BSc and MSc degrees in computer science and has a special interest in large-scale internet platforms, practical solutions to complex issues and the utilisation of data to improve solutions.

Web Doctor reaches peak activity outside 9- to 5 hours, and this flexibility of service to fit into customers' busy lives is a unique selling point for the business. It has 12,000 Irish patients.

It plans to operate across most of Europe within a couple of years.

12. Atlantia Food Clinical Trials

Atlantia Food is a clinical trials company, based in Blackrock, Cork that spun out of University College Cork in 2013. Atlantia delivers end-to-end solutions for clinical trials in functional ingredients in foods and beverages, nutraceuticals, medical foods and dietary supplements.

With staff from a variety of backgrounds (food science, microbiology, immunology and so on) it offers expertise and carries out the experiments necessary for companies to make health and nutritional claims about their food products.

Atlantia runs trials across the full spectrum of functional foods and beverages, from infant formulas to dietary supplements.

It has a subject database of over 10,000 volunteers, representing every demographic and dietary profile.

Atlantia is seeing the consumer appetite for foods that support health and performance translating into more trials, as companies try to diversify their product offering.

Andrea Doolan moved from chief operations officer to chief executive in November 2014. She has a BSc in microbiology and an HDip in applied science from NUI Galway.

She worked as clinical trials coordinator for the Harvard Aids Clinical Trials Group at Massachusetts General Hospital, Boston before returning to Ireland and taking up the position as human studies manager with the Alimentary Pharmabiotic Centre.

Atlantia has a highly flexible structure, with expertise in running intervention studies across a broad spectrum of functional food and beverage categories, such as dairy, cereal, probiotic, different protein forms, vitamins/minerals, plant or marine extracts and medical foods.

It can provide support with pre-clinical research, product development and packaging, to managing all aspects of the trial including protocol design, recruitment, and study execution, sample and data analysis, statistics and report preparation.

Entrepreneur experience



Daniel Loftus of UrbanFox

It is then up to the client to review responses, liaise with the different panels and then decide on who they want to take their case.

Its chief executive Andrew Weaver has over 20 years of commercial experience, in legal services, property, travel, technology and energy sectors. He said his driving motivation is to create a data-rich, market intelligence tool for the commercial legal marketplace, that helps to create the best fit between businesses and lawyers and best value for businesses from lawyers.

He said the idea for the service came when he became frustrated with the inefficiencies of the legal market and legal procurement in particular, and wanted to create a more value added process for business owners and good quality lawyers alike.

It works with a wide range of companies – from start-ups and SMEs to large companies with legal panels.

LawyerFair believes its success as a service depends on the legal expertise it has, so recruitment is done by invitation only and often on referrals and reputation.

It has a pre-approved panel of lawyers, patent attorneys, barristers, low cost providers, and HR specialists that is constantly monitored.

LawyerFair is free to use for business owners.

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