

Win 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*

Trident Hotel
Kinsale,
Co. Cork

Friday 30th - Saturday 31st March 2012



Partners:



 **Ulster Bank**

 **ENTERPRISE
IRELAND**



 **ERNST & YOUNG**
Quality In Everything We Do

 **THE IRISH TIMES**
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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 the Entrepreneur Experience® 2011:

This event was as a good as 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

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

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

More work done in the last 24 hours than in the last 9 months! – Sean McGowan, Blocated

Inspirational – Svetlana O'Farrell, Killaloe Food Products

This experience has been both **invigorating and refreshing**– Alex McDonnell, Xpertivity

I have learnt that failure is not necessarily a bad thing – Paul Prendergast, Yougetitback

“In these uncertain times, its events like these that will give emerging Entrepreneurs an edge in their business propositions and road maps.” – Michael Carey, Jacob Fruitfield Food Group

“Be fully committed to your idea and enjoy the thrill of battle. Engage with the market and see what opportunities can be created. There has never been a greater need for the Entrepreneur in Ireland.” - Jim Breen, PulseLearning

We have invited 23 Emerging Entrepreneurs

Group One – The Ideas Group:

Seven 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:

Seven 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 **three group sessions** and **two one-to-one sessions** with a seasoned Entrepreneur/investor

Group Three – The Scaling Group:

Seven 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

It's all about the Execution!

The key theme for the 2012 Experience is all about the **EXECUTION STRATEGY**. Emerging Entrepreneurs will be asked to refine their organisation's strategic focus and define critical goals and performance measures tied to that strategy. This event will enable each Emerging Entrepreneur to chart a path to rapidly communicate and deploy critical goals and performance measures.

70% of strategic failures are due to poor execution of leadership

Source: Charan, R. and Colvin, G. "Why CEOs Fail", Fortune, June 21, 1999

The **Four Clear disciplines of Execution*** are:

- **Focus on Wildly Important Goals** - Humans beings are genetically hard wired to focus on one thing at a time with excellence
- **Build Measures** - There is no such thing as a clear goal without a measure
- **Translate into action** - New goals you've never achieved before require new behaviors you've never done before
- **Report the results** - Hold each other accountable for results and activities

This event is about total **IMMERSION** in the Experience. Seasoned Entrepreneurs will be asked to **DISSECT** and **REDEFINE** Execution Strategies. To assist each Emerging Entrepreneur to **FOCUS** on clear **GOALS**, to **BUILD** measures which translate into **ACTION** plans and ensure **ACCOUTABILITY** of their goals.

TANGIBLE GOALS must be achieved and **OUTPUTS** must be delivered for each Emerging Entrepreneur as per the group briefing documents.

Come be part of the EXPERIENCE!

"I am excited about being involved in the Entrepreneur Experience project and meeting the latest and newest Entrepreneurs in Ireland. We need to encourage Irish Entrepreneurs as they are the businesses that will get Ireland back on track." – Liam Casey, PCH International

Seasoned Entrepreneurs include:



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.



JIM BREEN founded PulseLearning in 1999 and is the driving force behind the company's high standards of excellence and its rapid progression as a globally dominant organization. Providing strategic direction and motivation for PulseLearning's future development, Jim keeps employees, investors, and business partners focused on exceeding customers' goals. In 2007, Jim was shortlisted for the prestigious Ernst & Young Entrepreneur of the Year award and graduated from the Executive Development program at Stanford University in California. Jim was invited to join the board of CorkBIC in 2010.



LIAM CASEY is the founder and CEO of PCH International, a venture-backed supply chain management company focused on the consumer electronics, personal computer, medical device, and telecommunication industries. PCH's clients include industry-leading multinationals based in Silicon Valley and across North America. Liam founded PCH in 1996 and has grown the business to well over \$100 million in revenue and over 800 employees in PCH's operations in China, Ireland, UK, US, and South Africa. Liam is widely recognised as a business thought leader on international trade and business in China, earning him the nickname "Mr. China". In 2007, he was awarded Ernst & Young's Entrepreneur of the Year in Ireland. He is a frequent guest speaker at corporate leadership events, trade shows, and Asia and Ireland-focused business forums. Liam was named 2011 Cork person of the year.



ALAN CLAYTON is a business Coach & Entrepreneur, with a commercial background at WalMart/ASDA, and 15 years in business coaching internationally, with a range of local to global organisations. Kicked off with a commercial baptism of fire with the WalMart family in UK, followed by an eclectic trail of start-ups in publishing, green hotels, grocery shopping & chocolate web ventures fair-trade food distribution, and coaching. His 20 years business coaching spans 4 continents, CEOs to call centre operators, multinationals, boutique tech start-ups, and the founding of the global Transition Town movement. People and ideas are his focus, and the challenge is to align the 'inner game' of enterprise with the more developed 'outer game'.



GERRY DONOVAN started his own business in the distribution of wines, beers and spirits in 1984 in the West Cork area and sold West Cork Bottling in 1998. Gerry is currently Chairman of the Board of CORKBIC and a Member of the Advisory Committee of The National Maritime College of Ireland. As Chairman of CorkBIC he brings a rare blend of commitment, fervour, entrepreneurial flair and hands-on experience to this pivotal role. Gerry is passionate about helping entrepreneurs and sees his participation in this event as about giving back some of the lessons he has learnt along the way.



JOHN FLAHAVAN is the current chairman of E Flahavan and Sons. He began working for the family owned company in 1972. The company currently has 50 employees. Irish hot oats are worth €20.3 million at retail, and Flahavan's currently has over 65% of the market. The company also holds a significant share of the Irish muesli market. Flahavan's first launched its brand in the UK in 2003 and is now on sale in a number of retailers including Tesco, Asda, Sainsbury's, Waitrose, and Wholefoods. Flahavan's has also begun to export its oat products to Spain and the USA. The Waterford-based company won the Irish Exporters Association's "food and drink" and overall Exporter of the Year Award 2009 and John Flahavan was a finalist in the 2009 Ernst & Young Entrepreneur Of The Year Awards Programme.



MICHAEL FLYNN founded FLI Environmental in Waterford in 1989. He is CEO and Chairman of the company which has annual revenues in excess of €40M and employs 170 people. FLI Environmental is an International Environmental Services company that supplies specialised technical services in the broader environmental services market which includes: Waste Management, Mining, Contaminated Land Remediation, Energy from Waste, Wastewater Treatment, and M&E Services to the Water Industry. The FLI Group has grown both organically and by acquisition. The company currently has wholly owned subsidiaries in the UK, France and New Caledonia. Michael was a finalist in the International Category in the 2006 Ernst & Young Entrepreneur of the Year competition.



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.



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



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 recently established Cork Entrepreneurship Steering Group.



PAUL HOURICAN is CEO of PFH Technology Group, an end-to-end ICT Solution provider of integrated Voice and Data Solutions to over 1,400 customers in Ireland and abroad. Paul followed a strategy of growth through acquisition. In 2006 PFH purchased CK Business Electronics, although similar in size to PFH, the company has offices in Dublin and Galway but with a different customer base that encompasses Health and Financial Services, thereby complementing its existing base in the Pharmaceuticals and Hospitality Sectors thereby doubling PFH's turnover. In May 2012 PFH took over the Irish arm of Siemens Enterprise Communications, followed by the acquisition of Redstone Technology in November 2010. Today PFH employs 237 people and has offices in Dublin, Cork, Galway and Belfast. Paul was a finalist in the 2011 Ernst & Young Entrepreneur of the year awards.



FRED KARLSSON realised he had an entrepreneurial streak early on when he began designing and selling video games at the age of 15 in his native Sweden. After completing a degree in computer science at Lund University, he worked for several well-known organisations including Dretech, Sony Ericsson, Sun Microsystems and IBM. He and his Irish wife, Geraldine, moved to Ireland in 2004 and founded DoneDeal.ie the following year. The company provides an online marketplace for people to buy or sell goods. In December 2005, five months after the website was launched, it carried more than 2,000 advertisements. Now the site facilitates the advertisement of over 60,000 new items a month, and more than 250,000 Irish people visit the web site every day. The company is now Ireland's biggest classified website.



GRAINNE KELLY is CEO and inventor of BubbleBum UK Ltd, manufacturer of the world's first inflatable car booster seat. BubbleBum was founded in December 2009 and has rocketed to success, winning major worldwide product awards. The product is now for sale in 21 countries globally with major stores such as Halfords, Toys R Us, Migros, Naurauto and Aubert and airlines such as BMI and Emirates. Without the aid of a PR company, BubbleBum graced the front page of the USA Today in October and was featured on major US National television broadcasts including CBS News, Fox as well as Wall Street Journal Radio. Grainne was named Belfast Telegraph Business Woman of the Year in 2010 and was also a finalist in the Ernst & Young Entrepreneur of the Year in 2011.



JAMES J. KETT is Chief Executive of VoiceSage, a leading global provider of Enterprise driven customer communications, hosted in the cloud. VoiceSage has won an Innovation Award from Telco 2.0 and two awards from Frost & Sullivan in 2011. JJ Kett was a founder of KineMatik (a research management software platform), Agrilink (North South agri/food body), the Cork Cancer Research Centre and Cork University Foundation. He is a former President of the Agricultural Science Association, and founding Chairman of the Directors of Development in all Irish Universities. He is the founder of the University College Cork Entrepreneurship Programme and former Director General of the Cork University Foundation (raised IR€65m for the university in Ireland and the US).



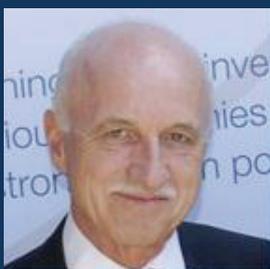
AIDEN LEE founded Eolas International Research in 2002, which has become a leading global research company with its headquarters in Cork. The company has successfully grown from 1 multinational client to 4 multinational clients today and over 20 Irish based clients. Turnover has grown double digit year on year to over €3m in 2009 with over 65% of this generated from international research projects. Eolas' Irish based employee numbers have grown from 2 in 2002, to 50 in 2010 with international researchers in over 100 countries, many of whom are Irish, performing regular research projects on behalf of Eolas clients. Aiden was a finalist in the 2010 Ernst & Young Entrepreneur Of The Year Award.



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 is also the Co-Founder of the CoderDojo 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.



PAT LYNCH is a Cork based Entrepreneur and business owner. Pat is a qualified accountant and has served in senior management roles within multinational companies prior to starting his own cleantech business, Microtech Cleanroom Services in 1998. He holds an MBA from the Open University. He previously worked as finance director / controller for the Irish operations of US multinationals Seagate Technology and Summit Technology. He is currently Director of Compliance & Risks and Omnivend. He also holds the roles of CEO of Cork based YouGetitBack Ltd and Founder and CEO of Stock Market Training Ltd.



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 divesting to a Swiss multinational. He graduated in Engineering from Cambridge, is a Chartered Engineer and holds an MBA from London Business School specialising in strategy and in International Finance from The Wharton School, University of Pennsylvania. He is currently a Board Member of Cork Chamber and it@cork.



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'.



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.



ANNE O'LEARY started CADCO Ltd in 1990. CADCO became Autodesk Distributor for Ireland in Sept. 1990 and N.Ireland in 1993. In 1995 Anne added Documentum to CADCO's portfolio of products and services, achieving Signature Partner Status in 1996. CADCO continued to develop with 3 office locations Cork, Manchester and Belfast and 52 employees. CADCO received the Cork Chamber of Commerce Company of the year award (SME) in 2003. CADCO's business was sold in 2009 to Computer2000 part of the Techdata Group which is the largest IT distributor of hardware and software products worldwide. Anne became Executive Chairman of Kinematik in Jan 2010, a software development company based in New Jersey USA and Cork, which specialised in engineering software solutions in heavily regulated industries e.g. Life Sciences, Pharmaceuticals, R&D and government. Anne is a chartered Civil Engineer.



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.



DAVE RONAYNE is Chief Executive of Irish Mainport Holdings. The Mainport Group is an integrated marine services company providing global shipping services to offshore oil & gas exploration companies and international seismic operators. Mainport has offices in Ireland, Scotland, South Africa, Norway, and the Caspian Sea area. Dave holds a Bachelor of Commerce and is a Chartered Accountant, is a past member of Cork Harbour Commissioners and he is currently a member of the IBEC Regional Council. Mainport opened up a new office in Luanda, Angola during 2011 to service the new emerging offshore oil opportunities. Dave was a finalist in the 2007 Ernst & Young Entrepreneur Of The Year Award.



SEAN RYAN is founder and CEO of Aspen Grove. In 2008 Sean and his business partner took 100% control of the company and since then the company has grown rapidly. Since 1995 Sean has been working on Internet-based business-service solutions and has successfully put the Internet to work as a service medium in many industries including insurance, legal, education, construction, energy, and property management. Sean has vast experience of enterprise solution implementation and integration and is now focused on growing Aspen Grove into a significant industry solution provider in real estate and property management. Sean is also a founder director of Donseed Limited and DCS Energy Savings Limited, companies focused on web-based service provision in construction and energy respectively.



ASIER RUFINO currently collaborating with the Basque Institute of Competitiveness (Orkestra) in their platform Creceer+, 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 is the Director of the Emprendedores Creceer+ program which is aimed at helping high growth technology companies to internationalise and the Business Angels Creceer+ where he is one of the founders of the network and is part of the Executive Committee. 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.



JENNI TIMONY is a serial entrepreneur with a broad range of experience in commercial and social entrepreneurship projects. In 2011 Jenni launched www.frankley.com, a new brand of auto-shipped underwear based in San Francisco. Prior to this, in 2003 Jenni founded and grew Doolittles, a nationwide sandwich manufacturing and distribution business from the genesis of her acclaimed Donegal town cafe of the same name. Doolittles became the sole sandwich supplier to the largest nationwide retail fuel suppliers, Topaz Energy and clients included Aer Arann, Aldi Ireland and Spar BWG. Due to the severe economic recession, Doolittles went into voluntary liquidation in 2009. Jenni lectures in Innovation and Leadership to Masters students in Letterkenny Institute of Technology. Jenni was shortlisted as a national finalist in the Ernst & Young Entrepreneur of the Year Award in 2007 and is a director of the Soul of Haiti Foundation.



DR JOHNNY WALKER, a diagnostic imaging specialist, who founded Global Diagnostics in 2002 was providing a mobile ultrasound service to a small isolated Aboriginal community in late 1995, when he was confronted with a highly critical complication of pregnancy. That evening he embarked on a mission to fundamentally change the way healthcare was delivered through the design and implementation of a simple digital tele-radiology solution. 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. Global Diagnostics, now headquartered in Dublin, has since captured a number of significant contracts in the Irish market servicing all of the Vhi-Swiftcare Clinics, along with the state-of-the-art Hermitage Medical Clinic in Dublin. Global Diagnostics recorded revenues exceeding €22 million in 2009, employing 120 staff in over three countries. Johnny was a finalist in the 2010 Ernst & Young Entrepreneur of the Year Award.



FRANKIE WHELEHAN was 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 its 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.

Agenda* for the Entrepreneur Experience® 2012 Friday 30th March and Saturday 31st March; Trident Hotel, Kinsale, Co. Cork

Friday 30 th March		
Time	Event	Venue
Pre- Experience Briefings		
11:30	Briefing for Seasoned Entrepreneurs Chair: Jim Breen, PulseLearning	Harpoon Room
12:30	Briefing for Emerging Entrepreneurs Chair: Jim Breen, PulseLearning	Harpoon Room
The Entrepreneur Experience®		
13:30	Meet & Greet over Lunch	Harpoon Room
14:00	Welcome - Michael O'Connor, CorkBIC	Harpoon Room
14:10	Launching the Entrepreneur Experience – Jim Breen, PulseLearning	Harpoon Room
14:30	It's all about the Execution – Jim Barry, Barry Group	Harpoon Room
14:50	Three minute intro pitches by Emerging Entrepreneurs (5)	Harpoon Room
15:00	The Journey – Grainne Kelly, Bubblebum	Harpoon Room
15:20	Three minute intro pitches by Emerging Entrepreneurs (5)	Harpoon Room
15:30	Making it Scalable – the Post Heroic Phase – Kevin O'Leary, Qumas	Harpoon Room
15:50	Three minute intro pitches by Emerging Entrepreneurs (6)	Harpoon Room
16:15	First round of Group Coaching Sessions facilitated by three leading Entrepreneurs: <ul style="list-style-type: none"> ➤ Group 1, The Ideas Group – Chair: Charles Garvey, Nitrosell ➤ Group 2, The Investor Ready Group – Chair: Declan Fox, OmniVend ➤ Group 3, The Scaling Group – Chair: Paul Hands, Raman Diagnostics 	Chart Room Fastnet Room Mizen Room
17:15	First round of One-on-One Coaching Sessions between Seasoned Entrepreneurs and Emerging Entrepreneurs. Output - Identify personal assignments	Chart Room Fastnet Room Mizen Room & throughout the hotel
18:30	Shower & Gym or a walk	
19:30	Drinks Reception	Chart Room
20:00	Dinner –Black Tie	Harpoon Room
20:10	Three minute intro pitches by Emerging Entrepreneurs (4)	Harpoon Room
20:25	Keynote presentation: Minister for Small Business John Perry TD	Harpoon Room
20:50	Three minute intro pitches by Emerging Entrepreneurs (3)	Harpoon Room
22:00	Entrepreneurs' thinking: Frankie Whelehan, Clarion Group Johnny Walker, Global Diagnostics Pat O'Flynn, Solvotrin	Harpoon Room
22:20	Presentation of the Entrepreneur Hall of Fame® Award	Harpoon Room
22:45	Assignments and networking	

Saturday 31st March		
Time	Event	Venue
07:00	Breakfast and one-on-one meetings	
08:00	Second Round of Group Coaching Session facilitated by three leading Entrepreneurs <ul style="list-style-type: none"> ➤ Group 1, The Ideas Group - Chair: Charles Garvey, Nitrosell ➤ Group 2, The Investor Ready Group - Chair: Declan Fox, OmniVend ➤ Group 3, The Scaling Group - Chair: Paul Hands, Raman Diagnostics 	Chart Room Fastnet Room Mizen Room
09:00	Second round of One-on-One Coaching Sessions between Seasoned Entrepreneurs and Emerging Entrepreneurs <ul style="list-style-type: none"> ➤ Output Group 1, The Ideas group – Finalise Value Proposition ➤ Output Group 2, The Investor Ready group – Finalise presentation for Venture Academy <i>Presentations need to be submitted to Fionnuala by 10am</i> ➤ Output Group 3, The Scaling Group – Finalise action plan for scaling 	Chart Room Fastnet Room Mizen Room & throughout the Hotel
10:30	Venture Academy for Group 2, The Investor Ready Group Chair: Pat Lynch, Compliance & Risks	Harpoon Room
11:30	Second time around - Jenni Timony, frankley.com	Harpoon Room
11:50	Report back on the Experience <ul style="list-style-type: none"> ➤ Group 1, The Ideas Group - Aiden Lee, Eolas International Research ➤ Group 2, The Investor Ready Group – Anne O’Leary, Kinematik ➤ Group 3, The Scaling Group - Dave Ronayne, Mainport 	Harpoon Room
12:10	"It aint gonna fly... unless!" – Bill Liao, Entrepreneur	
12:30	Comments / observations from Seasoned Entrepreneurs	Harpoon Room
13:00	The Mindset - Liam Casey, PCH International	Harpoon Room
13:20	The Entrepreneur Experience® Awards Chair: Gerry Donovan, CorkBIC	Harpoon Room
13:40	Closing Comments Jim Breen, PulseLearning	Harpoon Room
13:45 – 14.00	Parting sandwich and “Kiss & Fly”	Harpoon Room

*Agenda may be subject to minor changes

About CorkBIC

CorkBIC is a private-sector led organisation, in its 23rd 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 12 - 15 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 20+ years CorkBIC has worked with over 260 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.



Pictured at the Launch of the Entrepreneur Hall of Fame® Frank Ryan, Enterprise Ireland; Michael O'Connor, CorkBIC and Paul Hands Raman Diagnostics

Partners:



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