



the Entrepreneur experience[®]

Ballymaloe, Shanagarry, Co. Cork
Friday 7th and Saturday 8th April 2017
 #EntExp24



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

Partners



Supported by



This 24 Hour Experience is a unique opportunity for 24 Emerging Entrepreneurs

- 8 Entrepreneurs with a strategy roadmap,
- 8 Entrepreneurs with an investor ready proposition
- 8 Entrepreneurs with an established business that is seeking to scale



They gain unparalleled access, advice and mentoring from 24 of Ireland's most successful Entrepreneurs. This 24-hour experience includes one-to-one sessions, deep dive analysis, constructive group sessions, pitching sessions and inspiring plenary sessions.

Be prepared this is not for the faint-hearted!

Over the past 6 years (2011 – 2016)

- 150 Emerging Entrepreneurs have participated from over 10 countries
- 80 Seasoned Entrepreneurs have participated, the top 20 have an average turnover of €54m and their average employees is 400
- €40.5m has been raised by 45 companies who have participated
- 41 Enterprise Ireland High Potential Start-ups (HPSUs) have been approved

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 upstream 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

We invite Seasoned Entrepreneurs



JIM BARRY is the Managing Director of Barry Group, one of Ireland's most respected wholesale distribution groups. The company employs over 230 people at its state of the art headquarters in Mallow, Co. Cork. Under Jim's vision and leadership, Barry Group has grown from a once local business to a leading wholesale distribution company. Trading both nationally and internationally and supplying over 1,000 customers, Barry Group manages 265 franchises under the Costcutter, Carry Out Off Licence, and Quik Pick symbols. Jim was listed as a finalist in the EY, Entrepreneur of the Year awards in 2010. Barry Group was listed as one of Deloitte's Best Managed Companies in 2010 and has been reaccredited every year since then. Barry Group was named as a Great Place To Work in 2015 and Jim was honoured to be named 'Ireland's Most Trusted Leader' at the 2015 Great Place To Work Awards.



LARRY BASS founded ShinAwIL in 1999, before forming joint venture Screentime ShinAwIL, with Screentime Australia in 2003. In 2015 Larry bought out Screentime and their parent company Banijay and formed ShinAwIL which is currently one of the largest independent production companies in Ireland. 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, the Voice of Ireland, What Are You Eating, Along Home Shores, Home of the Year, and most recently Dancing With The Stars. In 2011 the department of Arts, Culture and Gaeltacht appointed Larry to sit on the editorial committee to write a report to government. In 2000, Larry was elected to the national Executive of Screen Producers Ireland (SPI), serving as deputy chairman from 2003 to 2004, and as Chairman from 2004 to 2005. He also was the Irish member of CEPI from 2003 to 2006. He was re-elected to the board of SPI in 2015. Larry is an International Ambassador of the International Rose d'Or, an advisory board member of FÁS Screen Training Ireland and Entertainment Masterclass. He has also sat on a jury for the International Emmys and BANFF Television Awards.



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 EY 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.



JIM COSTELLO, Chairman SouthWestern, spent 15 years in the Information Technology and Outsourcing Sectors in Ireland and internationally. He was Finance Director for Unisys Corporation in Europe, General Manager of Managed Services in France and Global Managing Director of the Unisys/Dell Managed Services Alliance. In 2003 he joined SouthWestern where 35 staff were working exclusively on IT processing for the Department of Agriculture. Since then, the company, led by Jim as CEO, has grown through the delivery of true value-add to all existing and new customers, in Ireland and beyond. In 2007, SouthWestern opened its first international operations centre in Lodz, Poland, then, in 2011 the UK centre was opened. In 2014, SouthWestern was sold to Capita in the UK for €35m. Jim's career has been involved in delivering "mission critical" solutions for large and major customers around the world, where excellent service has always been the benchmark. Jim studied Business Excellence models in University of Ulster and Stanford University, California and currently is Chairman of Compliance & Risks.



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 co-founded Communicate 2000 to provide mobile communication solutions to Irish business which he successfully operated, grew and sold in 1999. Peter is currently involved with a variety of projects and startup companies both as a mentor and investor. 2006 saw the start of LowFlo, a water management and leak detection service for industrial, local authority and domestic markets which is being used in Ireland and in the Middle East. Peter sold Lowflo to Charles Dwyer. 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 Shemas was one of five people given an IT Pioneer award by the Irish Computer Society.



KARL FLANNERY is a business leader and technology enthusiast. As recent Chair of the Irish Software Association he is firmly committed to advancing the profile and needs of the Irish Software and Digital Technology sector in the national and international arena. Currently chair of the Industry Advisory Board for Knowledge Transfer Ireland and chairs one of the Delivery Teams for the governments ICT Action Plan for Jobs. Karl has over 30 years' experience in the ICT industry, starting his career in the area of integrated voice and data terminals with Nortel. In 1995, Karl co-founded Storm Technology. Since then he has taken the company from a startup operation to a well-respected, profitable company, which focuses on developing business solutions on the Microsoft platform for the enterprise. Storm Technology has a team of over 90 staff and operates out of Dublin and Galway. Karl has a B.Sc. in Applied Physics from NUIG, Diploma in Intellectual Property in Information Technology from the Law Society of Ireland and a Post Graduate Diploma in Financial Management from the Irish Management Institute.



JOHN FLAHERTY, CEO and founder of C&F Group started his tool making business in 1989 and has built the business to a global success consisting of 7 sites worldwide, employing 2,000+, while supplying most of the Fortune 500 companies like IBM, EMC, APC, BMW, Volvo and Mercedes. In 2008 John was named the 2008 EY Entrepreneur of the Year for Ireland and went on to represent Ireland in the 2009 EY Entrepreneur World competition. 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 C&F wind turbines achieved global certification, which has opened up the world market. C&F Group has 100% of the UK wind turbine market up to 20kW confirming John's statement that 'Manufacturing creates Wealth'.



DECLAN FOX, serial entrepreneur, technologist, digital marketer and business coach, co-founded Comnitel Technologies in 1999 and as CEO, grew the company from startup, 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. Declan co-founded OmniVend, a successful network, revenue and service management company. Declan is actively involved with a number of high achieving early stage technology companies assisting them scale internationally.



DONAL GARRIHY co-founded 2468 (previously called Wild About Water) in 2003 to serve the Irish water cooler market. The business has grown rapidly in recent years both in terms of turnover and product range. Employing 90 people, the company is headquartered in Ireland with 80% of its sales in the UK. 2468 now serves 8,000 companies in Ireland and the UK offering a range of office services from coffee to water to washroom. It has recently established an Irish-based production facility to produce water and coffee products for its home markets as well as several European countries. Prior to 2468, Donal spent 10 years as Sales & Marketing Director EMEA for Oasis, the world oldest and largest water cooler manufacturer. From a greenfield site in Ireland established to serve the new European market, the business grew to 270 people serving 60 countries with subsidiary manufacturing in Poland.



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. Currently Rothco works 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 turnover €20million+.



MICHAEL HOYNE is founder of Merlyn Showering, a Kilkenny based Bathroom Company which specialises in premium shower enclosures and trays. Michael launched the company after years working in the bathroom industry and realised there was great potential for a progressive and innovative shower enclosure company to challenge the traditional, functional designs of other manufacturers. Since inception in 2000, Merlyn has grown to be the No.1 shower enclosure company in Ireland and the UK, is experiencing year-on-year growth of over 20%, employs over 75 people across the UK and Ireland and is considered to be one of the most progressive bathroom companies in Europe. Merlyn currently design ranges for customers throughout Ireland, UK, France, Russia and the Middle East. Michael Hoyne was a finalist in the EY Entrepreneur of the Year 2015.



GRAINNE KELLY is the CEO and inventor of BubbleBum UK Ltd, manufacturer of the world's first inflatable car booster seat for kids. BubbleBum was founded in December 2009 and has rocketed to success, winning major worldwide awards. The product is now sells in 26 countries globally with major stores such as Walmart, Target, Tesco, Boots, Halfords, Migros, Naurauto and Aubert. Without the aid of a PR company, BubbleBum has featured on the front page of USA Today, The Wall Street Journal and on major national channels such as RTE, BBC, CBS News and Fox. Grainne has already been named the Belfast Telegraph Business Woman of the Year 2010, EY Entrepreneur of the year finalist 2011 and Women In Business Award winner 2013.



PEACHES KEMP co-founded Itsa with her sister Domini in 1999. Starting with one bagel shop 16 years ago, the Kemps now have 17 outlets including itsa at the Irish Museum of Modern Art, itsa at The Hugh Lane Gallery, The Tearooms at Dublin Castle, and itsa@Harvey Nichols. They also run Table Restaurant in Brown Thomas Cork and the Gallery Café in the National Gallery Ireland. Their event catering branch is called Feast and are resident caterers in Powerscourt House, Enniskerry. In 2012 they founded Hatch & Sons Irish Kitchen on Stephens Green. In 2013 they launched a speciality coffee Joe's. 2014 saw the launched Alchemy, an eatery that specialises in cold pressed juices and food focused on health. Itsa is director owned and run, has an annual turnover of €6 million and employs 105 people. Peaches is a qualified chef, has a post graduate degree in PR, and holds an advanced diploma from the Wine and Spirit Education Trust (UK). She won Image Businesswoman of the Year in 2009 and was a finalist in the EY Entrepreneur of the year programme in 2011. She is on the EY EOY Alumni Board and has recently joined the board of ICE (Inner City Enterprise), a non-profit private charity



LINDA KIELY is a Co-Founder and Director of Voxpro, Ireland's largest, international provider of customer experience and technical support solutions to iconic global brands like Google, Airbnb, Stripe, Nest, Etsy, Red Bubble and Weebly. Established by Dan and Linda Kiely 20 years ago in Cork, Voxpro currently employs over 1,200 people with offices in Dublin, San Francisco, and Folsom, California. Linda is responsible for driving the strategic direction of the company as the business expands internationally, in addition to overseeing day-to-day operations. With her experience and expertise in marketing and business development, Linda is committed to helping deliver beautiful customer experience (BCX) and extremely high levels of innovation to Voxpro's customers. Linda won the Leading Female Category at the 2015 Deloitte Technology Fast 50 awards. She was named Cork Business Woman of the year in 2014, IMAGE Female Entrepreneur of the Year in 2013 and was a finalist in the International Category of the EY Entrepreneur of the Year Award 2013.



BILL LIAO is an Australian entrepreneur, venture capital investor, diplomat, author and speaker with a distinguished record in the areas of business development and community activism. Bill is co-founder of the CoderDojo movement, a free global network formed to assist young people to learn how to computer program and founder of Weforest, a global movement dedicated to planting trees and which now has seen 5 million planted around the world. He is also the European venture partner for SOSv a \$200m international investment fund and is currently running a Synthetic Biology Accelerator Program, IndieBio, in Cork, focusing on entrepreneurs building technologies in or around the field of Synthetic biology. Previously, Bill co- founded XING, a pioneering business social networking platform in 2003 and served as COO of Davnet a telecommunications carrier that went public in the late 90's.



PAT LYNCH is a Cork based Entrepreneur and business owner. Pat founded award winning Microtech Cleanroom Services in 1998 which he sold to National Linen in 2001. He previously worked as Finance Director and Controller for the Irish operations of US multinationals Seagate Technology, Western Digital and Summit Technology. He is currently Director of Compliance & Risks, Inhance Tchnology and Vearsa. He also holds the role of CEO and founder of Stock Market Training Ltd. Pat recently published his first book "Self Make" about 50 Tips to create a life well lived. In his spare time he is a family man, walks his dog around the cliffs in Ardmore, give talks on entrepreneurship and networking.



FRANK MADDEN founded Crest Solutions in 1998. Prior to that Frank played an integral role in the team responsible for manufacturing at Apple Computers in Cork. He also spent time in Concurrent Ltd. and Alps Electric. Frank is a graduate of both the Cork and Sligo Institutes of Technology where he studied Electronic Engineering. As CEO of Crest Solutions, Frank is dedicated to providing leading vision and traceability solutions and services to regulated manufacturing and packaging industries in Western and Northern Europe. Headquartered in Little Island, Cork, Crest Solutions has a team of 100 people in Ireland, the UK, Benelux and Scandinavia. Recent milestones for Crest include investment in Belgian company VistaLink, a key partnership with Italian company Antares Vision for pharmaceutical Track & Trace, opening a Crest Solutions office in the UK and a VistaLink office in Sweden. Together with Antares Vision and VistaLink, Crest Solutions offers the world's leading solution for Track & Trace to pharmaceutical packaging sites in these regions. Frank was a finalist in the International Category of the EY Entrepreneur of the Year Awards 2015.



MARY MCKENNA, Managing Director of Tour America, has been working in the travel sector for almost 30 years. Having gained valuable experience in both the airline and travel agency business Mary decided in 1995 it was time to make a go of it herself setting up Tour America from home with a team of 3. Tour America has continued to buck the trend by growing throughout the recession now employing over 50 people in Dublin and Cork with a turnover of over €20 million. Constantly innovating, Tour America recently launched Luxury Cruises & Honeymoon Finders. The company also operates Cruise Holidays, which is the largest company selling cruises in Ireland, and was set up following 9/11. Mary was delighted to win the "Deloitte Best Managed Company Gold Award (Platinum) again in 2016, for the 7th year in a row. Tour America is the only travel agent in Ireland to have won a Deloitte Best Managed Company.



JOE O'SULLIVAN, is the founder and CEO of Ophir Mfg Solutions, a Singapore based company that provides *Virtual Operations* for both startup and mature companies introducing new technology, primarily in the wearables space. Joe has over 30 years of Global Operations, Manufacturing and Procurement experience. Joe held the positions of Vice President, Consumer Products & Asia Operations at Apple, COO at InFocus, and most recently COO at Intelligent Energy. Joe has built and led Operations and Supply Chain teams in Europe, USA and Asia.



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.



WILLIAM OPPERMANN has extensive experience in the ICT industry, in particular the enterprise data storage industry and has worked in new product development for over 25 years. A serial entrepreneur with technology companies in Ireland and France in telecommunications, storage and cloud technologies. William founded MPSTOR, which since its creation in 2006 has pioneered and patented self-organising storage, which was an early implementation of software, defined storage (SDS) technology. MPSTOR has recently launched its software defined storage product Orkestra-SDS.



ASIER RUFINO, CEO of Tecnalia Ventures, having 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 and is a board member (Chairman in one of them) of a number of start-ups. 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.



SEAN RYAN is founder and CEO of Aspen Grove Solutions. Since 1995 Sean has been working on Internet-based business-service solutions and has successfully put the Internet to work as a secure business-to-business service medium in many industries including insurance, legal, education, construction, and real estate. Sean has vast experience of leading enterprise solution implementation and integration on private cloud architecture. Employing 120 professionals between Kerry Ireland and Maryland USA, Sean is now fully focused on growing Aspen Grove Solutions into a significant player in the US real estate compliance and vendor management industries. Sean was a finalist in the 2012 EY Entrepreneur of the Year.



NIAMH STERLING is a serial entrepreneur with a dynamic career spanning both the corporate and entrepreneurial spaces. Niamh first co-founded and individually managed Lynch Interact in 1997 the largest Irish owned Facilities Services Company with a reputation for business excellence and outstanding industry service. Lynch Interact has secured iconic indigenous and international clients that span Healthcare, Technology, Education, Retail and Public sectors. In 2002 Niamh co-founded H2O Solutions to provide water management services to the retail and light industrial sectors. In 2013, Niamh was a key Member of the Executive Management team, responsible for assessing the viability of overseas expansion. She co-founded and launched Interact UAE in Dubai and Abu Dhabi, developing a growth and mobilisation strategy to build strategic partnerships across the UAE and MENA regions. In October 2015 Niamh Founded Recipe Guru. With unique digital publishing technology and deep industry access, Recipe Guru has contracts in the UK and US.



COLETTE TWOMEY is Managing Director and co-founder of Clonakilty Food Co. The business has grown from the butcher shop in Pearse Street Clonakilty to be one of the best known food brands in Ireland today, supplying Clonakilty black and white pudding, sausages and rashers to multiples, restaurants and shops throughout Ireland. In recent years, the company has expanded into overseas markets including UK and Australia, enabling more and more people to enjoy a taste of Ireland's favourite blackpudding. Currently, Clonakilty Food Co is building a new manufacturing facility with a visitors centre in Clonakilty town. A recipient of numerous business awards, Colette is based in Clonakilty, West Cork, and remains the sole guardian of the Clonakilty Blackpudding secret recipe.



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 led 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



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 provides 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. He launched 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.

Agenda* for the 2017 Entrepreneur Experience®
Friday 7th and Saturday 8th April - Ballymaloe, Shanagarry, Co. Cork

<i>Friday 7th April 2017</i>			
<i>Time</i>	<i>Event</i>		<i>Venue</i>
Pre- Experience Briefings			
09:30	Briefing for Emerging Entrepreneurs Chair: Pete Smyth, Broadlake		The Grain Store
10:30	Briefing for Seasoned Entrepreneurs Chair: Pete Smyth, Broadlake	Speed Networking for Emerging Entrepreneurs	The Grain Store / Carrigaun Room
The Entrepreneur Experience®			
11:00	Meet & Greet		The Grain Store
11:20	Welcome - Michael O'Connor, CorkBIC		The Grain Store
11:25	Launching the Entrepreneur Experience® 2017 'Captain' - Pete Smyth, Broadlake		The Grain Store
11:30	Cruising to success and everything in between! - Mary McKenna, Tour America		The Grain Store
11:50	Joe O'Sullivan in conversation with Pete Smyth		The Grain Store
12:20	There's No Business like Show Business! - Larry Bass, ShinAwil		The Grain Store
12:40	LUNCH		The Grain Store
14:00 – 16:00	First round of Group Coaching Sessions facilitated by three leading Entrepreneurs: <ul style="list-style-type: none"> ➤ Group 1, The Early Stage Group ➤ Group 2, The Investor Ready Group ➤ Group 3, The Scaling Group 		The Alcove Conservatory Long Room
15:00 – 18:00		The Entrepreneur Experience Masterclass for Alumni	The Carrigaun Room
16:00 – 18:00	First round of One-on-One Coaching Sessions between Seasoned Entrepreneurs and Emerging Entrepreneurs.		All around Ballymaloe
18:00 – 19:00	Shower & Change		Ballymaloe & Garryvoe Hotel
19:00 – 20:00	The Entrepreneur Experience Treasure Hunt! – Assemble in the Grain Store		All around Ballymaloe
19:30	Drinks Reception		The Grain Store
20:00	The Entrepreneur Experience® Dinner		The Grain Store
22:00	Pete Smyth chats with Johnny Walker, Health Founders & Johnny Flaherty, C&F Group		The Grain Store
22:45	Presentation of the Entrepreneur Hall of Fame® Award		The Grain Store

Saturday 8th April 2017

Time	Event			Venue
07:00	Breakfast and one-on-one meetings			Ballymaloe House
08:00 – 09:00	Group 2 – Second Round of Group Coaching Session	08:00 – 10:00	Groups 1 & 3 - Second Round of Group Coaching Session	Alcove Room Conservatory Long Room
09:00 – 10:30	Group 2 – Second Round of One to One Coaching Sessions	10:00 – 12:00	Groups 1 & 3 - Second Round of One to One Coaching Sessions	All around Ballymaloe
10:30 – 12:00	Venture Academy for Group 2			The Grain Store
12:00	My Entrepreneurial Journey - Peaches Kemp, itsa			The Grain Store
12:20	Top 3 Investor Pitches from the Venture Academy Audience & Judges vote for Most Investible Pitch The Entrepreneur Experience® Awards for Groups 1 and 3			The Grain Store
13:00	Now What? - Wrap-up and lessons learnt - Pete Smyth, Broadlake			The Grain Store
13:00 – 13:30	Parting sandwich and “Hug & Fly”			The Grain Store

**Agenda is subject to changes*

*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, SOSVentures*

*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, Inhance Technology

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

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

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

CorkBIC is an organisation 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 high 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%.

CorkBIC has worked with over 500 startups, many of whom come back and re-engage. CorkBIC is part of a network of 150+ 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 has been accredited since the inception of the Quality system in 2002 and in 2011 EBN awarded CorkBIC "Best in Class" BIC.

CorkBIC manages the Halo Business Angel Network (HBAN) in the Midwest and Southwest region of Ireland. HBAN is a joint initiative with Enterprise Ireland and InterTrade Ireland. HBAN 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. **The HBAN network in the South and Mid-West has closed 50 deals raising over €30million for startups over the last 5 years.**



Spend 24 hours with Ireland's leading Entrepreneurs



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