



Cork  
County Council  
Comhairle Contae Chorcaí



Cork  
City Council  
Comhairle Cathrach Chorcaí

# the Venture<sup>®</sup> academy

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*Participating Companies will receive clear advice and guidance on how to improve their investor proposition. The Entrepreneurs will also have the opportunity to present to selected Angel Investors.*

**The CorkBIC Venture Academy<sup>®</sup>**

**Thursday 17<sup>th</sup> November 2016**

**12:30 – 18:00**

**Bank of Ireland Workbench, 70 Patrick St, Cork**



# The CorkBIC Venture Academy®





Agenda – Thursday Nov 17th 12:30 – 18:00

12:30 – 13:00	Lunch
13:00 – 13:10	<b>Welcome – Michael O'Connor, CorkBIC &amp; Ana Barjasic, EBAN</b>
13:10 – 13:20	<b>Pete Smyth, Broadlake – Setting the Scene</b>
13:20– 13:40	<b>KEYNOTE - Julian Costley</b>
13:40 – 13:50	<b>Quick coffee Break</b>
13:50 – 15:45	<b>Entrepreneur presentations – 10-15 companies</b>  Each Entrepreneur will be invited to make a 5-minute presentation to introduce their company and its fundraising objectives. Our Coaches and experts will provide feedback on the strengths and areas for improvement for investor readiness.
15:45 – 16:45	<b>Individual Coaching Sessions</b>  Assigned coaches work with the Entrepreneurs to assist with improvements to their pitch/presentation – focussing on their investor readiness and providing feedback on the proposition, idea and business plan.
16:45 – 17:00	<b>Arun Kapil, Green Saffron</b>
17:00 – 17:15	Wrap up and quick fire feedback – Pete Smyth
17:15 - 18:00	<b>Networking Reception</b>

**At the CorkBIC Venture Academy®** participating companies get real feedback, advice and coaching on their pitch. It is a unique opportunity for early stage start-ups, SMEs and potential investors to hear from serial entrepreneurs and investors, as well as seeing pitches from some of the hottest start-ups & entrepreneurs around.



## Key Participants:

	<p><b>Jim Barry</b> 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.</p>
	<p><b>Ana Barjasic</b> started collaborating with EBAN and AAIA - Austrian Angel Investors Association in Vienna in 2013, and then moved to Brussels to be the Business Angels Week (BAW) Coordinator. In its three editions and under her supervision, BAW became the world’s largest initiative on promoting angel and early stage investment, with over 600 events in 55 countries. Ana also leads European Commission projects on investment and investment readiness on behalf of EBAN. She holds a Master’s degree in Philosophy and Sociology from University of Zagreb, Croatia and University of Vienna, Austria. Her previous work experiences include PR, communications, marketing, journalism, project and event management.</p>
	<p><b>Bruce Clibborn</b> has been an active angel investor with Ireland-based angel investment syndicate Boole Investments for the past 4 years. In his early career he served in various capacities for cloud storage technology company Raidtec, ultimately as a director of Raidtec USA Inc. leading the subsidiary through a management buyout and subsequent sale to FTSE-listed Plasmon plc [LSE:PLM]. Prior to founding Venlake Management Services, he worked in analyst and acquisitions roles in the investment industry at Grosvenor Group Ltd and STAG Capital Partners Ltd. At Venlake he provides business strategy advice and management expertise to SME clients in Germany, the UK and Ireland. Bruce graduated with a BA in Electronic and Microelectronic Engineering from Trinity College Dublin, holds the Investment Management Certificate from the Chartered Financial Institute and has an MBA in Finance from the London Business School.</p>
	<p><b>Brian Clune</b> is an Angel Investor and Consultant Engineer with over 20 years experience in providing automation and project management expertise to the Life Sciences Industry. Previously Brian held a variety of technical and management roles with engineering services company ProsCon Ltd based in Cork. He was part of a management buy out and subsequent sale of ProsCon Ltd to US multinational Rockwell Automation. Brian has been involved in a number of investments in start up companies through Boole Investments in Cork. In conjunction with EI, VC’s and other business angels, he has lead Boole investments in sectors including, Software as a Service (SAS), Food, Medical Device, Technology and Internet of Things (IOT).</p>



**Julian Costley** is an active investor in technology and media companies and serves as a chairman or non-executive director on a number of boards. He has just been commissioned to write a book on crowd funding. He was a Country Manager at Thomson Reuters, before creating his own TV channel on BSB (later BskyB), then CEO of France Telecom's Globecast satellite company. After meeting venture capitalist Hermann Hauser in 1998, 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 has invested in 16 companies and became chairman/NED or adviser to many more focusing on the telecoms, media, financial services, and internet markets in UK, Netherlands, Scandinavia, France, Canada and China. He is an occasional lecturer/mentor/MBA course judge at London Business School, Said (Oxford University), EDHEC (Nice), UM (Barcelona), Skema Business School (Sophia Antipolis) and Deusto (San Sebastian).





**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.






**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.

**Ted Foley** has worked with a number of companies including KPMG, Revenue Commissioners and the Industrial Credit Corporation (ICC). Following 8 years with ICC, Ted joined AIB Bank in 1988. In AIB he held a number of Senior Management positions, initially working in AIB's Capital Markets Division with responsibility for setting up the Bank's investment management operation in the West of Ireland. In 1992 he transferred to the Bank's Retail Banking Division and moved to Cork as

	<p>Regional Director for Cork and the South West. Since leaving AIB in 2010 Ted has worked as an independent business consultant in various sectors and has extensive experience across key areas of business performance. Originally from Caherciveen, Co Kerry, Ted is a keen golfer, holds a Commerce degree from UCC and served on the Board of Cork Chamber of Commerce for nine years.</p>
	<p><b>Declan Fox</b>, serial entrepreneur, technologist, digital marketer and business coach, co- founded Comnitet Technologies in 1999 and as CEO, grew the company from start-up, raising €30M from leading institutional investors. Comnitet later merged with a US Telco, and was acquired by IBM in 2007. Founder of Magellan Partners, a venture &amp; entrepreneurial advisory consultancy, with a focus on innovative technology companies across different sectors. 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.</p>
	<p><b>Charles Garvey</b> is CEO of Metabolomic Diagnostics, an innovative medical diagnostics company developing technologies for the early detection of a woman's risk of complications during her pregnancy. From 1990 to 2003 Charles was CEO of Horizon Technology Group which started life as a small Apple Computer reseller in Cork and grew into a large pan European IT group, listed on the Dublin and London stock exchanges and completing 13 acquisitions and disposals along the way. At its peak the group was worth over €1Bn and employed 720 people in 5 countries through 13 separate companies. The company was eventually sold to Avnet Inc in 2008. Charles was also previously CEO (now chairman) of NitroSell, an eCommerce company focussed on web enabling bricks and mortar retailers, predominantly in the USA. NitroSell's technology seamlessly integrates in-store and online systems and has enabled their retailers to generate close to \$1Billion in online sales to date.</p>
	<p><b>Paul Hands</b> is a successful serial entrepreneur with passion and experience to help companies succeed through strategic vision and uncanny insight into business challenges and opportunities. Paul has successfully completed funding rounds over the past fifteen years with numerous national and international investment companies and organizations. Paul has founded a number of technology companies in Ireland, including QCL (acquired by Calyx in 2003) and QUMAS,(acquired by Accelrys in 2013) and continues to seek out new opportunities to establish new innovative ventures and support and mentor a new generation of entrepreneurs. Paul is a co-founder of Open Innovation Partners (<a href="http://www.openinnovationpartners.com">www.openinnovationpartners.com</a>) Metabolomic Diagnostics (<a href="http://metabolomicdiagnostics.com">metabolomicdiagnostics.com</a>) and Inform Bioscience (<a href="http://Informbio.com">Informbio.com</a>).</p>
	<p><b>Neil Gordon</b> is a Senior Consultant at CorkBIC and has supported the development of high technology start-ups across Munster for the last 8 years. Prior to that, he worked for over 15 years across a range of international technical and commercial roles (product management, project management, business development &amp; sales) with a number of MNCs (Interbalco, Alps Electric, C&amp;D Technologies) and a software start-up called Global Mobile Encryption. Neil's focus at CorkBIC is to work with</p>

	<p>entrepreneurs through concept development, market feasibility, business planning, funding, commercialisation and international growth stages. He works with a significant proportion of Enterprise Ireland's HPSUs each year. Neil has a primary degree in Electronic Engineering and a 1st class MBA from the University of Limerick.</p>
	<p><b>Arun Kapil</b> is an Anglo-Indian food entrepreneur, spice expert, and founder of Green Saffron – multi-award-winning purveyors of the finest spices, rice, sauces and spice blends you'll ever experience. In addition to running his own food company, this charismatic character is a chef, author, vocal advocate and staunch supporter of his fellow small businesses. Arun regularly appears on Ireland's TV3, where he has a cookery segment on 'Late Lunch Live', and has both demonstrated and orated at large-scale food events like the annual Abergavenny Food Festival. His skills with spice are in hot demand with top chefs the world over – this man roves the globe to share his knowledge and help develop dishes that completely redefine diners' ideas about spice.</p>
	<p><b>Michael Leogue</b> is an experienced Business and Corporate Banker with over 38 year's industry experience. Possessing a range of abilities from networking and building business relationships to providing leadership and support to less experienced business managers. Now head of the Corporate Finance at Cuddy, O' Leary &amp; Foley, Michael is part of a team who are experienced in providing advice and support, industry and market knowledge, to a wide range of industries and clients. In particular mergers, acquisitions, raising capital and assisting clients with disposing of their business when the time is right. Michael assists with offering deal solutions, strategic and commercial advice for businesses and works to deliver sustainable growth in shareholder value and has extensive experience in Stressed Debt Restructuring.</p>
	<p><b>Eoin Leonard</b> is the CEO and founder of i3PT Certification, an innovative private certification firm which operates in the construction sector. i3PT have developed a world-class independent certification process, which is backed up by their innovative CertCentral software platform. The firm counts some of the largest companies and government agencies in the world among their client list. Eoin is passionate about creating businesses which can both generate a societal good and also provide returns for stakeholders. He is a serial entrepreneur and previous Deloitte Technology Fast 50 award winner. Eoin holds an MBA from UCC and is also a director and co-founder of the MBA Charitable Trust.</p>
	<p><b>Frank Madden</b> is a renowned expert in the field of machine vision engineering. Prior to founding Crest Solutions in 1998, Frank played an integral role in the team responsible for manufacturing at Apple Computers, based 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 throughout Ireland, the UK, Benelux and Scandinavia. Recent milestones include an investment in Belgian company VistaLink, a key</p>

	<p>partnership with Italian company Antares Vision for pharmaceutical Track &amp; Trace, the opening of a Crest Solutions office in the UK, the opening of a VistaLink office in Sweden, accompanied by the expansion of teams across all sites.</p>
	<p><b>Brian McCoy</b> is a customer focused, highly motivated business professional with over 30 years experience across the Telecommunications, Marketing, Design and Manufacturing industry. Brian has a proven track record of leading, directing and chairing fast growing international businesses. Brian holds an Electrical Engineering Degree from Kevin Street DIT, Trinity College in Dublin and a Masters in Industrial Engineering from University College, Dublin. Brian worked with General Electric, followed by Apple Computers in Dallas, Texas and Cork, in Project, Production and Quality Management roles. From there he spent 20 years with M/A Com Eurotec Operations (TYCO) in a variety of roles including operations, R&amp;D and General Management. Brian was promoted to Managing Director and with his team grew this high margin business very rapidly to having a headquarters and 600 employees in Cork and 4000 employees in the Far East. Brian has held a variety directorships including CEIA Cork Electronics Industry Association, IRDG Irish Industrial Research and Development Group, CorkBIC, Irelands SME Society of Manufacturing Engineers, Senior Partner of RPI Associates Research and has served on Enterprise Ireland's R&amp;D Committee for over 15 years. Brian is currently Non Exec Chairman of Benetel since early 2015.</p>
	<p><b>EILEEN MOLONEY</b> practised as a lawyer in the UK and the USA before returning to Ireland in 1984 to lead marketing for North Star VAR. Eileen co-founded Expert Edge Computer Systems in 1986 delivering expert system software solutions, heading up its UK start-up in London in 1991. Went on to provide Business Development &amp; Marketing Consultancy to small and medium sized enterprises with limited marketing focus and to larger companies penetrating new markets ('92-94). Delivered Training Programmes for the IPA on Leadership &amp; Modern Management Methods to top level Civil Servants in Europe. Joined CorkBIC in 1997 to develop the Graduate (later Genesis) Enterprise Programme (delivered via CorkBIC) - a one year rapid incubation for start-up companies. Has delivered several business start-up programmes. She is an Accredited Mediator for Commercial Dispute Resolution with the Chartered Institute of Arbitrators, London.</p>
	<p><b>Martin O'Brien</b> is a Financial Services professional with extensive experience covering sectors from SME to large leveraged transactions, including trading and property cases, both debt and equity transactions. He has worked in the venture capital/private equity sector identifying suitable investment opportunities and playing an active part in investee companies, including early stage finance in the tech sector, right through to development capital in more traditional trading companies. As Head of M&amp;A at Bank of Scotland, Martin was a driving force in business development, restructuring and due diligence. While with Certus he applied his skills and experience to the distressed portfolio of Lloyds and has a solutions/problem solving approach in seeking to restructure and exit distressed positions while applying best practice portfolio management in a very strict compliance and regulatory environment. More recently he was Director Corporate Finance with Buckley Kiely &amp; Co and is still retained as a Consultant in Corporate Finance. He is currently operating as an independent consultant specialising in corporate finance, executive search and selection and non-executive board positions. Martin is a member of the Institute of Directors in Ireland and has extensive boardroom experience having represented ICC Venture Capital and Bank of Scotland on a number of investee companies and joint ventures.</p>

	<p><b>MICHAEL O'CONNOR</b> started in marine and arctic exploration before specialising in high technology or innovative projects usually involving international growth. Early experience was in manufacturing and sales with Raychem Corporation before co-founding Intepro, a venture capital backed Irish IT start-up where he was responsible for strategy, sales and marketing in Europe and then 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 with CorkBIC, advised over 300 start-ups and built an angel network doing over 55 deals, raising €25m seed capital. Co-founded StartPlanet Accelerators and co-chairs the EBAN E-Xcelerator. Graduated from Cambridge University in Engineering and holds an MBA from London Business School and the Wharton School, University of Pennsylvania specialising in strategy and finance. Board member of several companies and interests include governance and building effective Boards. International judge and umpire in the sailing world for major events.</p>
	<p><b>Aidan O'Driscoll</b> has spent the last 25 years in the technology sector both in an executive and consultancy role. In 2012 he was one of the founders of the Irrus Investments Syndicate Group who have gone on to make several investments in the Life Sciences and Technology sectors. He has spent the last number of years working as an independent consultant working with companies in setting and implementing their strategic direction in the area of sales, marketing, finance and strategic management. In 1985 joined a high tech start-up called Intepro Systems as financial controller and subsequently transformed an engineering-led company with a competitive presence in one regional market, into the world's number one supplier of power supply AT instrumentation, software and turnkey systems. In 1991 he successfully negotiated the sale of the organization to Shaffner giving the VC investors an annual return in excess of 12% per annum. He spent 4 years with Avocent International as VP Sales EMEA from 1999 to 2002 where he expanded and grew the sales organization into a \$35m annual turnover.</p>
	<p><b>Ger O'Mahony</b> 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 founding the software business Engage Technologies Group and its subsequent sale to NorthgateArinso (a FTSE 250 company) and co-founding networking systems integrator Bridgecom Group and its subsequent sale to Esat Telecom. He has completed funding rounds, identified, 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 three years.</p>





**Andrew O'Shaughnessy** has been an internet innovator since he set up his first company in the spare bedroom of his home in 1996. Today, Newsweaver is the global leader in Internal Communications technology, with a client list that includes Rolls Royce, Kellogg's, Coca Cola, Vodafone and several other Fortune 1,000 and FTSE 100 companies, across 96 countries. Newsweaver's pioneering technology provides large organisations with solutions to complex employee communications challenges. Effective employee communications and engagement is proven to significantly increase profitability, and Newsweaver's technology is revolutionizing Internal Communications globally. But as well as creating nothing less than the best-possible technological solutions for his company's rapidly growing client base, Andrew and his team are equally passionate about follow-through, delivering consistently world-class customer support. Last year, it was named one of Ireland's Best Places to Work. It has ranked in the top 300 fastest-growing technological companies in Europe, and was listed in the Deloitte Technology Fast 50 for five years in a row.



**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 were finalists in the 2007 EY 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 went on to win the Global Sial d'Or award in Paris, beating 248 products from 30 countries all over the world. Cully & Sully was sold to US based Hain Celestial Group in 2012. Colum is now joint MD of Hain Celestial Ireland which manages Cully & Sully, Hartleys, Dream and Linda McCartney products.



**Joe O'Sullivan** is CEO of Ophir Mfg. Solutions, a Singapore based company that provides Supplychain Solutions, New Product Introduction and Mfg support to start up companies. Previously served as Chief Operating Officer for fuel cell manufacturer, Intelligent Energy, during their listing on the LSE. In addition was Chief Operating Officer for InFocus a USA based projection company, where he led Operations, Customer Service, R&D, and Marketing, building a world class global operations function in Singapore. Joe served in various leadership roles over 15 years at Apple Computer Inc. based in Cork, Tokyo, Cupertino and Singapore, where his various role responsibilities included Procurement, International Procurement Offices, Outsourcing and finally as VP of Asian Ops & iMac Product, he was responsible for the introduction and fulfillment of the iMac product. Joe is currently on two Boards, Smart Picture Technology based in Austin, Texas and Now Computing based in Barcelona.



**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 €2-10m 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