



*Celebrating 25 years of IRDG*

# LEADING INNOVATION FOR BUSINESS GROWTH

IRDG Annual Conference 2017

24th October 2017 | Croke Park, Dublin





# Welcome

## Leading Innovation for Business Growth

It's time. Time for IRDG's leading Innovation event of 2017. Time to celebrate a vision formed 25 years ago. Time to engage and connect with those leading innovation across all industry sectors in Ireland - food, software, pharma, engineering, financial services, medical devices, construction, education, technology and more. Time to be inspired by the very best and ready to lead future innovation for your business growth.

The 9 founding companies will today receive an Innovation Recognition Award for their services to IRDG and Irish business over the past 25 years. It was their vision that saw the need for an independent organisation, totally dedicated to supporting business Research, Development & Innovation, and led to the establishment of IRDG back in 1992.



Today, IRDG is

- Unique – the only non-profit industry group of its kind in Ireland totally focused on R,D&I
- Independent – led by our Industry Board, funded entirely through members subscriptions.
- Cross-Sectoral – companies split 60% Indigenous, 40% MNC across all industry sectors.
- Collaborative – All HEI's are full members facilitating direct engagement with industry.
- Building Innovation Capability by pioneering Design Thinking and Lean Product Development.
- Well-Respected – a productive organisation, with a solid reputation for our approach and industry representation
- Promoting State supports and providing fora for Agencies to engage with members
- Active under 5 Pillars – Representation, Funding & Support, Innovation Networking, Collaboration & Learning
- Growing steadily– growth from 70 to 250 members over the last 6 years, and continuing to expand
- Sustainable - 25 years old!

It is my absolute pleasure to welcome you here today. Our promise is to have you leaping out of your skin, ready for the next 25 years as you head for home! So I invite you to get involved, get busy and connecting, take lots of learnings from the speakers, and enjoy it all!

**Denis Hayes**  
**Managing Director, IRDG**



**IRDG Innovation  
Network**



**#IRDGIinnov  
@irdggroup**



### On the Occasion of the 25th Anniversary Conference

I would like to begin by congratulating IRDG on its 25th Anniversary and for putting together such an interesting programme for today's event.

The theme of the conference "Leading Innovation for Business Growth" is very relevant in a national context, Innovation being a cornerstone of Government economic policy as laid out in the 5 year strategy document, Innovation 2020. We know that Innovation is key in maintaining competitiveness for Ireland in global markets, and for providing jobs and sustainable growth in our economy. Irish businesses need to be operating at the very highest level, being progressive, innovative and creative, so as to compete and be successful on the international stage.

In Government, we see IRDG as a key stakeholder in helping to deliver on the ambition in Innovation 2020.

Over the past 25 years IRDG has carved out a unique position as both an independent voice and Innovation network for both multinational and indigenous businesses engaged in Research, Development & Innovation (RD&I). It now also boasts of having most of the Higher Education Institutes on both sides of the border as part of its membership. The value of such a collaborative, diverse network is hugely beneficial to all members, and the evidence demonstrates real returns for companies who reach out to collaborate and innovate for their business.

Today IRDG is recognised as an essential part of the national RD&I ecosystem in terms of representation, networking, collaboration and capability-building within our enterprises and third-level colleges.

I would like to thank IRDG for its outstanding contribution over the past 25 years and my Department and I intend to build on the excellent working relationship with IRDG in the years ahead.

**Frances Fitzgerald T.D.**  
**Tánaiste and Minister for Business, Enterprise & Innovation**



This conference is CPD certified and as such qualifies for CPD hours.

For more information contact  
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Conference kindly supported by







# Conference Agenda



TIME

AGENDA ITEM

09:00	<b>Welcome &amp; Opening Address</b> <b>Denis Hayes</b> , Managing Director at IRDG
09:20	<b>Realising the Vision for Irish Industry – Celebrating 25 years of IRDG</b> <b>Donal Tierney</b> , Chairman IRDG & CEO Bimeda Holdings Acknowledging the vision and support of 9 of our founding companies – Kerry, Moog, Glen Dimplex, Stryker, Bord na Móna, Analog Devices, Bimeda Holdings, Diageo and Henkel – all who are still very active members of our community today.
09:50	<b>Innovating Ireland's Future</b> <b>Martin Curley</b> , Senior Vice President and Group Head for Global Digital Practice at Mastercard Where have we come from? Where are we going? What's in it for Ireland? Are we ready? What's our strategy? Do we need to change? To embrace the opportunities and challenges, it's time to pose key questions for the leadership across all sectors.
10:10	<b>Leadership with Lindegaard: The Future Is Already Here!</b> <b>Stefan Lindegaard</b> , Chief Thought Leader – corporate transformation, digitalisation and innovation management Leadership, innovation and digitalization are fully connected today – and people are the key driver for all of them. In this talk, Stefan shares thought provoking perspectives on these elements for success based on three key messages. <ul style="list-style-type: none"><li>• A new generation of executives is coming. Why is this happening now, who are the new leaders and what makes them special?</li><li>• The digital era changes everything. We need new approaches to leadership, organizational structures, innovation and how we think of industries and thus also competition. Where should you start?</li><li>• The “old” and the “new” must work together. Things need to change, but that does not mean the “old” is the obstacle and the “new” is the holy grail for success. Finding the right balance is key, but how do we do this?</li></ul>
 11:00	<b>Innovation Networking with Refreshments</b>
11:40	<b>Service Innovation &amp; Disruption that has changed the World</b> <b>Aisling Hassell</b> , Head of Global Customer Experience, Airbnb and Site Lead, Airbnb in Dublin Disruptive innovation sees the creation of a new market and value which eventually disrupts what's been there already. Many challenges exist in this business environment, and Airbnb is an iconic operator in this field. This is an opportunity to get a flavour of innovation in this unique service environment, learn about the CX tactics used to create great customer experiences, and hear about the fun and rewarding employee culture.
11:55	<b>Building a Culture of Engagement &amp; Innovation</b> <b>Marie Moynihan</b> , Senior Vice President of Global Talent Acquisition at Dell EMC <b>Ian Huston</b> , Associate Director, Pivotal Labs As global SVP of Talent Acquisition at Dell EMC, and with over 25 years in leading HR roles in the Technology sector, Marie will provide insight into how to create an engaging culture that has innovation at its core. She will be joined by Ian Huston, Director of Pivotal Labs in Ireland (a Dell Technologies company), who can offer a first-hand account of their transformational approach to building software, in an agile and collaborative environment and the kind of ‘innovation mindset’ they look for in talent.



## TIME

## AGENDA ITEM

12:10

**Storytelling & Inspiring People to Create Business Value****Cilian Fennell**, Director at Stillwater Communications

Innovation requires imagination, and stories are the currency of imagination. This session focuses on how leaders can use narrative to persuade, move, motivate and inspire. Perfect the art of storytelling to influence and engage those crucial to your innovation success – be they colleagues, team members, customers, partners or investors.



13:00

**Innovation Networking with Lunch**

14:00

**Ministerial Address****Frances Fitzgerald T.D.**, Tánaiste and Minister for Business, Enterprise & Innovation

14:20

**Network Innovation – Your Time to Connect & Grow****Stefan Lindegaard**, Chief Thought Leader – corporate transformation, digitalisation and innovation management

Is Your Network and How You Learn with Others Ready for a New Era? In this interactive session, we assess your network and how you learn from and with others. We focus on the elements that are the most important for your work and career issues. A hint: digital should be a big part for this. You will gain new insights, you might even get an Aha! moment whilst getting advice on what to do next.

14:50

**Moving the Food, Beverage and Pharmaceutical Markets forward through market leading Research & Innovation****Albert McQuaid**, Chief Innovation Officer at Kerry

Successfully behind the wheel of innovation in Ireland over the last 25 years, we'll learn about the Innovation Model that's taking Kerry forward, alongside their 3C approach of Collaboration, Commitment & Communication.

15:05

**How Charles Darwin Saved My Business****Oonagh O' Hagan**, Managing Director at Meagher's Pharmacy Group

The Irish pharmacy market has completely changed in the last ten years with further consolidation inevitable. This has been as a direct result of a wide variety of challenges faced by Irish pharmacies and follows extensive cuts to pharmaceutical drug prices and to the reimbursement of services to pharmacies by the Health Service Executive.

Oonagh O'Hagan, Managing Director of the Meagher's Pharmacy Group, will share how she has adapted her business model to overcome these challenges and how Meagher's continues to grow through the leadership of a customer-centric strategy.



15:20

**Treat time**

15:40

**Commit 2 Leading Innovation****Enda McNulty**, Chief Performance Officer at McNulty Performance

Enda will deliver an inspirational, thought provoking session on leading innovation in your organisation. The session will be highly engaging, it will be extremely energising and most importantly it will educate you how to be innovative in regard to the mindset of your team, in regard to the leadership, the culture and the teamship in your organisation.

Enda will approach innovation from a different angle rather than attacking innovation in regard to products and services. Enda will attack it from a mindset, team and leadership point of view.

Be prepared to be energised, to be challenged and to be involved in a game-changing session

16:40

**Closing Words & Goodbyes**



# Innovation Recognition Awards



I am delighted to welcome you to this year's Annual Conference, particularly as we celebrate 25 years of the organisation.

On a personal level, it also gives me great pride to see IRDG reach this milestone. My father, Dan Tierney, was one of the founding members and the first Chairman of IRDG, representing Cross Vetpharm Group. Together with senior executives from companies including Glen Dimplex, Diageo, Kerry, Henkel, Moog, Analog Devices, Bord na Móna and Stryker they pioneered the Industry Research & Development Group. These people recognised a need to communicate the industry voice on Research & Innovation to policy makers, to influence the national agenda, and to support businesses as they engaged in Research, Development & Innovation programmes.



IRDG has been very active in continuing to influence the national agenda. The organisation was instrumental in seeing the introduction of meaningful grant aid for in-house R&D for both Enterprise Ireland and IDA companies under the RTI scheme as well as being one of the prime movers behind the introduction of R&D Tax Credits in Ireland. We have developed a very solid reputation amongst policy makers and across industry, all evidenced by the continued growth in the organisation and the sentiment towards it. IRDG has been described as an organisation which has an impact far beyond its own membership influencing national policy on matters relating to Research, Development & Technology.

I would like to thank you for your continued support of IRDG, and wish you a very enjoyable and inspiring Conference. Finally, I invite you to join me as we recognise the enormous contribution of our founding members who started this journey!

**Donal Tierney**  
Chairman, IRDG & CEO Bimeda Holdings



## DOWN MEMORY LANE...



*Visit of Industry Research & Development Group to Office of Science and Technology*  
**L to R:** Michael Fahy, Office of Science & Technology; Lochlann Quinn, Glen Dimplex; Pat Ridge, Poldy's Foods; Jim O'Brien, CRH; Dan Tierney, Chairman of IRDG & Cross Group; Minister Seamus Brennan TD; Bob Letters, Guinness; Niall Pelly, Jones Group; Seamus O'Sullivan, AEG; Dick Kavanagh, IRDG.



**Back row L to R:** Dick Kavanagh, IRDG; Michael Fahy, Office of Science & Technology; John Dunne, IBEC.  
**Front row L to R:** Dan Tierney IRDG & Cross Group; Pat Rabbitte, T.D. Minister for Science & Technology; Tony Gannon, IRDG.



# Speakers



## **Denis Hayes**

### **Managing Director at IRDG**

Prior to becoming Managing Director of IRDG in late 2011, Denis had over 30 years' experience in the food and beverage industry working in a number of leading consumer products companies. This included director and senior management technical roles within C&C, Glanbia, Heinz and Cadbury covering Research, Development & Innovation, Quality, Health, Safety & Environment.

He has played a leading role in innovations associated with brands such as Cadbury, Yoplait, Avonmore, Kilmeaden, Heinz, Bulmers, Magners and Ballygowan. His most recent role prior to IRDG was at Bulmers as Innovation and Technical Director. Denis holds Master degrees in Biochemistry and Food Science in addition to an MBA.



## **Donal Tierney**

### **Chairman IRDG & CEO at Bimeda Holdings**

Donal Tierney is a Director and Group Chief Executive of Bimeda Holdings. Bimeda is an Irish owned pharmaceutical company with operations in a number of countries worldwide. Bimeda has been involved in research and innovation in Ireland for over 30 years and was one of the founding members of IRDG.

Donal is also a Director of Green Biofuels Ireland Ltd, Crosscare Ltd and Tradelinks. He holds a BA in Economics from UCD and an MBA from the Michael Smurfit Business School.



## **Martin Curley**

### **Senior Vice President and Group Head for Global Digital Practice at Mastercard**

Martin is Professor of Innovation at Maynooth University and Senior Vice President and Group Head for Global Digital Practice at Mastercard. Martin is based in Dublin and brings Digital thought and practice leadership to help Mastercard and Mastercard Advisors clients win with Digital. Previously Martin was vice president at Intel Corporation and Director/GM of Intel Labs Europe, Intel's network of more than 50 research labs which he help grow across the European region. He also served as a senior principal engineer at Intel Labs Europe leading Intel's research and innovation engagement with the European Commission and the broader European Union research ecosystem. Previously Martin was Global Director of IT Innovation and Director of IT Strategy and Technology at Intel. Earlier in his Intel career, he held a number of senior positions for Intel in the United States and Europe. Before joining Intel in 1992, he held management and research positions at General Electric in Ireland and at Philips Electronics in the Netherlands.

Martin is the author of five books on technology management for value, innovation and entrepreneurship. He is a Member of the Royal Irish Academy, fellow of the Institution of Engineers of Ireland, the British Computer Society and, the Irish Computer Society. Martin is co-founder of the Innovation Value Institute at Maynooth University, a unique industry-academia collaboration driving research and development of advanced IT and Digital maturity frameworks.

Martin is the chair of the EU Open Innovation and Strategy Policy group which is driving the further development and adoption of the Open Innovation 2.0 paradigm in Europe. He is a member of various advisory boards including the EU CAF and the Smart London Board.

Martin has a bachelor's degree in electronic engineering and a master's degree in business studies, both from University College Dublin, Ireland. He received his Ph.D. in information systems from the National University of Ireland, Maynooth. He was previously a visiting scholar at MIT Sloan Centre for Information Systems Research and was jointly awarded European Chief Technology Officer of the year for 2015-2016.





## **Stefan Lindegaard**

**Chief Thought Leader – corporate transformation, digitalisation & innovation management**

His focus on corporate transformation and innovation management based on leadership, the work force and organizational structures has propelled him into being a trusted source of inspiration to many large corporations, government organizations and smaller companies. He believes business today requires an open and global perspective and he has given talks and worked with companies in Europe, North America, South America, the Middle East, Africa and Asia.

In his role as a strategic advisor and coach, Stefan Lindegaard provides external perspectives and practical advice for executives and corporate transformation and innovation teams. He is a widely respected writer and he has written several books including *The Open Innovation Revolution* published globally. You can follow his work on LinkedIn Pulse.



## **Aisling Hassell**

**Head of Global Customer Experience, Airbnb and Site Lead at Airbnb in Dublin**

Aisling Hassell is responsible for Airbnb's customer experience operations globally. She leads a team focused on supporting every element of the guest and host experience on Airbnb. She also heads Airbnb's Dublin office, its largest base outside of the US.

Prior to joining Airbnb, Aisling was director of global customer experience and web strategy at Sage. She has also held senior customer experience roles at both Vodafone and Symantec in Europe and the United States.



## **Marie Moynihan**

**Senior Vice President of Global Talent Acquisition at Dell EMC**

Marie is Senior Vice President of Global Talent Acquisition for Dell EMC. She leads a team of over 500 team members around the world, who are responsible for attracting the best and most diverse talent in one of the most competitive industries on the planet. She is also a core part of the Global HR Leadership team, charged with the successful integration of Dell and EMC, and ensuring a European perspective is reflected in Global HR decisions.

Marie has been with Dell for more than 15 years holding a range of HR roles from Business Partner to Talent Management and Chief Diversity officer, to Global Talent Acquisition.

Before joining Dell, Marie worked for Intel Corporation, heading up HR in their European manufacturing facility for eight years. She has also spent six years consulting in Industrial Relations in Ireland.

In 2008 Marie gained external recognition in Ireland as Image Magazine's 'Professional Woman of the Year' and, in 2012 and in 2015, she was nominated as one of Ireland's 'Top 25 Most Powerful Women'. She is married with one child and lives in Ireland.



## **Ian Huston**

**Associate Director at Pivotal Labs**

Ian Huston is the Associate Director of Pivotal Labs in Dublin – a Dell Technologies Company who's vision is to 'Transform how the world builds software'. As a data scientist Ian has worked with global companies and household brands to fundamentally change how they make use of data in their business. He was previously a university researcher in cosmology, creating and then destroying baby universes inside large scale numerical simulations.





## Cilian Fennell

### Director at Stillwater Communications

Cilian is a Director of Stillwater Communications and is one of Ireland's leading communications and messaging development consultants. He is known for his authenticity, passion and understanding of storytelling and communication, and works with leaders across all sectors in Ireland and internationally. His experience in media, politics, business and the NGO sector has given Cilian a deep understanding of how society works and he uses this understanding to give relevant and timely strategic advice.

Cilian grew up in Connemara in the west of Ireland where he developed a love for storytelling. After travelling extensively as a fisherman and sailor he began a successful career in television. His experiences as producer of the Late Late Show in RTÉ and Head of Programmes in TG4 gave him an insight into communication, connection and engagement with a wide range of audiences. This led him to a further exploration of narrative, mythology and belief systems which he uses widely in his work today.

Cilian has successfully adapted the story model to a business model and now helps companies, teams and individuals to discover, develop and deliver their story effectively. Working with narrative inquiry he guides organisations to find the true story that drives them and helps them articulate it to their various audiences. He works as a strategic advisor, coach and consultant to some of the world's biggest organisations and has worked with domestic and multinational companies in Ireland, UK, US, Middle East and Asia. He also works with state and semi-state bodies such as the Department of An Taoiseach, ESB, Dublin Bus and RTÉ in the areas of media training, corporate messaging, and communications strategies.

Cilian also has extensive experience coaching start-ups and established businesses that are pitching for investment or growth opportunities. He is a regular contributor to technology incubators and start-up bootcamps in San Francisco, London and Dublin, helping teams to hone their stories and deliver compelling pitches.

Cilian is a regular speaker at seminars and conferences in Ireland and abroad and in 2016 was the Creator & Producer of RTÉ's award-winning Centenary show.



## Frances Fitzgerald

### Tánaiste and Minister for Business, Enterprise and Innovation

Frances Fitzgerald serves as An Tánaiste (Deputy Prime Minister) and she has also been appointed Minister for Business, Enterprise and Innovation since 14th June 2017. Her priorities include driving employment growth and investment in Ireland, especially outside the greater Dublin area, expanding our enterprise agencies presence abroad and ensuring Ireland is business ready for Brexit.

She is a TD for the constituency of Dublin Mid-West, a former social worker and a parliamentarian for over 20 years.

Frances entered politics as a campaigner on social issues immediately after her tenure as chairperson of the National Women's Council.

She was appointed Minister for Justice and Equality in 2014 and in that portfolio led a programme of reform and prioritised progressive legislation.

Introducing legislation for the Marriage Equality referendum ranks as one of the proudest moments in Frances political career.

She was Ireland's first senior Minister for Children and Youth Affairs serving from 2011-2014.

Between 2007 and 2011 Frances served as Leader of the Opposition in the Irish Senate, having previously served as TD for ten years before that.

In opposition she served in six different portfolios including Arts, Culture and the Gaeltacht, Defence, Social Community & Family Affairs, Equality & Family Affairs, and Social Welfare. She served as Spokesperson on Health and Children while in the Senate.

Frances holds a B.Soc.Science in UCD and an MSc. in Social Administration and Social Work in the London School of Economics.

She is married to Michael and has three sons.



### **Oonagh O'Hagan**

#### **Managing Director at Meagher's Pharmacy Group**

Oonagh O'Hagan is the owner and Managing Director of the Meagher's Pharmacy Group in Dublin which she has grown from one to eight progressive pharmacies plus a thriving online store.

Meagher's has won countless awards within the world of pharmacy and has been named as one of Ireland's Deloitte Best Managed Companies for the last four years, as well as being a finalist and Irish Champion in the European Business Awards.

Oonagh is passionate about retail and is a board member and outgoing chairperson of Retail Excellence Ireland and is a Lead Entrepreneur on the Going for Growth program.

Oonagh is highly regarded within the pharmacy market. She is the acting chair of the Preliminary Proceedings Committee in the Pharmaceutical Society of Ireland, and she sits on the wholesale advisory board of United Drug Healthcare Group.



### **Albert McQuaid**

#### **Chief Innovation Officer at Kerry**

With a degree in Biochemistry from Trinity College Dublin and a Ph.D in Biochemistry in TCD and INRA, Albert joined Kerry in 1993 as an R&D scientist in the then Dairyland Group and stayed in that role for 18 months before moving into a technical sales role. Albert then relocated to France to assume a sales director role for a fruit preparation business that Kerry Group would later acquire.

Albert was later promoted to Managing Director for the business before being appointed CEO of Kerry's Sweet and Fruit division. Four years later, he was promoted to CEO of Kerry EMEA and remained in that role for three years before being appointed Chief Technology Officer for Kerry's global Functional Ingredients & Actives business. In 2016, Albert was appointed Chief Innovation Officer for Kerry's global Taste & Nutrition business, responsible for driving Kerry's innovation programme leveraging our taste, nutrition and general wellness capabilities.



### **Enda McNulty**

#### **Chief Performance Officer at McNulty Performance**

Enda holds a degree in psychology from Queens University Belfast and a degree in Sports Science from University of Ulster.

Enda had a very successful career at the highest level of Gaelic football in Ireland as a member of the Armagh team that won seven Ulster titles, a National League and an All-Ireland title over a ten-year period. Armagh were renowned for their physical fitness, professional standards and strong leadership and these achievements have shaped Enda's career.

Enda brings the same winning attitude and meticulous preparation he displayed as part of that team to his role as CEO and leader of McNulty Performance. The company was founded in 2005 with a mission "to inspire, coach and guide individuals and teams to maximise their performance in business, in sport and in life". In addition to working with global corporates on high performance, team and leadership development, McNulty Performance also work with Olympic and professional sportsmen and women.

Enda has worked for 6 years as a performance coach to the Leinster rugby team that won three European Heineken Cups in 5 years. He is also high performance coach to the Irish rugby team. Enda has worked with a wide array of corporate clients in Ireland, Europe, North America and Asia and has successfully delivered motivational programmes on human performance, leadership, team performance and mental toughness to companies such as Microsoft, Intel, Merck, Kelloggs, AIB, Kerry Group, Diageo, Facebook and Amazon.




# Selection of Companies Attending

ACTION POINT  
ADAPT CENTRE, TCD  
AEROGEN LTD  
AIRBNB  
ALLERGAN  
ALLSTATE  
ALLTECH  
ANALOG DEVICES  
APC LTD  
APPLIED IOT  
ASPIRA  
ASPIRE TECHNOLOGY  
ATA GROUP  
BANK OF IRELAND  
BAUSCH & LOMB  
BD GENCELL  
BEMIS  
BENTLEY SYSTEMS  
BIMEDA HOLDINGS  
BIOSENSIA LTD  
BORD NA MÓNA  
CADBURY  
CAPPA AT CIT  
CBE  
CIRCA GROUP  
COILLTE  
COMMSCOPE  
CONTRACTING PLUS  
COOK MEDICAL  
CORA SYSTEMS  
CORK INSTITUTE OF  
TECHNOLOGY  
DAIRY PROCESSING  
TECHNOLOGY CENTRE  
DAIRYGOLD FOOD  
INGREDIENTS  
DCU INVENT  
DELL EMC

DEPARTMENT OF BUSINESS,  
ENTERPRISE AND INNOVATION  
DESIGN PARTNERS  
DEVEIRE  
DIAGEO  
DIT SCHOOL OF MECHANICAL  
AND DESIGN ENGINEERING  
DOLMEN  
DUNDALK INSTITUTE OF  
TECHNOLOGY  
EIRGEN PHARMA  
ELECTRIC IRELAND  
ENTERPRISE IRELAND  
ERICSSON  
ESB  
EXCELSYS TECHNOLOGIES  
FÁILTE IRELAND  
FEXCO  
FIDELITY INVESTMENTS  
FIREBLOCK  
FLEX  
FORMIUM CONSULTING LTD  
GEOSOLUTIONS  
GLEN DIMPLEX  
GMIT  
HENKEL IRELAND OPERATIONS  
& RESEARCH  
HEWLETT PACKARD  
IDA IRELAND  
INNOVOTEC  
IRISH DISTILLERS PERNOD  
RICARD  
IRISH LIFE HEALTH  
KEOHANE SEAFOODS  
KERRY  
KINGSPAN  
KORA HEALTHCARE  
KPMG  
LAYA HEALTHCARE

LEAN UNLIMITED  
LERO - THE IRISH SOFTWARE  
RESEARCH CENTRE  
LIFE SCIENTIFIC  
LIFES2GOOD  
LOGITECH IRELAND SERVICE  
MARIGOT LTD.  
MARINE INSTITUTE  
MARINOCHEM LTD.  
MASTERCARD  
MAYNOOTH UNIVERSITY  
MCCP  
MCNULTY PERFORMANCE  
MEAGHER'S PHARMACY  
GROUP  
MEDTRONIC  
MERCURY ENGINEERING  
MERIT MEDICAL  
MERLYN  
MICROSOFT IRELAND  
MINTEQ EUROPE LIMITED  
MOOG  
MORGAN MCKINLEY  
NATIONAL COLLEGE OF  
IRELAND  
NOKIA BELL LABS  
NOVAUCD  
NUI GALWAY  
NUTRIBIO  
ORIEL MARINE EXTRACTS  
P4ML  
PEPSICO  
PIVOTAL LABS  
QUEENS UNIVERSITY  
RATHBEAU TECHNOLOGIES  
LIMITED  
REALTIME RECRUITMENT  
RENEW HEALTH LTD

SHANNON APPLIED  
BIOTECHNOLOGY CENTRE  
SHIRE PHARMACEUTICALS  
SIEMENS  
SILVER HILL FOODS  
STILLWATER  
COMMUNICATIONS  
STRATEGIC BANKING  
CORPORATION OF IRELAND  
STRYKER  
SYNECCO  
TANCO AUTOWRAP LTD.  
TAOGLAS LTD.  
TE LABORATORIES  
TECHNOLOGY GATEWAYS  
TEKENABLE  
TELEFLEX  
THINKBUSINESS.IE  
THORNTON GROUP  
TOMKINS (PATENT ATTORNEYS)  
TRACO POWER SOLUTIONS  
TRANSITIONS OPTICAL LTD  
TRICEL  
TRINITY RESEARCH &  
INNOVATION  
ÚDARÁS NA GAELTACHTA  
UNIVERSITY OF LIMERICK  
VEARSA  
VHI HEALTHCARE  
VIATEL  
VITALOGRAPH  
VOYA  
WATERFORD INSTITUTE OF  
TECHNOLOGY  
WINES AND SPIRITS  
WISETEK SOLUTIONS LIMITED  
WOOD





# Some Highlights from the 2017 IRDG Business Calendar

Nationwide, diverse themes, facilitating people to connect and share, and designed to suit those in all functions and sectors who are involved in business Research, Development & Innovation.

Visit [www.irdg.ie](http://www.irdg.ie) to browse through our photo gallery.



Learning from the best. Practice visit to DairyMaster, May



Design Thinking Ireland Conference June



Financing & Driving Innovation, Galway, February



DCU Alpha hosting Smart Connected Devices, June



Exhibitor at Smart Connected Devices, Dell EMC, Limerick, September



Design Thinkers at the Masterclass Finale, Broadlake, June



Sharing Experiences at R&D Tax Credit & KDB Seminar Limerick, Sept





Designing the Future. Masterclass participants at IBM, May



Visit of U.S. Kellogg Innovation Network to Medtronic, September



Potsdam D-School at Design Thinking Ireland Conference, June



A tasty treat during Innovation visit to Silver Hill Foods, August



A full house at the R&D Tax Credits & KDB Seminar, Dublin, March 2017



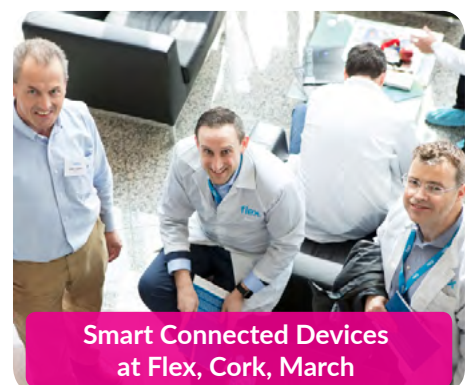
Kicking off Lean Product Development Autumn Programme



Hard work pays off! Final Projects - LPD Programme



Deep diving with R&D Tax Credit Clinics



Smart Connected Devices at Flex, Cork, March



# Exhibitors



## Centre for Advanced Photonics and Process Analysis (CAPPA)

Liam Lewis, Centre Manager [liam.lewis@cit.ie](mailto:liam.lewis@cit.ie) [www.cappa.ie](http://www.cappa.ie)

The Centre for Advanced Photonics and Process Analysis (CAPPA) is an Enterprise Ireland funded Technology Gateway aimed at delivering experienced R&D solutions for industry. The Centre's core skills revolve around using Photonics (light and light based) and Optics platforms to add value to areas such as process analysis and control, product design and development and sensing and measurement. Photonics technologies are applicable across a wide range of industries and the centre has projects in diverse areas such as

- Medical and Biomedical
- Food and Beverage
- Dairy and Agriculture

The centre also assists industry in accessing national and EU funding from a variety of sources.

@cappa\_cit



## TEKenable Ltd.

Peter Rose, CTO [peter.rose@tekenable.ie](mailto:peter.rose@tekenable.ie) [www.tekenable.ie](http://www.tekenable.ie)

Established in 2002, TEKenable is providing Digital Transformation services— Customer Engagement, Employee Empowerment, Operational Optimisation and Product Transformation through the application of Consulting, Off the shelf software, Bespoke Software and Sectoral expertise in Financial Services, Agri-Food, Public Sector and Health Care to Medium, Enterprise and Start-up businesses. We are Irish, ISO:9001:2015 certified, a long-term Microsoft Gold and Silver partner but happy in Java and Open Source as well and totally committed to our customer's success, ask them or ask us!

@tekenable



## DIT Hothouse

Linda Moloney, Marketing Manager [linda.moloney@dit.ie](mailto:linda.moloney@dit.ie) [www.dit.ie/hothouse](http://www.dit.ie/hothouse)

DIT Hothouse is the award-winning Innovation and Knowledge Transfer Office at Dublin Institute of Technology, responsible for the commercialisation of intellectual property arising from DIT research. DIT Hothouse is the hub of innovation and technology transfer activities in DIT, the place where business meets innovation. DIT Hothouse has a range of spinout technologies available to industry across Life Sciences, Food, ICT, Software, Industrial Technology, Manufacturing and Clean Technologies. Our team works with students, lecturers and research teams across DIT as well as with entrepreneurs, industry leaders and investors. Through the DIT Hothouse New Frontiers Startup Programme, we provide a startup incubator for innovative and promising startup companies.

@DITHothouse



## Trinity College Dublin, the University of Dublin

Audrey Crosbie, Industry Liaison Manager [acrosbie@tcd.ie](mailto:acrosbie@tcd.ie) [www.tcd.ie/Innovation](http://www.tcd.ie/Innovation)

Trinity is committed to supporting industry – from SMEs to MNCs, from short term projects to long term on-going collaborative projects. In a national or international context, we work collaboratively with industry stakeholders and agencies to share infrastructure and expertise, tackle industry relevant research challenges, problems, or address grand challenges. Trinity Research & Innovation is the unit within College that manages intellectual property, supports campus companies and builds external relationships to facilitate academic-industry research collaborations. The aim is to ensure transfer of technology and knowledge from Trinity to external entities for societal and economic benefit.

@TrinityResearch





## Bemis Healthcare Packaging

Colm Flood, Sales Manager [cgflood@bemis.com](mailto:cgflood@bemis.com) [www.bemis.com/healthcare-packaging](http://www.bemis.com/healthcare-packaging)

Bemis Healthcare Packaging provides high-quality, engineered packaging solutions tailored for the protection of your cutting edge medical devices, sensitive drugs and sophisticated diagnostic systems. We specialize in the manufacture of co-extruded, laminated and flexible films, foil barrier laminations, pouches, bags, thermoformed trays, lids, labels, heat seal coated DuPont™ Tyvek® and medical grades of paper. We also provide ISO 17025 accredited, independent testing service in our Bemis Laboratory Services facility.

Our 100% Healthcare Packaging dedicated plants means we are better able to provide the materials you need for the efficacy of your product.



## University of Limerick Technology Transfer Office

Paul Dillion, Director Technology Transfer Office [paul.dillion@ul.ie](mailto:paul.dillion@ul.ie) [www.ul.ie/research](http://www.ul.ie/research)

The University of Limerick is an internationally focussed university with over 14,000 students. It is a young, energetic and enterprising university with a record of innovation in education and excellence in research and scholarship. The University has an established reputation for being Ireland's leading university in industry-led research. This has resulted in significant collaboration between our leading researchers and industry in key national centres including: Lero, SSPC, Confirm, iComp, DPTC & PMTC. The Technology Transfer Office (TTO) is responsible for supporting and developing the university's transfer of the university's expertise for the benefit of industry and the wider community.

@UL\_Research



## University of Limerick Graduate & Professional Studies

Helen Brown, Business Development Executive [helen.brown@ul.ie](mailto:helen.brown@ul.ie) [www.ul.ie/cpe](http://www.ul.ie/cpe)

The University of Limerick is an internationally focussed university with over 14,000 students. It is a young, energetic and enterprising university with a record of innovation in education and excellence in research and scholarship. Graduate & Professional Studies (GPS) at the University of Limerick delivers an extensive range of accredited professional and personal development programmes across all disciplines which are delivered flexibly to balance work and learning. Courses are designed to meet the needs of working professionals by up-skilling through academic content and building on existing skills and expertise. Many of our courses have been designed in collaboration with companies. Collaborating with GPS gives companies a leading edge on theoretical content which is applied in work-place settings involving industry based projects that provide significant benefits to the employer organisation. These ties with business ensure that GPS can tailor courses to provide graduates with the skills and knowledge that industry professionals are looking for.

@CPEUL



## Maynooth University Department of Design Innovation

Peter Robbins, Head of Department [peter.robbs@mu.ie](mailto:peter.robbs@mu.ie) [www.maynoothuniversity.ie](http://www.maynoothuniversity.ie)

Maynooth University's Department of Design Innovation has in recent years developed a deserved reputation for excellence and leadership in Design Thinking. We offer undergraduate programmes in Product Design and in Entrepreneurship and the flagship programme is our award-winning MSc in Design Innovation. Design and design thinking are at the centre of all of these programmes and we work very closely with industry, including many IRDG member companies, in developing commercial projects, in delivering workshops, seminars and even programmes or arranging placements or internships for students. This summer, our department won a prestigious EU tender to deliver a €1m Masters programme in Food Innovation for Bord Bia. If you want to develop an organisational competency in innovation and design, come and talk to us.

@MaynoothUni



@aiotgroup

## Applied IoT - an Enterprise Ireland Technology Gateway cluster

Tom Fitzmaurice, Business Development Coordinator [tom@aiot.ie](mailto:tom@aiot.ie) [www.aiot.ie](http://www.aiot.ie)

Applied IoT is an Enterprise Ireland Technology Gateway Cluster operating across many sectors which can benefit from applying new and existing Internet of Things technologies. Technology Gateways is run by Enterprise Ireland in partnership with 11 Institutes of Technologies nationwide. The Applied IoT cluster consists of five gateways providing industry with access to nearly 300 industry focused researchers and engineers. Companies of all sizes and from all industry sectors investigating the integration of applied IoT solutions into their businesses are welcome to avail of our expertise in delivering world-class project support for new & innovative products, services and processes in the Internet of Things arena.



@emdcluster

## EMD Ireland - an Enterprise Ireland Technology Gateway cluster

Grainne Foley, Marketing Executive [grainne@emdireland.ie](mailto:grainne@emdireland.ie) [www.emdireland.ie](http://www.emdireland.ie)

EMD Ireland is an Enterprise Ireland Technology Gateway Cluster operating within the engineering, materials and design sector. Technology Gateways is run by Enterprise Ireland in partnership with 11 Institutes of Technologies nationwide. EMD Ireland consists of six gateways providing a range of expertise for companies who are looking to access research and development in areas such as precision engineering, biotechnology, polymers, protective coatings, prototype design, medical imaging technologies and 3D metal additive manufacturing.



@AspiraHQ

## ASPIRA

Clodagh Geary, Business Manager [clodagh.geary@aspira.ie](mailto:clodagh.geary@aspira.ie) [www.aspira.ie](http://www.aspira.ie)

Aspira is a Consulting and Enterprise IT Company, providing clients with the resources and technology they need to deliver their projects. Our Consulting and Training Services include Project Management and Business Analysis, which leverage the team's Software Development and Testing offerings. All of this is supplemented by our Managed IT Service team with certification across multiple technologies.

With offices in Dublin and Cork, Aspira has the people, expertise and experience to work with you to identify the solutions you need, and deliver those solutions on time and on budget.



Waterford Institute of Technology

@waterfordit

## Waterford Institute of Technology

Dr. James O'Sullivan, Technology Transfer Manager [josullivan@wit.ie](mailto:josullivan@wit.ie) [www.wit.ie/tto](http://www.wit.ie/tto)

Waterford Institute of Technology's Technology Transfer Office is the first point of contact for companies seeking to find opportunities to collaborate with leading research groups. WIT is committed to providing a research and development environment to support industry in the southeast and throughout Ireland. WIT collaborates across a spectrum of industries from multinationals to SME and entrepreneurs, in a range of disciplines such as microelectronics, precision engineering, biomedical, pharmaceutical, food, ICT, amongst many other services.



@DolmenDesign

## Dolmen Innovation and Design

Martin Bruggemann, Director [mbruggemann@dolmen.ie](mailto:mbruggemann@dolmen.ie) [www.dolmen.ie](http://www.dolmen.ie)

Dolmen uses design thinking to better understand your key customers and deliver world class, breakthrough, internationally award-winning products and services with the aim of boosting your revenue, profit and competitive advantage.

We generate IP rich solutions for our clients with lean product development underpinning everything that we do. We make ideas work. Imagine what we could do for you.



 Maria Johnston, Operations & Enterprise Development Manager  [maria.johnston@dcu.ie](mailto:maria.johnston@dcu.ie)

 [www.dcuinvent.ie](http://www.dcuinvent.ie)

Invent is Dublin City University's Innovation and Enterprise Centre which stimulates engagement between industry and researchers at DCU. By working with companies and researchers, DCU Invent promotes innovation, knowledge transfer and commercialisation of DCU innovations through licensing and start-up companies. We provide the critical link between companies and the university and help entrepreneurs to identify suitable translational research opportunities, consultancy expertise and contract research options.

DCU Invent focuses on targeted collaborative projects with industrial partners. These projects match DCU's research expertise to market opportunities identified by partner companies and take advantage of significant state funding supports. Through this approach, we have a successful track record in helping companies develop new products and services in areas such as natural sciences, engineering and ICT.

@DCUInvent

 Joe Gibbs, Business Development Manager  [joe.gibbs@lero.ie](mailto:joe.gibbs@lero.ie)  [www.lero.ie](http://www.lero.ie)

Invent is Dublin City University's Innovation and Enterprise Centre which stimulates engagement between industry and researchers at DCU. By working with companies and researchers, DCU Invent promotes innovation, knowledge transfer and commercialisation of DCU innovations through licensing and start-up companies. We provide the critical link between companies and the university and help entrepreneurs to identify suitable translational research opportunities, consultancy expertise and contract research options.

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@leronews

 P.J. Moloney, Managing Director  [pj@p4ml.com](mailto:pj@p4ml.com)  [www.p4ml.com](http://www.p4ml.com)

P4ML will revolutionise the way we think and act upon our health, here in Ireland and further afield, by promoting the maintenance of wellness rather than the prevention of disease. Our vision is one of collective health intelligence – through the building of a global medical community, where data and knowledge is shared. Our mission supports the interconnectedness of clinicians, sharing data via a big data platform, to inform, empower, and transform health and wellness, both of a general and specific nature.

@p4ml

Precision medicine is predictive, preventive, personalised, and participative, allowing for the creation of a unique and personalised medical pathway for each individual.

 Gavin Rogers, R&D and Innovation Manager  [gavin.rogers@woodplc.com](mailto:gavin.rogers@woodplc.com)  [woodplc.com](http://woodplc.com)

Wood is developing innovative solutions using Virtual reality (VR). The technology represents a new era that is changing the way we conceptualise, learn, communicate and execute work in the modern workplace. The technology allows users to experience environments and learn through realistic scenarios in a controlled, safe, cost efficient and repeatable manner. Whether that is giving you the ability to walk around a virtual showroom or seeing the real life implications of safety in action; we can design and build bespoke VR solutions for our clients.

@Woodplc

Visit our stand to test the VR experience and find out how Wood can bring your concept to life.



### Taoglas Ltd.

Carol Faughnan, Marketing Executive [cfaughnan@gmail.com](mailto:cfaughnan@gmail.com) [www.taoglas.com](http://www.taoglas.com)

Taoglas is an international, Irish headquartered, company which provides a comprehensive range of external, embedded and base station antenna solutions for M2M applications such as Telematics / Automotive, Smart-Grid, Metering / Telemetry, Home Automation, Remote Monitoring and Medical applications. We are committed to continually researching new materials and improved antenna designs. Our surface-mount antenna range and flexible embedded products are unique in the industry.

Taoglas works with you to enable your company achieve the best possible performance from your wireless devices. We can custom-design to suit your individual needs or provide highly-economical off-the-shelf solutions.

@Taoglas



### NovaUCD, The Centre for New Ventures and Entrepreneurs

Tom Flanagan, Director of Enterprise and Commercialisation [tom.flanagan@ucd.ie](mailto:tom.flanagan@ucd.ie)

[www.ucd.ie/novaucd](http://www.ucd.ie/novaucd)

At NovaUCD, the hub for new ventures and entrepreneurs at University College Dublin, we nurture and support new high-tech and knowledge-intensive companies. At NovaUCD we provide purpose-built, state-of-the-art incubation facilities alongside a comprehensive business support programme for client companies. UCD's technology transfer team, which is responsible for the commercialisation of intellectual property arising from research and other knowledge-intensive activity at UCD, is also based at NovaUCD. NovaUCD has been funded through a unique public-private partnership that includes AIB Bank, Arthur Cox, Deloitte, Enterprise Ireland, Ericsson, Goodbody Stockbrokers, UCD and Xilinx.

@NovaUCD



OÉ Gaillimh  
NUI Galway

### National University of Ireland Galway

Kieran Ryan, Commercialisation Executive [kieran.a.ryan@nuigalway.ie](mailto:kieran.a.ryan@nuigalway.ie) [tto.nuigalway.ie](http://tto.nuigalway.ie)

Our aim is to do research that is recognised as being excellent, transformative, and relevant to societal and economic needs, while we train the next generation of researchers and entrepreneurs. The Technology Transfer Office team at NUIG supports talented innovators and entrepreneurs from industry and academia in translating their innovations into businesses and jobs. Our Business Innovation Centre is home to 36 companies, and over the last 10 years has supported the creation of around 800 jobs through the incubation of new companies. We also supporting various initiatives such as the BioExcel medtech accelerator, Blackstone Launchpad and the Explore Programme.

@nuiginnovation



### School of Mechanical and Design Engineering, Dublin Institute of Technology

Robert Simpson, Assistant Head of School [robert.simpson@dit.ie](mailto:robert.simpson@dit.ie)

[www.dit.ie/mechanicalanddesignengineering](http://www.dit.ie/mechanicalanddesignengineering)

We offer a wide range of programmes at all levels including PhD through research, Masters taught or by research, Professional Bachelor of Engineering (Level 8), B. Eng Tech (Level 7) and apprenticeship both traditional and new. Disciplines within the School include Mechanical & Manufacturing Engineering, Design; including Medical Device and Product Design, Automation Engineering, Engineering Systems Maintenance, Energy & Systems; including Building Services Engineering. The school provides apprentice education in Manufacturing, Welding, Fitting, Sheet Metalwork, Metal Fabrication, Plumbing, Air Conditioning and Refrigeration.

We are seeking to develop significant partnerships with Industry to enhance our teaching and research and opportunities for our staff, students and graduates.

Committed to building on our long-standing record of academic excellence and success, we believe in constantly improving the quality of our teaching, learning and research to deliver a student experience focused on education for employment.

@robsimpsondit



## Shannon Applied Biotechnology Centre, Limerick IT and IT Tralee

 Dr Tim Yeomans, Centre Manager  [tim.yeomans@staff.ittralee.ie](mailto:tim.yeomans@staff.ittralee.ie)  [www.shannonabc.ie](http://www.shannonabc.ie)

Shannon Applied Biotechnology Centre (Shannon ABC) is a collaboration between the Institute of Technology, Tralee and Limerick Institute of Technology, each contributing its own expertise to a synergistic partnership in this Enterprise Ireland funded Technology Gateway. Shannon ABC's mission is to contribute to and improve the competitiveness of Irish companies in the Biotech, Food and Life Science Industries through strategic short, medium and long-term partnerships, providing creative, innovative solutions to industry's challenges as well as access to our research based pipeline of commercially focussed technology offerings. Shannon ABC has developed significant expertise in bioresources – detection, identification, characterisation and valorisation - and collaborates with industry and other research centres in order to deliver this expertise in applied settings.

@shannonabc\_tim



## Action Point

 Simon Kennedy, Business Development Manager  [skennedy@actionpoint.ie](mailto:skennedy@actionpoint.ie)

 [www.actionpoint.ie](http://www.actionpoint.ie)

Action Point was founded in 2005 by close friends and technology enthusiasts, David Jeffreys and John Savage. Frustrated with the standard of technology services they experienced themselves they set out to build an IT team who could deliver an exceptional service. They had the foresight to see technology as a business enabler - when done right of course.

Their promise was simple; ensure clients had the IT infrastructure, systems and support they really needed to support their business. David and John now steer one of Ireland's fastest growing technology companies that understands the potential that technology can bring to business.

@ActionPointTech



## Fireblock

 Stuart Goodall, Sales Rep  [stuart.goodall@fireblock.ie](mailto:stuart.goodall@fireblock.ie)  [www.fireblock.ie](http://www.fireblock.ie)

Established in 1998 Fireblock is a manufacturer of hollow metal doors, metal door frames, Louvred ventilation systems, and glazed screens. Based in Ballymakeera Co. Cork, Ireland, we are part of the Firebird Group of companies.

Our product range includes, Fire Resisting, Acoustic, Blast and Security Doors and Glazed Screens. All products are tested and certified to both EN and BS Standards. The versatility of the Fireblock range allows easy integration in all forms construction designs. Fireblock products have many unique enhancement features for clean, ATEX, data storage, safety and medical grade finishes. We can offer anti-bacterial surface finishes, and Ironmongery to suite. Fireblock can also offer, access control, integrated locking, access monitoring and power operation. Discreet and integrated high security can be incorporated easily.

Creative Innovation and design have always been the main focus in the development of the Fireblock range of products, and we continuously look to improve our product range and customer service. Fireblock have a range of products designed specifically for many applications including Data Centres, Pharmaceutical and Food Processing industries.

@FireBlockDoors



## T.E. Laboratories Ltd

 John McGrath, Sales Director  [sales@tellab.ie](mailto:sales@tellab.ie)  [www.tellab.ie](http://www.tellab.ie)

Based in Tullow, Co Carlow. T.E Laboratories is an ISO 9001:2015 certified company. Formed in 1991, initially specializing in the analysis and treatment of fuel TellLab now boast a first-class INAB Accredited Environmental Laboratory, Ireland's Only Oil Analysis Laboratory, a Chemical Manufacturing Laboratory, and a Microbiological Laboratory in addition to our Fuel Laboratory.

Research & development plays an integral role within TE Laboratories. Research is carried out in all areas of the company's activities and TellLab continuously aims to be at the forefront of unique technology and research. We are currently involved in several funded projects as both partner and coordinator. These projects include multiple nationally funded research projects, three H2020 funded projects, and seven EU FP7 projects.

@TELaboratories



#RICE18

## Research & Innovation Conference & Exhibition 2018

Colin Murphy, Managing Director [colin@prempub.com](mailto:colin@prempub.com) [www.innovateireland.ie](http://www.innovateireland.ie)

The Research & Innovation Conference & Exhibition is the largest gathering of R&D Industry professionals from industry, academia and government on the island of Ireland. The 100+ speaker line up over 8 stages includes industry leaders from sectors such as pharma, medtech, biotech, life sciences, energy & Environment, food & agri, health, transport, chemical, ICT etc. These leading speakers will deliver compelling case studies, technical presentations and highly topical presentations that can equip you with the knowledge needed to push forward your own research and innovation and be part of creating a more innovative Ireland. Date: 14th March 2018, Citywest.



@Entirl

## Research & Innovation Conference & Exhibition 2018

Debbie Nolan, In-Company R&D Supports [debbie.nolan@enterprise-ireland.com](mailto:debbie.nolan@enterprise-ireland.com)

[www.enterprise-ireland.com](http://www.enterprise-ireland.com)

Enterprise Ireland's Research & Innovation Division provides supports for both companies and researchers to develop new technologies and processes that will lead to increased sales and exports. Our new financial offering in Research Development and Innovation provides support to companies, wishing to expand their markets or increase their competitiveness through the development of new or improved products and processes. The new Fund offers a fast, flexible and simplified application process and quicker approval turnaround times. Our new Agile RD&I Grant is aimed at smaller R&D projects and is targeted at clients who have not undertaken R&D before or who are operating in sectors with short product life cycles and with a requirement for rapid product development.

- RD&I performing clients who received our in-company RD&I support on average have better turnover and exports than those RD&I performing clients who did not receive this support (36% more export sales, 23% more total sales).
- RD&I performing clients who received both in-company and collaboration RD&I support on average have better turnover and exports than those RD&I performing clients who did not receive these supports (67% more export sales, 52% more total sales).



@SBCIreland

## Strategic Banking Corporation of Ireland

John Madigan, Head of Products [John.Madigan@sbc.gov.ie](mailto:John.Madigan@sbc.gov.ie) [www.sbc.gov.ie](http://www.sbc.gov.ie)

Providing access to lower cost finance lies at the heart of the Strategic Banking Corporation of Ireland (SBCI) mission. The SBCI was set up in late 2014 to address issues SMEs were facing in the credit market in Ireland following the banking crisis. Specifically, the SBCI was put in place to secure sources of longterm lower cost funding for SMEs. SBCI finance is available to businesses in almost every sector of the Irish economy, and we encourage any SME that has not thought about an SBCI loan to consider the benefits our finance can bring. The benefits for businesses that secure loans through SBCI include a lower cost and potentially more flexible repayment periods, delivering cashflow benefits to SMEs.

Up to the end of June 2017, the SBCI had supported 21,132 Irish SMEs with loans totalling €855 million. These SMEs employ over 106,728 people. In addition, the SBCI has guaranteed an additional €150 million in lending to the agricultural sector in Ireland through the agricultural cash flow support loan scheme. You can find further information on how to apply for SBCI loans and our contact details on our website.



@design\_partners

## Design Partners

Kevin Mitchell, New Business Development [kevin@designpartners.com](mailto:kevin@designpartners.com)

[www.designpartners.com](http://www.designpartners.com)

Design Partners are a global strategic product and interaction design consultancy, with dedicated divisions specialising in the design of Professional, Healthcare and Consumer solutions. For over 30 years, our multi-disciplinary team has been tuning-in to the needs of ambitious clients to bring best-selling and award-winning product experiences to life. Our combined design, UX, engineering and prototyping capability drives an integrated approach to deliver a complete, end-to-end product development cycle. Design Partners are certified to ISO13485 and ISO9001.





## IDA Ireland

[www.idaireland.com](http://www.idaireland.com)

IDA Ireland is Ireland's inward investment promotion and development agency. The agency partners with overseas companies to secure new investment in Ireland and collaborates with existing foreign investors in Ireland to help them expand and develop their operations in Ireland.

IDA Ireland works with a portfolio of over 1300 overseas company operations in Ireland across a myriad of industry sectors from Technology, Life Sciences, International Services and Financial services. Today 16 of the world's top 20 Software companies, 8 of the top 10 US ICT companies, all of the top 10 Pharmaceutical companies and 20 of the world's top 25 Financial Services companies have established operations in Ireland.

These companies employ 200,000 people in Ireland, the highest level on record.

@IDAireland



## Dell EMC, OEM & IoT

Dermot O'Connell, VP and GM of OEM & IoT Solutions, EMEA [Dermot\\_O'Connell@Dell.com](mailto:Dermot_O'Connell@Dell.com)

[www.dell EMC.com](http://www.dell EMC.com)

Accelerate your time to market leveraging Dell OEM expertise. Since 1999, Dell Global OEM Solutions has been working with companies around the world, in over 40 industry verticals, to help them go to market more efficiently by building Dell's hardware, software and services into their own solutions. And with support in over 180 countries, Dell OEM has the breadth to help securely manage and support all solutions around the world. By managing the technology, design, manufacturing, distribution and support for your solution, we give our customers more time to focus on their own customers and bring the optimal solution to market – a solution backed by Dell's Tier 1 quality and global service.

@DellOEM



## Cora Systems

Philip Martin, CEO, Cora Systems [pmartin@corasystems.com](mailto:pmartin@corasystems.com) [www.corasystems.com](http://www.corasystems.com)

Cora Systems is headquartered in Ireland with regional offices in Washington, DC and London (UK). It gives project managers and C-level execs the control, governance and insight to make better decisions. Every day, over €10 billion worth of projects are managed on Cora's platform, supporting hundreds of thousands of users across multiple locations in 50+ countries around the globe. Cora Systems provides project management solutions to several vertical industries, including public sector (e.g. City of London); life sciences (Allergan Pharmaceuticals); engineering and construction (Honeywell Building Solutions); and healthcare (UK's NHS and largest transformation programme in history of Irish state HSE).

@corasystems



## KPMG

Ken Hardy, Partner [ken.hardy@kpmg.ie](mailto:ken.hardy@kpmg.ie) [www.kpmg.ie/rd](http://www.kpmg.ie/rd)

KPMG's R&D Incentives Practice assists companies in the preparation of R&D tax credit and knowledge development box claims. Established in 2004, we are Ireland's largest, longest-established and most experienced specialist R&D tax credit practice. Our dedicated multidisciplinary team, comprising tax, finance, science and engineering professionals, has the expertise and experience required to help ensure our clients claim their proper entitlement and submit robust claims to Revenue. We engage regularly with all relevant stakeholders, including taxpayers and Government, and have authored the only books on the subject, published by the Irish Tax Institute.

@kpmg



## IRDG Innovation Network

Denis Hayes, Managing Director [denis.hayes@irdg.ie](mailto:denis.hayes@irdg.ie) [www.irdg.ie](http://www.irdg.ie)

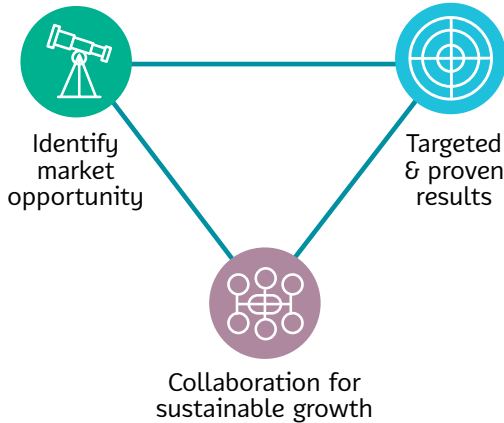
Visit our stand for more information on IRDG services to members across our 5 pillars - Representation, Funding & Support, Innovation Networking, Collaboration & Learning. Book an appointment for one of us to come and visit your business for a one-to-one consultation or overview to your wider team. Get up to date on R,D & I Funding and R&D Tax Credits supports, including seminars and clinics. Learn about our Design Thinking Masterclass, Lean Product Development programme, our internet of things series Smart Connected Devices and our Innovation Practice Groups. Enquire about our Members Question Time service for all members. Put your name down to be a host in 2018. Share some suggestions as we plan forward!

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## Waterford Institute of Technology Research Excellence



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Pharmaceutical & Molecular Biotechnology Research Centre  
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Waterford Institute of Technology  
INSTITIÚD TEICNEOLAÍOCHTA PHOIRT LAIRGE



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# In Appreciation



IRDG is a non-profit group, led by a Board of Directors, representing member companies. We operate as a totally independent organisation, and rely on members subscriptions to fund our activity.

Given the significance of our 25th Anniversary Conference this year, and the scale of the event, we decided to reach out on a once-off basis and invite some key support.

Enterprise Ireland, in recognition of IRDG's contribution to the business innovation community in Ireland over the last 25 years, has kindly come in behind us on this occasion. We are extremely grateful to them for doing so, and indeed for their ongoing support.

## The IRDG Team



**Arralis saw a gap  
in the market.**

**We helped them  
fill the space.**

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**IRDG is Ireland's leading non-profit, business-led Innovation Network of member companies and colleges, working together to drive excellence in Innovation within Ireland's industry to create growth, jobs and prosperity.**

- Innovation Network
- Growing membership
- Members are Companies & Third Level Colleges
- Combination of Irish & Multinational Industry
- Led by Industry
- All Sectors & Sizes of Business
- Key Interest for all Members: Research & Innovation

### **SERVICES TO MEMBERS UNDER IRDG'S 5 PILLARS:**

- 1. Representation**
- 2. Funding & Support**
- 3. Innovation Networking**
- 4. Collaboration**
- 5. Learning**

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