

LEADING INNOVATION

FOR

BUSINESS GROWTH

IRDG Annual Conference 2018

23rd October 2018 | Lyrath Estate, Kilkenny





Welcome

Leading Innovation for Business Growth

I would like to extend a warm welcome to IRDG's premier Innovation event of 2018.

With Leadership and Innovation as core themes we've invited 11 influential speakers from Ireland, USA and the UK to inspire and share their vast experience with you.

Last year we celebrated our 25th anniversary in Croke Park, this year we have deliberately moved to Kilkenny, once the medieval capital of Ireland.

Today is a great opportunity to bring all our member companies to one location, making great connections and doing good business.

Please make the effort to meet those fellow IRDG members who are leading innovation across all industry sectors in Ireland - food, software, pharma, engineering, financial services, medical devices, construction, education, technology and more. This is a time to be inspired by the very best and to help you to lead future innovation for your business growth.



2018 has been another successful year for IRDG thanks to your continued support. As a membership-based innovation network we are:

- 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 for Agencies to engage with members
- Active under 5 Pillars Representation, Funding & Support, Innovation Networking, Collaboration & Learning
- Growing steadily growth from 70 to over 250 members over the last 6 years, and continuing to expand
- Sustainable 26 years old!

It is my absolute pleasure to welcome you here today. 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





TIME	AGENDA ITEM
8.00	Registration, Networking & Refreshments
9.00	Welcome Denis Hayes - Managing Director, IRDG
9.20	Opening Address Donal Tierney - Chairperson IRDG & CEO Bimeda Holdings
9.30	Supporting Innovation for Business Growth Julie Sinnamon - CEO, Enterprise Ireland
9.45	Creating Conditions for Innovators to Thrive Holly O'Driscoll - Former Global Design Thinking Leader at Procter & Gamble, Founder & CEO at Ampersand Innovation, LLC
10.30	It's all about the Experience Barry Hoyne - Commercial Director, Merlyn
10.50	Innovation for Growth – The EirGen Way Patsy Carney - CEO & Founder, EirGen Pharma
11.10	Innovation Networking
11.50	Serial Entrepreneur - Bringing Innovations to Reality Louise Grubb - CEO & Co-Founder, TriviumVet
12.10	Innovating on the Edge Brian McCabe - Global Client COO, Head of Innovation EMEA, State Street
12.30	Re-Imagineering Value Chains with Exponential Technologies Cillian Leonowicz - Director, Deloitte's EMEA Blockchain Lab
13.00	Drawn to Kilkenny - Nurturing evergreen content from creative minds Paul Young - Founder & CEO, Cartoon Saloon
13.30	Innovation Networking Lunch
14.30	Human Scale Innovation. Until now. And next. <i>Philip Moynagh</i> - CEO, Electrina Ltd
14.50	Abbott: A Culture of Breakthrough Invention Margaret Morrissey - Country HR Director, Abbott Ireland
15.10	Treat time
15.30	Why Should Anyone Be Led By You? Gareth Jones - Visiting Professor at the IE Business School, Madrid, and a Fellow of the Centre for Management Development at London Business School
16:45	Closing Words & Goodbyes



Leadership, Change and Uncertainty

By Gareth Jones

Fellow of the Centre for Management Development at London Business School & a visiting professor at INSEAD, Fontainebleau and IE Business School

It has become a common place of organisational life to claim that we are living in a highly volatile environment where change is constant and uncertainty is a permanent feature of life. It is certainly true that rates of scientific and technical change are extremely fast and accelerating – artificial intelligence, nano technology, genetics, stem cell research, blockchain – will all greatly affect the way we live our lives and the way we work. However, I'm not entirely convinced of this argument about volatility. I was comparing my life with that of my mother. She lived through 2 World wars, a general strike, a civil war in Ireland, the Korean war and the Cold war. My life in contrast seems to have been characterised by almost unbroken quietude.

There is a more fundamental observation to be made about leadership in a changing world. While we can concede the speed and power of technology, just think how slow human evolution is. We are very like the people who walked the earth ten thousand years ago. So let's focus on some leadership constants.

Firstly, leaders read context. They collect soft information which gives them insights into the way their organisations are really functioning. They walk into the Cork office and can tell quickly that morale is a little low, or they ask why things seem to be buzzing in the finance department. This aspect of leadership can't be replaced by management information systems or the latest fad big data. The good news is that situation sensing is a skill which can be improved. Try keeping a little diary of your observations of the workplace, nothing too demanding, just 10 minutes at the end of the day. The very act of recording your observations will raise and sharpen your antennae.

Secondly, leaders were and will remain compelling communicators. Indeed, in a world of Twitter, Instagram and the rise of digital communication platforms, the imperative to be a compelling communicator is even greater. Otherwise your voice is lost in the noise.

But what should leaders communicate? The most important thing is to paint a vision of the future, to give people coping with change some idea of where we are headed. Closely



related is that they provide a sense of purpose, they answer the question "what is this organisation really for?" Our recent research shows that the desire for a sense of purpose is increasing amongst the young but is present across all ages. Leaders also communicate values. The guiding principles which regulate and inform our behaviour at work. Recent scandals in both the private, public, charitable and sporting arenas have made the issue of values absolutely central. And leaders do more than communicate values – they live them. Leaders are exemplars of organisational culture.

Finally, it was true and still is that people want to be led by a real person who they can trust. A lot follows from being a real person – real people bleed, sometimes cry and have weaknesses. Many executives don't take their real selves to work, rather they role play through the week in the hope that they can rediscover their humanity at the weekend. They are destined to fail – and this helps to explain the epidemic of executive stress. Whether we like it or not, we will spend the bulk of our adult waking lives at work. It had better be a place where you can be yourself.

Yes, change is all around us, but for leaders there are also constants. The challenge is to be yourself, but skilfully and in context.



Why Design Thinking Is Good Business Thinking

By Holly O'Driscoll

Former Global Design Thinking Leader at Procter & Gamble, Founder & CEO at Ampersand Innovation, LLC

What if the boardroom moved outside and became a place for doing instead of meeting? It's already happening. Decision making, strategy, and direction setting are all important parts of any executive's role. However, being customer centered, in touch with employees, and learning quickly via rapid prototyping and iteration are fundamental expectations of a modern business leader. Today's leaders must invite diverse perspectives, work collaboratively, and be open to being wrong—not your typical boardroom behaviours.

After spending more than 20 years in the consumer products industry and as founder and CEO of Ampersand Innovation, LLC, I've observed that the most successful leaders are the ones who bring an open and curious mind to any challenge. Successful leaders apply business acumen and a human-centered approach in all they do—they demonstrate mastery of both business thinking and design thinking.

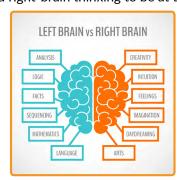
Why "Business Thinking" Is No Longer Enough

Today's problems require a new way of thinking to inspire creative solutions. The best solutions are inspired by people and the real-life struggles they face every day. For example, imagine a business has a need to come up with a new idea for a chair. Traditional business thinking sticks with the notion that the solution must be a chair, and likely a better chair. Design thinking asks how might we design a better sitting experience and then proceed to observe people sitting in all sorts of environments to inform possible solutions. The end result might not look like a chair at all.

Never in business school did I hear the words "user experience," "prototype," or "empathy." Not once. Meeting in the boardroom to discuss numbers and strategies used to be enough. The rise of brands like Zappos, Netflix, and Tesla have given the world a new appreciation and expectation for human-centeredness. These relatively young companies have mastered the art of creating legendary customer experiences, albeit in very different ways. These companies have raised the bar on expectations for just about everything in life.



The boardroom isn't going away anytime soon, and neither is the need to be laser focused on customer experience. Today's business leaders need to be both in the boardroom and out doing something—engaging with people to empathize, prototype, and learn faster. They need to use both left- and right-brain thinking to be at their best.



In today's user-centered marketplace, neither business thinking nor design thinking alone will deliver winning business outcomes. The current environment requires both. So don't wait another quarter, or another day. Surprise your team by taking your next boardroom meeting outside. Go do instead of just talk or think. Get into the minds of your customers to discover your next big idea, and earn a place in their hearts.

(Extract from longer feature titled "Why Design Thinking Is Good Business Thinking)



Speakers



Holly O'Driscoll

Former Global Design Thinking Leader & Innovation Strategist | Procter & Gamble, USA

Holly is an industry expert in the field of Design Thinking and human centered innovation. She has built the capability of thousands of people around the globe in the method and mindset of Design Thinking. In her role as Global Design Thinking Leader at Procter & Gamble, she programmed and facilitated more than 250 Design Thinking experiences, often at the request of C-suite executives. Holly's passions include problem framing, applying design thinking to organizational strategy, leadership philosophy and creating conditions that allow human creativity and curiosity to thrive.

Throughout her 20+ year career, Holly has built a reputation as a master human centered innovation strategist, trainer and facilitator. She is the founder and CEO of Ampersand Innovation, LLC; a design thinking and human centered innovation strategy consultancy focused on unleashing the potential of people and ideas.

Holly is the faculty chairperson of the Rutgers University Design Thinking Executive Education program and the lead instructor. She has guest lectured on the topic of Design Thinking at The Parsons School of Design, Harvard Business School, Stanford University's Graduate School of Business, Michigan State University, University of Toronto's Rotman School of Business, and more. In January 2018, she was named one of Michael Bloomberg's Design Thinking Coaches for the Bloomberg Philanthropies USA Mayor's Challenge project.

In addition, she has contributed to several books including Tom Wujec's The Future of Making, David Dunne's Design Thinking at Work, Thomas Lockwood's Innovation by Design. She is working on her own book about Design Thinking and leadership. She holds a BA in Chemistry and a MBA from Thomas More College and lives in Cincinnati, OH with her husband and 4 children.



Gareth Jones

Expert in Business Culture & Creativity

Gareth is a passionate author, professor and speaker who specialises on the topics of leadership, culture and creativity. With a bestselling book and an influential consulting firm in his repertoire, he is a lively communicator and true inspiration for audiences who want to become better leaders.

Gareth is a Fellow of the Centre for Management Development at London Business School and a visiting professor at INSEAD, Fontainebleau and IE Business School (Instituto de Empresa) in Madrid.

In a career that has spanned both the academic and business worlds, Gareth was director of human resources and internal communications at the British Broadcasting Corporation (BBC); and at Polygram, then the world's largest recorded music company, he was senior vice president for global human resources.

Gareth is one of the world's leading speakers and consultants in businesses where creativity is critical to success. This includes science-based businesses like pharmaceuticals, professional services firms and media companies.

Gareth's interests are in organisational design, culture, leadership and change. He has published several books and won the prestigious McKinsey Award for the best article in HBR entitled 'Why Should Anyone be Led by You'.





Denis HayesManaging Director | IRDG

Denis has been Managing Director of the IRDG (Industry Research & Development Group) since late 2011. He has over 30 years' experience in the fields of research, development and innovation. During this time he has worked for leading brand companies and been involved in a variety of new market activity, product launches and product renovation. Denis began his working life with the Medical Research Council before embarking on a career in industry. Starting with Biocon Biochemicals he progressed on to Cadburys, Waterford Foods, Glanbia and Heinz and more recently C&C Group / Bulmers. There he spent 10 years as Innovation & Technical Director with full responsibility for technical operations including research, development and innovation across the core brand and other portfolio products. Denis holds Master degrees in both Biochemistry and Food Science in addition to an MBA.



Donal TierneyChairperson IRDG & CEO | Bimeda Holdings

Donal 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.



Julie SinnamonCEO | Enterprise Ireland

Julie is CEO of Enterprise Ireland. Prior to her appointment to CEO in November 2013, Julie held a number of senior public sector positions, spanning a 30 year career in Enterprise Ireland and IDA Ireland.

Julie is a member of the Board and Investment Committee of Enterprise Ireland. Julie has served on the Investment Committee of the Irish Strategic Investment Fund, part of the National Treasury Management Agency, since 2015, having been appointed by the then Minister for Finance, Michael Noonan. She is a Board member of both Social Entrepreneurs Ireland and The Young Scientist & Technology Exhibition Limited and a member of the National Competitiveness Council. Julie is a business graduate of the University of Ulster, has a Masters in International Business (Fordham and IMI) and is a graduate of the Stanford Executive Programme, USA.



Barry HoyneCommercial Director | Merlyn

Barry is the Commercial Director at Merlyn Showering, a multi award-winning Kilkenny based company who design and sell shower enclosures in Ireland, UK and French markets. Merlyn Showering have gone from a start-up in 2000 to becoming the No. 1 supplier of premium showering enclosures and trays to the UK's residential, commercial and hospitality sectors. At the heart of Merlyn is a simple ethos – to deliver on everything we promise to our customers. Barry comes from an engineering background. He began working with Merlyn in 2004 where he was responsible for the new product development team, relocating and setting up a new supply chain and putting in place a team of engineers in charge of the production, quality and new product development process. From there he has moved into his current role as commercial director responsible for product pricing, the new product pipeline and an in-depth understanding of the customer and consumer needs through customer insights. These insights have provided invaluable for not just new product development but also for sales, marketing and the overall customer and consumer experience. Merlyn have just been awarded the prestigious red dot design award this year for one of the newly developed Arysto shower enclosures.



Patsy Carney
CEO & Co-Founder | EirGen Pharma

Patsy is the CEO and co-founder of EirGen Pharma, a Waterford based pharmaceutical company specialising in the development and commercial supply of high potency pharmaceutical products including a number of oncology products. Established in 2006 by Patsy and Tom Brennan, EirGen has grown rapidly and now exports products to over 40 countries worldwide including all of EU, US, Canada, Japan from its state of the art high containment facility. The facility is licensed by the Irish HPRA, FDA and Japanese PMDA regulatory authorities. In May 2015, EirGen Pharma was acquired by OPKO Health Inc, a US based pharmaceutical company and continues to go from strength to strength as the global centre of excellence for R&D and Supply Chain. In 2018, a state of the art R&D facility has come online to support the product development pipeline for the corporation across multiple dosage forms including injectable, oral solid dose and dry powder inhalation products.

Patsy has over 30 years' experience in the pharmaceutical industry and has held senior positions in a number of Pharma companies in Ireland and UK in both operations and business development prior to establishing EirGen Pharma in 2005. He has a BSc. in Industrial Chemistry and an MBA from the University of Limerick.



Louise GrubbCEO & Co-Founder | TriviumVet

Louise is former CEO and co-founder of NutriScience (veterinary nutraceutical manufacturing business) and Q1 Scientific (stability storage for the pharmaceutical industry) which is growing rapidly and was a finalist in the 2016 Ernst & Young Entrepreneur of the Year Awards.

Louise brings over 20 years' experience of the veterinary and pharmaceutical industry to her role as CEO of TriviumVet. A trained dietitian with Bachelor of Science in Nutrition and Dietetics from Trinity College Dublin and a Masters in Marketing from Dublin City University, Louise has a track record in bringing veterinary pharmaceuticals through development to regulation and market launch.



Brian McCabeGlobal Client COO & Head of Innovation EMEA | State Street

Brian has 21+ years' experience in the funds industry, both in Ireland and internationally and has extensive experience in areas including; operations, client-take, client servicing and product development.

Currently he holds the position of Client Global COO & Head of Innovation for EMEA, and more recently was Head of Product for EMEA and the strategic relationship owner for Transfer Agency across Europe. In addition to his innovation role he led the completion of the FinTech Strategy for Ireland, a cross-country industry/government initiative. This now forms part of Ireland's FinTech 2020 strategy. Prior to returning to State Street in 2015 he was Head of Securities Services for Ireland & Guernsey for HSBC Securities Services. Prior to this he was General Manager and Head of Operations for State Street Poland.

Brian holds a BA (Hon) Business Studies Degree from the University of West Glamorgan, Wales. Brian is an Irish native, born in Dublin and currently living and working in Dublin, Ireland.



Cillian Leonowicz

Director in Consulting & Head of Business Development | Deloitte's EMEA Blockchain Lab

Cillian is a Director in Deloitte's Consulting practice and leads Business Development for the firms EMEA Blockchain Lab. Cillian's work at Deloitte has included the development of the Irish Funds Regulatory Reporting Blockchain and a Blockchain for Funds Distribution.

Before joining Deloitte, Cillian worked at Fenergo as Head of Digital and Client Solutions Consulting. Cillian has a Master's in Business Studies from the UCD Smurfit School and a Degree in Law from UCC.



Paul Young

Co-founder and CEO | Cartoon Saloon

Paul is a co-founder of Cartoon Saloon, an IFTA winner and Oscar ® and Bafta nominee. He produced the animated features, The Secret of Kells & Song of the Sea.

The Breadwinner, the 3rd Oscar ® nominated film co- produced by Paul and was directed by Saloon partner Nora Twomey and executively produced by Angelina Jolie. It opened across UK, Ireland and Europe in the summer of 2018 after huge critical success in the US and Canada.

Paul also produced two seasons of Puffin Rock, an original TV series which has been dubbed into over 25 languages. Paul is also an Ernst and Young Entrepreneur of the Year finalist.



Philip Moynagh CEO | Electrina Ltd

Philip leads Electrina whose mission is to drive technology and business innovation in energy transmission and deploy continent-to-individual-scale energy systems that deliver dramatic improvements in energy use, security, cost and environmental impact. Electrina envisions a world where everybody has access to electricity through energy internet.

Previously Philip spent 25 years with Intel Corporation. During that time, Philip held roles including Vice President of Internet of Things, General Manager of Quark Division, Director of Low Power Solutions, and Factory Manager of multi-Billion \$ Chip Manufacturing Factories in the US and Europe.

He has received numerous awards for his leadership roles in developing complex technologies, building huge scale manufacturing facilities, and delivering to worldwide markets. These include Irish Exporters Association "Innovation Award", the Software Associations "Multinational Award", the Institute of Engineers "Professional Development Award", and Trinity College's "Alumni Award".

Philip has Engineering and Maths degrees from Trinity College Dublin, as well as Strategy and Executive education from Stanford.



Margaret Morrissey

Country HR Director | Abbott Ireland

Margaret is Country Human Resources Director, Abbott Ireland. Abbott is a global healthcare company devoted to improving life through the development of products and technologies that span the breadth of healthcare. In Ireland, Abbott is one of the country's leading healthcare companies, employing approximately 3,000 people. Abbott has six manufacturing facilities, third party manufacturing management operations and commercial and shared services operations in Ireland.

Margaret started her career with Abbott through the Guidant Acquisition in 2006 in the role of Manager, Human Resources, Vascular Division progressing to Director, Human Resources, Abbott Vascular in 2008. In June 2010, she assumed national responsibility as Country HR Director.

Before joining Abbott, Margaret held the positions of Human Resources Manager, Supply Chain Manager and Supply Chain Analyst at Guidant between 2000 and 2006. Prior to this she held various other operational roles in Honeywell Measurex, Waterford Tool Co. and Norton Pharmaceuticals. Margaret was also recognized by women's executive network in 2012 as one of the Top 25 most powerful women in Ireland.

Margaret holds an MBA from the University of Limerick as well as a Bachelor of Business Studies Degree from Waterford Institute of Technology.









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Red
Academic / Research



Orange Consulting / Advisory





Selection of Companies Attending

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ACTION POINT

ACTIVE DIFFERENCE

ADVANCED ENERGY

AIB

ALLERGAN

ALLSTATE

ALLTECH

ANALOG DEVICES

APPLIED IOT

ARRIS COMMUNICATIONS IRELAND LTD

AVIARETO LIMITED

BANK OF IRELAND

BECTON DICKENSON

BIMEDA HOLDINGS

BIOMARIN

BROWN THOMAS ARNOTTS

CAPPA AT CIT

CARTOON SALOON

CBE

COMMSCOPE

COOK MEDICAL

CPA IRELAND

CRANN INSTITUTE & AMBER NATIONAL CENTRE

DECODE

DELOITTE'S EMEA BLOCKCHAIN LAB

DESIGN+ GATEWAY

DESIGN PARTNERS

DEVEIRE

DIOMAC

DOLMEN DESIGN AND INNOVATION

DUNDALK INSTITUTE OF TECHNOLOGY

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GRAPH ENGINEERING -GMOD

HORSEWARE PRODUCTS

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INNOVOTEC

INTEL

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KORA HEALTHCARE

KPMG

LEAN UNLIMITED

LIMERICK INSTITUTE OF TECHNOLOGY

LIONBRIDGE

LUFTHANSA TECHNIK

MALLINCKRODT PHARMACEUTICALS

MALLON TECHNOLOGY LTD

MARCO BEVERAGES

MARINOCHEM

MASON TECHNOLOGY

MAYNOOTH UNIVERSITY

MEDITE SMARTPLY

MEDTRONIC

MERIT MEDICAL IRELAND

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MET GATEWAY

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THREE

TQS INTEGRATION

TRACO POWER SOLUTIONS

TRANSITIONS OPTICAL

TRICEL

TRINITY COLLEGE DUBLIN

TSSG

UCC

UNIVERSITY OF LIMERICK

VENTAC

VHI

WATERS TECHNOLOGIES

WISETEK SOLUTIONS

WIT

Some Highlights from the 2018 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 to browse through our photo gallery.































Programme - Final Project Presentations





Exhibitors



Spearline Risk & Compliance

🛂 Tina Darb, Content & PR Executive 🛮 🔀 tina.darb@spearline.com 🚱 www.spearline.com

Spearline Risk & Compliance is a global software company based in Ireland delivering solutions for the centralised management of data privacy and GDPR requirements.

Spearline Risk & Compliance is passionate about creating software solutions that are customer centric, prioritising ease of use. Our software solution Spearline Data Protection is a simple to use, comprehensive, one platform product for organisations to manage their GDPR and Privacy compliance programmes. Spearline Managed Service is a Data Protection Specialist outsourcing service which provides highly skilled professionals to implement Data Protection Compliance programmes in part, or in entirety for global brands from start to finish.

@Spearline_GDPR



Fireblock

Lisa O'Riordan, Sales & Marketing Iisa.oriordan@fireblock.ie 🚱 www.fireblock.ie

Fireblock designs, manufactures, delivers and installs a wide range of high quality, multi-purpose steel doors and windows for various types of commercial and industrial applications including: The Food Industry, Clean Rooms, Electronics, Pharmaceutical Industry, Engineering, Medical, Petrochemical, Manufacturing, Construction, Banking, Aerospace and Defence, IT and Telecoms and Data Centres.

All products are manufactured to EN ISO 9001 Quality standards and have been designed with patented features. Fireblock Performance products are tested to comply with relevant international standards for Fire, Security, Blast Resistance and Acoustic Integrity in independent test laboratories (UKAS and NAMAS accredited).

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InvoiceFair Limited

🚨 Sorcha Mulligan, Business Development Manager 🔀 sorcha@invoicefair.com

www.invoicefair.com

InvoiceFair provides fast, flexible working capital finance to businesses without the restrictions of facility limits, debtor concentration, geographic concentration, personal guarantees and debtor book charges. Since May 2015, InvoiceFair has funded over €260 million for SMEs within many industries, both in Ireland and internationally. The Platform connects businesses directly with capital market funders who are eager to buy their invoices and purchase orders giving immediate access to unrestricted cashflow in 24 hours. Interested in funding your own businesses growth and taking control of your cashflow? Visit the InvoiceFair exhibition stand to meet the experienced team and get started.

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EY Ireland

lan Collins, Tax Partner and Head of R&D Tax Services ian.collins@ie.ey.com

www.ey.com/ie

EY is a global leader in assurance, tax, transaction and advisory services. EY Ireland delivers services to clients of all sizes from multinationals to Irish-owned businesses across all sectors. Our talented people, innovative approach and inclusive culture are what distinguishes us. As we continue to grow, we remain committed to our values and our purpose of building a better working world. EY operates in 150 countries with offices in Belfast, Cork, Dublin, Galway, Limerick and Waterford in Ireland.

@EY_Ireland





University of Limerick

Paul Dillon, TTO Director paul.dillon@ul.ie www.ul.ie/research

The University of Limerick has an established reputation for being Ireland's leading university in industry-led research. This has resulted in significant research commercialisation activities and collaboration between our leading researchers and industry. The Technology Transfer Office (TTO) is responsible for supporting and developing the university's innovative activity. The TTO's primary mission is the commercialisation of the university's expertise for the benefit of the University of Limerick and the wider community.

This is delivered through: promoting and supporting the initiation, growth and development of campus companies facilitating and strengthening research and partnering contacts with industry developing the university's intellectual property working with the development agencies to enhance the competitive position of existing industry in the mid-west, and to attract mobile investment to this region.

@UL_Research



Trinity College Dublin, the University of Dublin

Audrey Crosbie, Industry Liaison Manager, Trinity Research & Innovation, O'Reilly Institute



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



Centre for Advanced Photonics and Process Analysis (CAPPA)

🋂 Liam Lewis, Centre Manager 🔛 liam.lewis@cit.ie 🚱 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.

@cappa_cit

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



Knowledge Transfer Ireland

😝 www.knowledgetransferireland.com

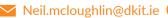
Knowledge Transfer Ireland (KTI) acts as a signpost to help industry connect with business-improving research in Irish universities, institutes of technology and other public research organisations. KTI's interactive website provides support materials and interactive tools to support the engagement between business and the research community. These tools include the KTI Find Funding Tool that helps identify the right sources of public research funding available to you, the National IP Protocol and a suite of template Model Agreements to help frame your research project and interactive research directories to help you find the right person or team of researchers to work with to innovate your business.

@KTIconnect



Dundalk Institute of Technology

🋂 Neil McLoughlin, Technology Transfer Manager 🔀 Neil.mcloughlin@dkit.ie 🚱 www.dkit.ie





Dundalk Institute of Technology [DkIT] has research centres in the following areas:

- Medical Device Software Compliance
- Freshwater and Environmental Science
- Connected health and Ambient Living
- Smooth Muscle / Ion Channel drug development
- Renewable Energy
- Creative Arts Gaming/Web- App development

In addition to these focused research areas our academic staff engages with industry on applied projects in the areas of Engineering, Computing, Health and Business.

It is a remit of DkIT to support regional growth and to be a support to industry with a view to fostering Innovation and Development through active engagement and with course development to match the skills requirements of industry.

@DkIT_Research



Applied IoT - an Enterprise Ireland Technology Gateway cluster

🛂 Tom Fitzmaurice, Business Development Manager 🔀 tfitzmaurice@technologygateway.ie



Do you have an innovative idea that could transform your business, but lack the required resources, funding and/or expertise to explore it? Not sure where to go next? Stop by the Applied IoT stand to discuss how we can assist you with getting your idea up and running. Covering all sectors from Agriculture to Retail, Engineering to Transport, the Applied IoT Technology Gateway Cluster can provide you with the appropriate R&D tools you may require along with assistance in availing of suitable Enterprise Ireland funding, including the €5000 EI Innovation Voucher and EI Innovation Partnerships. Applied IoT - we are here to help.

@aiotgroup



EMD Ireland and Irish Food Tech

🚣 Gráinne Foley, Network Marketing Manager 🔀 gfoley@technologygateway.ie

😚 www.technologygateway.ie

Enterprise Ireland Technology Gateway clusters EMD Ireland and Irish Food Tech are a consortium of Technology Gateways operating within the Engineering, Materials and Design (EMD Ireland) and Food and Beverage (Irish Food Tech) sectors. The clusters provides a range of expertise for companies who are looking to access research and development in these areas through various Enterprise Ireland supports and funding. Collaboration with the clusters allows companies to connect with over 300 industry researchers in ten Technology Gateways around the country.

@emdcluster@irishfoodtech



Dolmen Design and Innovation

Frances Mitchell, Director of Business Development 🔀 fmitchell@dolmen.ie

🚱 www.dolmen.ie

We are an international product design and innovation consultancy. We combine strategic and creative design thinking to deliver world class, patent & IP rich products and services. We make ideas work.

Our team consists of researchers, designers, and engineers as well as brand and innovation specialists - all focused on bringing new ideas to market.

Our clients range from entrepreneurs to multinationals and for 27 years, we've been developing awardwinning new products and experiences for a diverse range of industries. We can help you discover, develop and deliver new ideas that work. We don't just imagine the possibilities; we know how to make them happen. Whether you are looking for product, service or medical device design, to understand your customer better or to generate new ideas to develop your business model, we can help you.

@DolmenDesign

Imagine what we can do for you.



InterTradeIreland

Alan Morrow, Operations Manager Innovation Programmes



InterTradeIreland helps small businesses explore new cross-border markets, develop new products, processes and services and become investor ready. We provide practical cross-border business funding, business insights and meaningful contacts to SMEs across the island, North and South, looking to grow their businesses. To date over 36,000 small businesses have been supported by InterTradeIreland to identify and develop all-island trade and innovation opportunities. Through programmes including FUSION and Challenge we provide practical support to help small businesses incorporate innovation. Why not have a chat with Alan or Janet from the ITI Innovation team and find out how we can help your business or find out more at www.intertradeireland.com

@Inter_Trade



Robotics and Drives

☑ John Henry, Global Business Developer ☑ jhenry@rdservices.ie ♂ roboticsanddrives.ie

Robotics and Drives are a market leading robotics and automation company based in Mullingar, Ireland.

We provide a full Automation journey from idea to solution both with and without robots to SME's and blue chip multinational companies in the medical device, pharmaceutical, automotive, food & beverage, plastics and consumer goods sectors.

We pride ourselves on having a world class skilled team of highly innovative employees who's core strength lies in understanding customer needs and applications having the technical capability to deliver systems which enhance customers' productivity, reliability and efficiency and take their process to the next level not just for today but for the future.

@RoboticsDrives



Graph Engineering - GMOD

🛂 Sean Vaiciulis, Sales Manager 🔀 sales@graphengineering.ie

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Metal finishing specialists active mainly in aluminium anodising, chromate conversion, spray painting, PTFE finishes, titanium anodising, electropolishing and Magnesium anodising, Passivation, sub assembly. Currently active with customer/market led R&D surface finishing projects interested in collaborative partners for finding industrial solutions.



Research & Innovation Conference & Exhibition 2019

Colin Murphy, Managing Director colin@prempub.com www.innovateireland.ie

The Research & Innovation Conference & Exhibition is the largest gathering of R&D 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 deliverer 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 to be appounced.

#RICE19



TEKenable

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www.tekenable.ie

We help organisations be built for change. TEKenable make the latest technology innovations work with companies existing legacy systems in order to help them compete in the digital era and win. Moving at the speed required for a digital business means developing new skills, new processes, new products, and new ways of working. We help companies think systematically about how to phase in digital technologies and faster processes while still supporting business day to day. Our key specialist areas are:

- Technological Consulting
- Software Development
- AI & Machine learning
- Low code/no code

- Cloud
- Cyber security
- Innovation & R&D

@tekenable



Maynooth University

🛂 Dr Paul Tyndall, Commercialisation Executive 🔀 paul.tyndall@mu.ie

www.maynoothuniversity.ie/research

Maynooth University as your Knowledge provider. Captured by 6 broad themes, our research spans the Natural Sciences, Social Sciences, Arts and Humanities, Business and Law, Computer Science and Engineering. Our Commercialisation team, research institutes and centres are flexible in shaping national and international research collaborations towards validated needs and problems worth solving...

...so what if

- Working with our researchers could help you build a better scientific understanding of your products and future-proof your 5 year R&D pipeline?
- You have a technology or service that addresses an unmet need?

@MaynoothUni

Come visit our people at the IRDG conference to discuss options.



Ukonekt Cups - Active Difference

♣ Ken Coates, Director info@activedifference.com info@ukonektcups.com

■ info@ukonektcups.com



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Ukonekt delivers the world's first Digitalised Coffee Cup to increase sales by keeping customers coming back more often, for longer! Run campaigns and move beyond loyalty – Build your Customer Family!



KPMG R&D Tax Incentives Practice

🋂 Ken Hardy, Partner 🔀 Ken.hardy@kpmg.ie (🚱 www.kpmg.ie/rd

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 required to help ensure our clients claim their proper entitlement and submit robust claims to Revenue.

Our SME and large company teams have filed R&D tax credit claims for businesses of every size and scale and in all industry sectors. We engage regularly with all relevant stakeholders, including taxpayers and Government, and we have significant experience of Revenue's approach to auditing R&D tax credit claims in Ireland.

@KPMG_Ireland



TSSG (Telecommunications Software & Systems Group)

🛂 Denise Manton, Technology Gateway Manager 🔀 dmanton@tssg.org (www.tssg.org

Based in Waterford Institute of Technology's West Campus, TSSG's research is spearheading the development of next-generation digital technologies that enable seamless tech-mediated interaction. The breadth of TSSG's research expertise is unique globally and the Centre's structure supports collaborative innovation with industry to unlock the potential of digital content. TSSG has attracted over €30million funding from research and industry collaborations. As one of the largest Enterprise Ireland Technology Gateway's, TSSG collaborates with companies involved in delivering mobile services primarily for smart phones and tablets based upon expertise in Pervasive & Mobile Technology, Artificial Intelligence & Machine Learning, Virtual & Augmented Reality, IOT and Next Generation Internet.

@TSSG_WIT



Shannon Applied Biotechnology Centre

🛂 Dr Tim Yeomans, Centre Manager 🔀 tim.yeomans@staff.ittralee.ie 🚱 www.shannonabc.ie

Shannon ABC is core funded by Enterprise Ireland and is a collaboration between IT Tralee & Limerick IT. We develop new processes and novel products from bio-resources, transferring these solutions to Biotech, Food and Life Science industries. Shannon ABC has expertise in Bioprospecting, Bioprocessing, Analytical & Research Services and Food Innovation.

Shannonabc_tim



Morgan McKinley

🛂 Stuart McCaul, Chief Digital Officer 🔀 smccaul@morganmckinley.com

www.morganmckinley.ie

Constant improvement is how we approach recruitment at Morgan McKinley. Combining global reach, a 30-year history and a dedication to R&D, we've created a new people-centric, automated platform for placing the right candidates in the right roles. That enables us to build collaborative relationships with our clients and work on behalf of candidates, meaning even smaller companies can access top talent and jobseekers find the work they're looking for. The time for contingent recruitment has passed. Come see our collaboration platform and machine learning candidate matching tool, then let's discuss the future of recruitment.

@MMKIreland



Department of Design Innovation, Maynooth University

🋂 Peter Robbins, Head of Department 🔀 🏻 peter.robbins@mu.ie

www.maynoothuniversity.ie/design-innovation

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. Within the last 18 months our department was awarded the prestigious tender to lead 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.

@MaynoothDesign



DCU Invent

🋂 Maria Johnston, Operations & Enterprise Development Manager 🔀 maria.johnston@dcu.ie

G dcuinvent.ie

DCU is Ireland's University of Enterprise. DCU Invent's job is to make it easy for companies of all sizes to work with DCU researchers. We work closely with companies to understand their needs. We then map them to the right expertise and research teams in the university. We simplify the paperwork and remove the bureaucracy to allow you to focus on your business.

DCU Invent also helps companies access the generous funding made available from state bodies like EI, SFI and others. We have a long and successful track record of helping companies of all sizes, from early stage start-ups through to large multinationals. We're here to help. Come talk to us.

@DCUInvent



Allsorter.com - Future Proofing Talent Management

Declan Murphy, Founder/CEO Murphy@allsorter.com www.allsorter.com

Incorporated in 2014 we are an Enterprise Ireland backed innovative technology company building Talent Data Analytics solutions to commercialise Internationally. We work with large corporates to analyse, develop and engage their Human Capital. Our disruptive platform uses Artificial Intelligence and Machine Learning to accurately, and without bias, match candidates to roles, identify skills gaps for prospective candidates and enable employees to keep their skills relevant in an ever-evolving market. Allsorter synthesises your data to enable HR to maintain an engaged and progressive Talent Community.

@allsorter.com



TQS Integration

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www.tqsintegration.com

TQS Integration is the recognized global leader in the provision of advanced visualization and data analysis of real time and historic data. TQS Integration is a team of data intelligence specialists with a unique technological skillset that combines unrivalled sectoral expertise with cutting edge IT and process control integration technologies.

@TQS_Integration



Limerick Institute of Technology

🛂 Laura Jayne Foley, Industry Liasion 🔀 Laura.Foley@lit.ie 🚱 www.lit.ie

Limerick Institute of Technology is a leading actor in the growth and development of existing and new apprenticeships in Ireland. The Department of Electrical & Electronic Engineering introduced the first degree apprenticeship in engineering with the level 7 Industrial Electrical Engineering Apprenticeship and is also a provider of the IBEC Manufacturing Engineering Apprenticeship.

The Department has active research in intelligent systems, industrial control systems, machine learning and cyber-physical systems. Many aspects of technology, engineering and manufacturing are developing quickly, and these previously standalone disciplines are colliding to create new roles within companies, for example, machine operators who historically worked with mostly mechanically based machines are now required to work with digital systems (CAD, ERP), to understand and analyse more data (Excel, Six Sigma) and to operate more complex IT systems (Tablets /IP Networks) on their machines.

The recognition of these Industry 4.0 skill needs has led to the development of the B.Eng. in Manufacturing Data Integration Engineering (Apprenticeship). The Manufacturing Data Integration engineer will have an understanding of IT and OT and can draw on departmental expertise to provide an industry 4.0 solution. The apprenticeship is a two-year programme with academic contact time of one day and one evening per week. The apprenticeship is open to candidates who have a level 6 or trade qualification in the area of technology or engineering and will commence in December 2018.

@Engineering_LIT



T.E. Laboratories (TelLab)

🛂 Breda Moore, Technical Director 🔀 bmoore@tellab.ie 🚱 www.tellab.ie

TelLab specialises in environmental analysis, fuel and lubrication oil analysis and chemical manufacture. We employ seven full-time researchers in our R&D laboratory. We are currently commercialising a series of new sensors and devices targeting water/wastewater and oil analysis applications. In addition, we have a portfolio of ongoing research projects, funded through EU programmes, including Horizon 2020, FP7, LIFE, EuroCPS and ACTTiVAte.

@TELaboratories

Drop by our stand or get in touch if you would like to find out more about a contract research solution for your company or partnering with T.E. Laboratories in a collaborative research project.



Enterprise Ireland's Research, Development, Innovation (RDI) Funding Supports

🛂 Debbie Nolan - In-Company R&D Supports - Enterprise Ireland

rdcoreunit@enterprise-ireland.com 🚱 www.enterprise-ireland.com/rdi

Enterprise Ireland's RDI Funding Supports for Irish businesses help companies grow their sales and employment. These include:

- The Exploring Innovation Grant
- The Agile Innovation Fund

- The R&D Fund (for big projects)
- The Intellectual Property (IP) Strategy Support

Visit our stand at the IRDG Conference to learn more about El's RDI Funding Supports, and to find the best option for your company and project now.

From a recent survey, Enterprise Ireland client companies that availed of Innovation Capability and Funding support saw +36% more global sales. Enterprise Ireland client companies that availed of Innovation Capability, Funding and Collaboration support saw +67% more global sales.

@EI_Innovation



ActionPoint

🛂 Simon Kennedy, Head of Software Sales 🔀 skennedy@actionpoint.ie 😯 actionpoint.ie



ActionPoint is an award-winning Custom Software Development, IoT and Managed IT Services Company, headquartered in Limerick. Within custom software, ActionPoint has developed a leading international reputation for the complex problems we are solving for organisations across industries including manufacturing, insurance and government. Organisations utilise our custom software development team for new product/service development, application modernisation and business process automation.

In an ever-evolving technology landscape, ActionPoint has responded to contemporary market requirements, most recently with the development of machine monitoring solution for manufacturers, IoT-PREDICT but also in the area of augmented reality services and AI, something which was recognised when the company received the "2018 Data and Al Partner of the Year" award from Microsoft.

@actionpointtech



STARTED Project - Supporting Researchers to Create Innovation-Driven Enterprises

🛂 Gabe Mullarkey, Project Lead 🔀 info@startedproject.eu 🚱 startedproject.eu/

Research innovations often remain locked within research organisations (HEIs/research institutes and research-active businesses), never making their way into commercial startups or new business units. Leveraging these innovations should be a priority for such institutions.

However, due to a dearth of entrepreneurial skill sets, researchers have little understanding about: (1) how to bring these innovations to market; (2) how to generate revenue; or (3) how to create important new areas for sustainable employment.

The STARTED project aims to reinforce and structure a European network for promoting entrepreneurship and innovation in the R&D area while improving the flow of knowledge and win-win cooperations between HFIs and businesses.

@startedproject

medical & engineering technologies

Enterprise Ireland Medical & Engineering Technologies Gateway

🛂 Dr Eugene McCarthy, MET Technology Gateway Manager 🔀 Eugene.mccarthy@gmit.ie

www.metcentre.ie

GMIT's Enterprise Ireland funded Medical and Engineering Technologies (MET) Gateway is an interdisciplinary support providing cutting-edge, industry focused solutions for SMEs and larger organisations across the MedTech, Engineering and Lifesciences sectors. Based at GMIT's Galway campus, the Gateway offers a range of ISO 9001:2015 accredited technologies relevant to companies in the product design application phase. These technologies include:

- Medical Imaging
- Biomedical Engineering
- Data Visualisation
- Design Verification
- Medicinal Nutrition



@MET_Gateway

Design + Technology Gateway

🚨 Ailish Delaney, Design+ Gateway Manager 🔀 Ailish.delaney@itcarlow.ie

www.designplus.ie

Design+ Technology Gateway, based in the Institute of Technology Carlow, champions the application of design thinking process within the Technology Gateway network, with a focus on Engineering, ICT and Bioscience sectors.

Design: Product development & prototyping, design strategy, UX/UI design **Engineering:** prototype design and scale to manufacture

ICT & software: integration of user experience and interface design Bioscience: product design orientated around end-user needs



@Designplus_ITC

Decode

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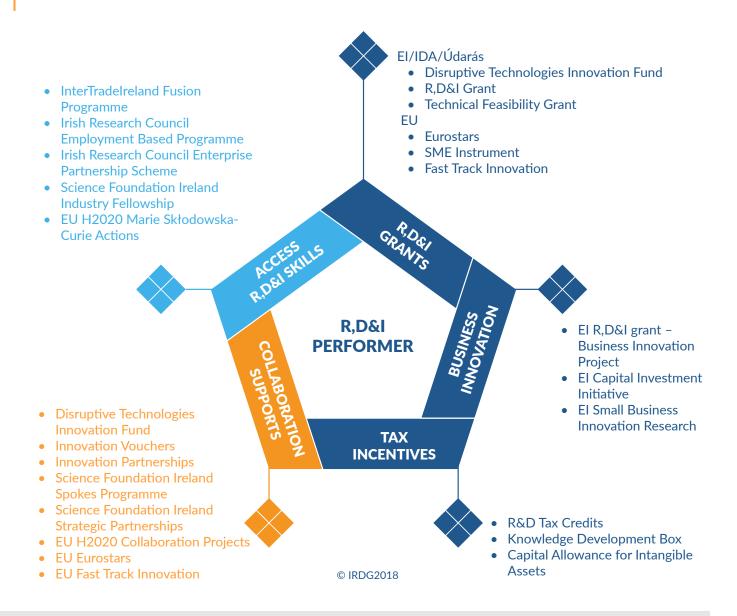
Decode specialises in medium to long-term Medtech strategies, and the innovation required to make them a reality.

We debunk the myths surrounding innovation to put you back in control of your future competitiveness. We combine TRIZ, design thinking, and stage gate to deliver high impact results for companies like Teleflex, J&J, Abbvie, Hollister, Siemens, and Allergan. Decode is part of the Synecco Group which provides a partnership model to firms looking to outsource some, or all, of their medical device supply chain. Group services also include: Industrial Design and Human Factors, Class 2 Device Development, and Contract Manufacturing (Ireland and China).

@synecco @damiancostello

Visit our stand and see us launch IGNITE, our business transformation program.

INNOVATION SUPPORTS - IF IN DOUBT, SHOUT WE HAVE THE EXPERTISE TO ADVISE & GUIDE YOU.



MAKE GRANT PREPARATION & APPLICATION AN EASIER PART OF YOUR FUNDING STRATEGY

IRDG has extensive knowledge on the variety of programmes available to business. In addition, we have a network of external associates, all highly qualified and experienced business executives, specialising in funding procurement. They work across multiple sectors, each having their own particular expertise in e.g. ICT, Engineering, Food, Healthcare and EU Funding. Through this associate model IRDG can help members prepare applications and drawdown grants for State and EU funding programmes.

Don't go it alone. Save time, energy and disruption navigating schemes, understanding eligibility and preparing paperwork. Engage IRDG to define the opportunity and help optimise your grant application for success through:

- Initial one-to-one engagement with the IRDG team to define the grant opportunity relevant to you.
- IRDG will suggest the most appropriate associate to match the member's requirements, if needed.
- Introductory meeting to scope out work involved and provide quotation.
- Engagement with member to gather key information for development of full application.

SERVICES TO MEMBERS - IRDG'S 5 PILLARS













Ultimately, everything we do is about Research, Development & Innovation...



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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.



- Design Thinking Shared Interest Group visit to Microsoft
 Intellectual Property Workshop
 Lean Product Development Programme (4 days over 4 months)
- FEB

