

ENTERPRISE IRELAND

Supporting Companies to Innovate and Scale



Dorothy Timmons
Gateways to Novel Processing Technologies
23 November 2016

Presentation Overview

- Enterprise Ireland
- Funding Supports
- Innovation Supports
 - RD&I Fund
 - Innovation Partnerships Programme
 - Innovation Vouchers



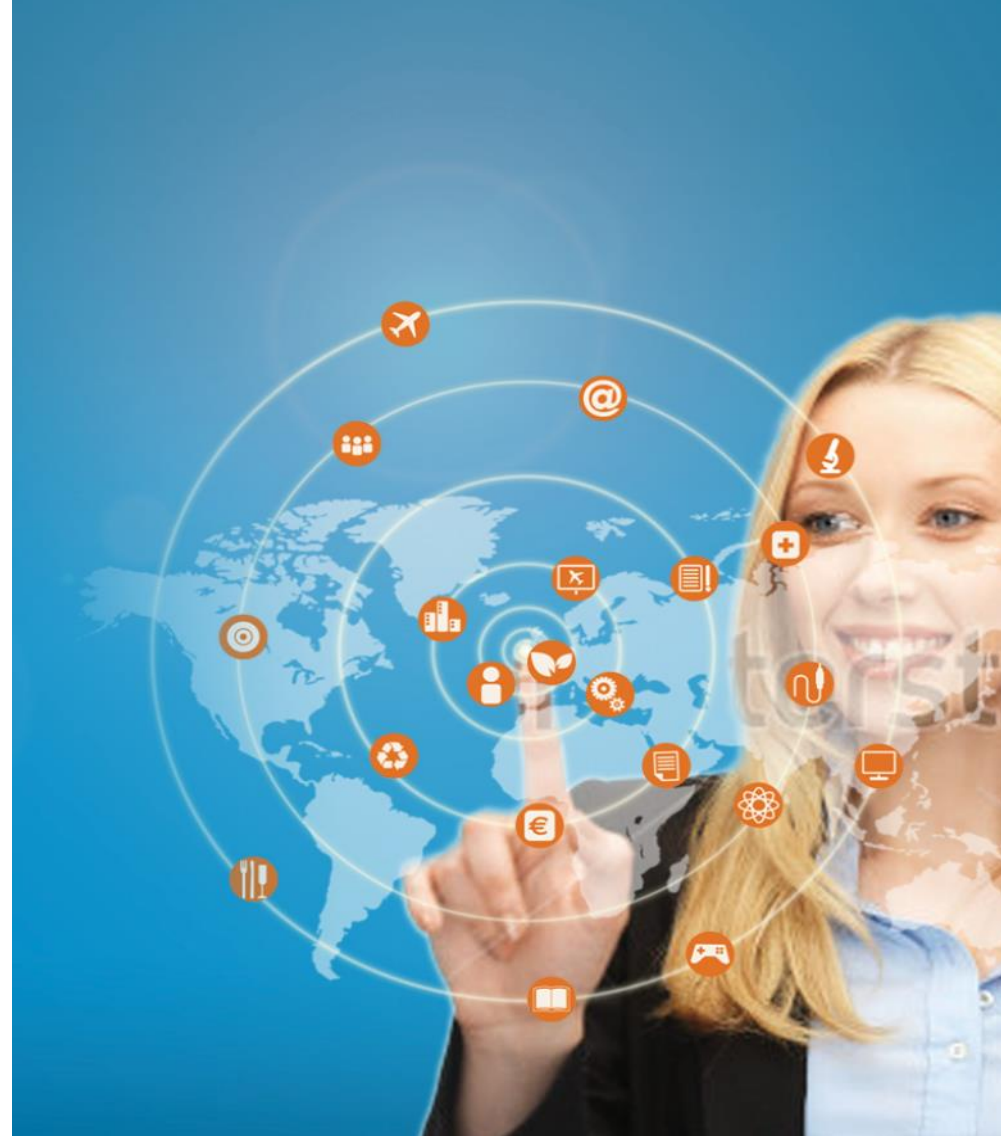
Enterprise Ireland

- Government agency responsible for supporting Irish businesses in the manufacturing and internationally traded service sectors
- €343M Annual Budget
- International network of 33 overseas offices
- 5,000+ client companies (Approx. 200 Large companies)
- Innovation activities across all Irish industry (Micro SME, SME, Large Indigenous, Foreign MNC)
- Supporting high growth industries including Food, Lifesciences, Construction, Medical technology, Agricultural technology and international financial services



Our Vision

Irish business becomes a powerhouse of economic growth and job creation



The four pillars of Enterprise Ireland strategy 2015 - 2018



START

Driving Ireland's national entrepreneurship performance, helping more entrepreneurs than ever before - backing entrepreneurs with big ideas



INNOVATE

Shaping and developing Ireland's research capabilities to meet business needs



SCALE

Backing businesses with big ambition to build scale in international markets



ANTICIPATE

Playing the long-game, putting in place the building blocks of future competitive advantage



Key pillars of support

1. Start-up

Consistent supports for micro-enterprise across all regions to increase the number of start-ups & those that achieve scale

2. Innovation

Innovation to help Irish companies develop a competitive edge & ROI on state investment in research

3. International Scale

Exports as a key engine of growth
Build in-company capability to scale

4. Competitiveness

Establish competitive positions in technology, sectors, and high growth markets



Enterprise Ireland Supports

- **FUNDING** – to support growth
- **EXPORT ASSISTANCE** – to develop international sales
- **MARKET-LED RESEARCH & INNOVATION** – to develop competitive edge
- **MANAGEMENT DEVELOPMENT SUPPORTS** – to develop leadership skills
- **INTERNATIONAL INTRODUCTIONS** to global buyers & partners – to open doors of opportunity for Irish companies in global markets





INNOVATE

- Companies engaging in R&D perform better
- Enterprise Ireland drives the capacity of Irish companies to deliver innovation
- Fed by graduates and talent
- Access to significant international innovation funds
- Progress in commercialisation outputs





- Growing sales is the solution
- Fast-growing firms deliver more jobs
- Leadership and management development strongly supported by Enterprise Ireland
 - Leadership for Growth
 - International Selling Program
 - Accelerated Growth Engagement Programme
 - Access Silicon Valley



R&D and innovation supports for companies

Technology Centres Industry-led research in emerging technology sectors

EU, Horizon 2020 and ESA Access funding and research partners across Europe

Technology Gateway Programme Nationwide network of industry focused gateways delivering technology solutions for industry through collaborative industrial projects

Innovation Partnerships Up to €250,000 available for collaborative projects between companies and research teams in Higher Education & Research Institutes

RD&I Funding Grants for in-house Research & Development or Business Innovation projects

Technical Feasibility Study Grant to support the development of a detailed plan for an R&D, Innovation or International Collaboration project.

Innovation Vouchers €5,000 for small companies to get innovative solutions to technical and business challenges.



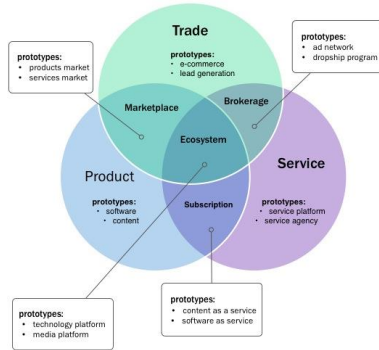
Research Development & Innovation (RD&I) Fund

- Supporting Product, Process or Services Development
- **What's New?**
 - Incorporating R&D and Business Innovation under a common umbrella term.
- R&D
 - Resolve Technical Uncertainty
- Business Innovation
 - Business Models
 - Services/Delivery methods

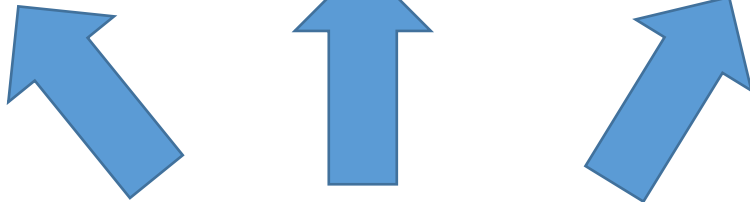


Products

Business Model Archetypes



Services



RD&I

Internally Focussed (BPI)

Funding Levels

	Small Companies	Medium Companies	Large Companies	Maximum Grant
R&D Projects	45%	35%	25%	€650,000
Business Innovation Projects	50%	50%	0%	€150,000

A collaboration bonus of up to 15% is available for innovative projects where there is collaboration between two companies, but the total maximum funding cannot exceed 50% of the total project cost.



RD&I Fund

- Projects are submitted by Irish based firms in manufacturing and internationally traded services
- Are an integral part of the strategic development plans of the company
- Have well defined plans to commercialise the results of the R&D within typically one year of completion
- Are designed to help the company meet market requirements especially in the area of higher added value products
- Represent an advance in the level of technical innovation within the company
- Projects can be product or process orientated
- **Not for routine or periodic changes** to products, product lines, manufacturing process, existing services and processes



R&D Fund eligible costs

- Salary costs
- Material costs
- Travel/subsistence
- Consultancy
- Certification
- Patenting (SMEs only)
- Technology licensing
- Capital equipment (lab scale)



Funding - Innovation Partnerships

A Company based in Ireland . . .



.... that is targeting new or improved products, processes, services, knowledge or know-how...

...can access expertise from research teams and technology centres across Ireland...



ENERGY



ICT/DATA
ANALYTICS



INNOVATION IN SERVICES
AND BUSINESS PROCESSES



HEALTH & MEDICAL
TECHNOLOGIES



FOOD



MANUFACTURING
AND MATERIALS





...and up to 80% of the research costs can be paid for by the ...

○ **INNOVATION PARTNERSHIP PROGRAMME**

collaborating for future success

an **Enterprise Ireland** programme



Who uses an Innovation Partnership?



A manufacturing or internationally traded services company with an operating base in the Republic of Ireland. The company must be a client of EI, IDA, LEO, Údarás.



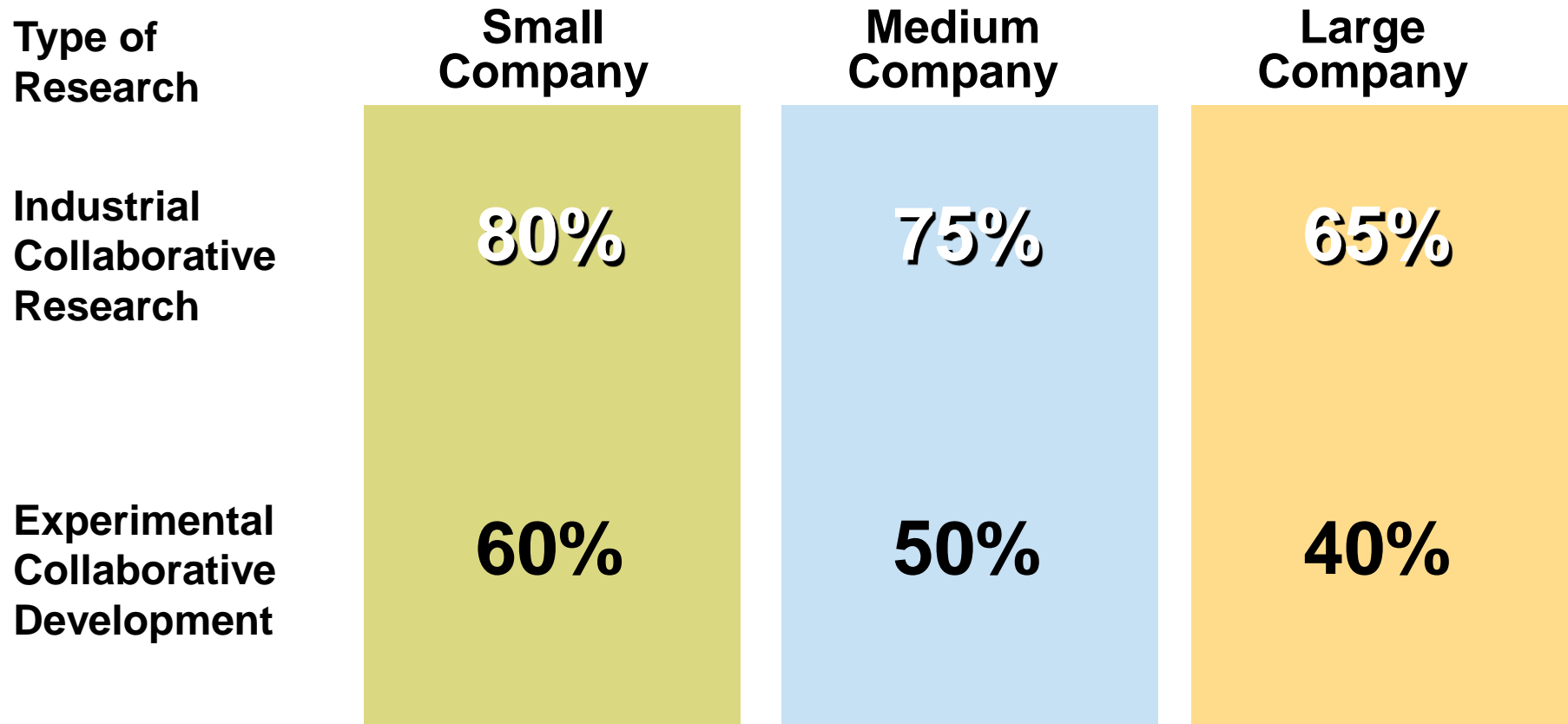
The company has identified a commercial opportunity for an innovative product, process or service that it needs to develop and an Irish academic research group has the R&D capability to help the company.



The Innovation Partnership Programme supports the company through funding towards the cost of a research project.



Funding Rates – Enterprise Ireland Contribution



Every company partner will be expected to pay **20%** of the project costs in cash

Application Process



**Outline
Proposal**

**Feedback
1 week**



**Full
Proposal**

Application Process



**Full
Proposal**

6 weeks



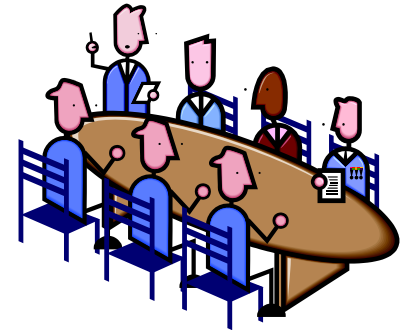
Commercial Assessment

Technical Assessment

IP Heads of Agreement

Documents reviewed by IRCC

IRCC Decision



IRCC



Innovation Partnerships Programme - Express

- First Time IPP application from an SME
- EI contribution €68K
- Project size of €85K
- Suitable to hire a researcher and provide suitable materials/ equipment to carry out a project of approximately one year.
- Turnaround time of 4-5 weeks from completed application to funding decision.



Innovation Vouchers



Voucher (€5,000) can be exchanged for
Advice and Expertise from
Knowledge Providers

Innovation Vouchers

Aim

- To build links between Small Business and Knowledge Providers

For projects that:

- Require Innovative Solution
- Provide Additional Value for the Business
- Have ongoing benefits

What can the voucher be used for?

Any kind of innovation such as:

- New Product Design / Development
- New business model development
- New service delivery and customer interface
- New service development
- Tailored training in innovation management
- Innovation / technology audit



Application Process

Standard Vouchers

- Call for applications ~3/yr
- Next call opens 18th Jan 2017 and closes on the 1st Feb 2017
- Applicant Restrictions:
 - Used <2 Fully funded 5K Vouchers to date
 - No active Voucher
 - EI Clients: <€300k in support in previous 5 yrs

Co-Funded Fast Track Voucher

- Apply Anytime

ALL Vouchers are Valid for 12 Months



Statistics

- 3,885 vouchers redeemed by companies between 2007 and 2015
- Worth almost €19 million
- 971 vouchers issued to **food companies** since 2010
- 113 vouchers have been issued to food companies to date in 2016.



Thank You

Dorothy Timmons

Ph: 01 7272350

Mb: 087 1341652

dorothy.timmons@enterprise-ireland.com

www.enterprise-ireland.com

