Enterprise Ireland Supports for Innovation

Majella Maher
Enterprise Ireland
Global Ambition - If you’ve got the ambition we’ll help you take it global.

- **Enterprise Ireland** - Government agency responsible for supporting Irish businesses
- €343M Annual Budget
- International network of 33 overseas offices
- 5,000+ client companies
- Supporting innovation activities across all Irish industry
New High Potential Start-Ups supported by Enterprise Ireland

101

New Start-Ups supported under CSF

128

Start-Ups led by ambitious business women

63

3rd Globally for seed Investment (Pitchbook)

3rd
1,036 Collaborative Innovations between industry and higher education

€336m Horizon 2020 Funding

1st Place H2020 SME Instrument

1st Place Europe for Economic impact from technology transfer
New Strategy to deliver:

BUILD SCALE

Expand the Global Export Footprint

Build Scale, Strength & Ambition of Irish Companies
• New Government Strategy to support continued investment in research and innovation
• Companies engaging in R&D perform better
• Fed by graduates and talent
• Access to significant international innovation funds
• Ireland is the 7th largest exporter of medical and pharmaceutical products >€50bn annually
Commercialisation Fund

- Address a need or gap in the market
- Provide a unique solution
- Have an economic impact

Commercial Case Feasibility Award
- Get expert help
- Scope the commercial case

Commercialisation Fund Project Award
- develop and commercialise
- 100% funding ~€100-€500K

Researchers in 24 Institutions funded

www.enterprise-ireland.com/commercialisation
una.moran@enterprise-Ireland.com
Novel therapy for sepsis-bioreactor enzyme system used in ICU to destroy the key mediator of the ‘cytokine storm in sepsis

- CF Programme 2013
- 2 granted patents
- 2 million cases per year in US and EU
- 35% mortality-No effective treatment
- $10 billion market

✓ Seed Funding obtained from Angel Investors and Enterprise Ireland in 2017

Enigma-high-throughput screening platform for drug discovery

- CF programme 2014/2016
- Multiple patents
- 20 times faster/1/4th cost
- 3D cell culture capability
- $12 billion market

✓ Seed Funding approved by Enterprise Ireland in July 2017
Innovation Partnership

Your company has an unmet market opportunity or business challenge but:

• Your R&D Team is working flat out on existing business.
• Your project requires skills that you only need for a short time.
• Your project is relatively high risk but grants make this risk acceptable.
• Rolling Call-Open all year round-Initial Technical feasibility Grant €9K available
• Grant rate based on company size and research type-20% cash, in kind contribution-
  access to equipment on-site, researcher on-site
• IP managed through a ‘Heads of Agreement’ at the outset and through negotiation
  between the company and TTO in relevant institution

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PMTC IPPs 2017

• > 90% MNC members have IPPs ongoing with PMTC

• 3 awarded YTD

• 3 at application/in the pipeline

Understanding Cleaning Processes in Pharmaceutical Manufacturing-(€1.3M)

UL-Prof Gavin Walker
Companies-Pfizer, GSK, Janssen, MSD

Improve cleaning processes and reduce changeover times
• Cleaning agents
• Surface science
• Modelling
Innovation Voucher

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

- new product/process development;
- new business model development;
- new service delivery and customer interface;
- new service development;
- tailored training in innovation management;
- innovation/technology audit.

www.innovationvouchers.ie  mike.dolan@enterprise-ireland.com
Technology Centres

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<th>Technology Centre</th>
<th>Industry Focus</th>
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<td>ARCH</td>
<td>Connected Health</td>
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<td>IMR</td>
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<td>PMTC</td>
<td>Pharmaceutical Manufacturing</td>
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<td>Dairy Processing</td>
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<td>Microelectronics</td>
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<td>IComp</td>
<td>Composite Materials</td>
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<td>MTC</td>
<td>Meat Processing</td>
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- Industry-led collaborative research centres, undertaking market-focused, responsive and rapid R&D for Industry
- 450+ companies engaged

NEW Career-Fit Programme

- High-caliber international post-doctoral scientists and engineers to tackle client company-defined challenges.
- 3 year fellowship with 6-12 months in the company
- Successful candidates will carry out research in a third level institution associated with a Technology Centre

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

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Technology Gateways

- Based in Institutes of Technology
- Serve as local & regional access points for companies to national technology resources
- Access for SMEs into a wider community of expertise
- To increase the number and size of industrial collaborations with the IoTs

www.enterprise-ireland.com/TechnologyGateway

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Research, Development and Innovation (RD&I) Fund

- New/Improved Product, Process or Service development
- Business Innovation
  - Moving from a product company to providing a complementary services
  - Change in business model in terms of external partners and market reach
  - Significant scaling of an existing service involving automation

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<th>Small Companies</th>
<th>Medium Companies</th>
<th>Large Companies</th>
<th>Maximum Grant</th>
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<tr>
<td>R&amp;D Projects</td>
<td>45%</td>
<td>35%</td>
<td>25%</td>
<td>€650,000</td>
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<tr>
<td>Business Innovation</td>
<td>50%</td>
<td>50%</td>
<td>0%</td>
<td>€150,000</td>
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www.enterprise-ireland.com/RDI  joe.madden@enterprise-Ireland.com
Horizon 2020 and Eurostars

- A €80 billion (2014-2020)
- Eurostars- Market Oriented R+D led by SMEs
- EU evaluation process but nationally funded
- Companies must be eligible to obtain an R+D grant

- SME Instrument a key focus for Enterprise Ireland

- In 2016 85 SME’s won €156 million

http://www.horizon2020.ie

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SME Instrument Successes

- Arcticmatrix: €1.12m
- STEEL: €1.09m
- NVP Energy: €1.01m
- Arralis: €1.12m
- Radisens Diagnostics: €4.49m
- Sigmoid Pharma: €1.6m
- RMS: €0.99m
- Vision-net: €1.26m
- Hydron International: €0.18m
- PMD Solutions: €4.27m
- Brandon Bioscience: €0.66m
- Innova: €1.72m
- Nuritas: €2.20m
- Cellix: €1.12m
- Finesse: €2.75m
- Exergyn: €2.48m

Enterprise Ireland
WWW.ENTERPRISE-IRELAND.COM
What will success look like by 2020?

- Exports €26bn p.a
- +60,000 new Jobs
- Sustain existing +50% R&D Spend
- +€4bn Spend in Economy p.a.

- Greater scale in Irish enterprise
  - at company, market, sector and regional level

- Strategic shift in the global footprint
  - in markets outside the UK

- Unprecedented contribution by Irish enterprise to powering the Irish economy