ENTERPRISE IRELAND

Supporting Companies to Innovate and Scale

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Gateways to Novel Processing Technologies
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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
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
SCALE

• 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

<table>
<thead>
<tr>
<th><strong>Technology Centres</strong></th>
<th>Industry-led research in emerging technology sectors</th>
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<tbody>
<tr>
<td><strong>EU, Horizon 2020 and ESA</strong></td>
<td>Access funding and research partners across Europe</td>
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<tr>
<td><strong>Technology Gateway Programme</strong></td>
<td>Nationwide network of industry focused gateways delivering technology solutions for industry through collaborative industrial projects</td>
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<tr>
<td><strong>Innovation Partnerships</strong></td>
<td>Up to €250,000 available for collaborative projects between companies and research teams in Higher Education &amp; Research Institutes</td>
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<tr>
<td><strong>RD&amp;I Funding</strong></td>
<td>Grants for in-house Research &amp; Development or Business Innovation projects</td>
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<tr>
<td><strong>Technical Feasibility Study Grant</strong></td>
<td>to support the development of a detailed plan for an R&amp;D, Innovation or International Collaboration project.</td>
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<tr>
<td><strong>Innovation Vouchers</strong></td>
<td>€5,000 for small companies to get innovative solutions to technical and business challenges.</td>
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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
## Funding Levels

<table>
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<th>Small Companies</th>
<th>Medium Companies</th>
<th>Large Companies</th>
<th>Maximum Grant</th>
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</thead>
<tbody>
<tr>
<td>R&amp;D Projects</td>
<td>45%</td>
<td>35%</td>
<td>25%</td>
<td>€650,000</td>
</tr>
<tr>
<td>Business Innovation Projects</td>
<td>50%</td>
<td>50%</td>
<td>0%</td>
<td>€150,000</td>
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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)
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...
...and up to 80% of the research costs can be paid for by the ...
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.
Every company partner will be expected to pay 20% of the project costs in cash.

<table>
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<th>Type of Research</th>
<th>Small Company</th>
<th>Medium Company</th>
<th>Large Company</th>
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<tbody>
<tr>
<td>Industrial Collaborative Research</td>
<td>80%</td>
<td>75%</td>
<td>65%</td>
</tr>
<tr>
<td>Experimental Collaborative Development</td>
<td>60%</td>
<td>50%</td>
<td>40%</td>
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Application Process

Outline Proposal

Feedback
1 week

Full Proposal
Application Process

6 weeks

Full Proposal

Commercial Assessment

Technical Assessment

IP Heads of Agreement

Documents reviewed by IRCC

IRCC Decision
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 Advised 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 18\textsuperscript{th} Jan 2017 and closes on the 1\textsuperscript{st} Feb 2017
• Applicant Restrictions:
  • Used <2 Fully funded 5K Vouchers to date
  • No active Voucher
  • EI Clients: \textless €300k in support in previous 5 yrs

Co-Funded Fast Track Voucher
• Apply Anytime

\textit{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

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