Enterprise Ireland Supports for Innovation

Dr Noel Daly
Lifescience and Food Commercialisation
Global Ambition
If you’ve got the ambition we'll help you take it global.

- 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
3rd Globally for seed investment (Pitchbook)

101 New High Potential Start-Ups supported by Enterprise Ireland

128 New Start-Ups supported under CSF

63 Start-Ups led by ambitious business women

ENTERPRISE IRELAND
High Potential Start-Ups

Where innovation means business

START

INNOVATE

SCALE

ANTICIPATE
INNOVATE

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
1,194
New Overseas Contracts won by EI backed companies

254
Client Investments > €500K supported by EI

420
New overseas presences established with EI support
Key Challenges facing Irish companies

- Brexit
- Competitiveness
- Innovation and R&D
- Ambition and Talent
- Scale
NEW STRATEGY TO DELIVER
HOW WE WILL DELIVER
Dual Approach:

BUILD SCALE
Build Scale, Strength & Ambition of Irish Companies

EXPAND REACH
Expand the Global Export Footprint
HOW WE WILL DELIVER

Drive Scale across companies, sectors and regions

1. BUILD SCALE

- **Improve Competitiveness**
  - Lean Programmes
  - Capital, innovation and skills funding

- **Place Innovation Centre Stage**
  - Enhanced Innovation Supports
  - Continue to win international funding (Horizon 2020 and ESA)
  - Drive greater connectivity

- **Enhance Leadership Development**
  - Leadership Development programmes – new & cascaded through Management Teams
  - New Skills Needs Analysis tool

- **Foster & Develop Entrepreneurship**
  - Inspire and drive ambition
  - Continue to focus on & support under-represented sources of start-ups
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
APC had the ambition to export its pioneering process research technology worldwide. Partnering with Enterprise Ireland and our network of over 30 international offices enabled them to rapidly access the world’s major pharma and biotech markets – and save countless lives in the process.

We provided the right formula.
Supports for Innovation Collaborations between Companies and RPOs
Innovation Support for Global Growth

Start-up | Growth | Mature | Harvest | Re-invent (Company Journey)

[Diagram showing the stages of a company's journey from start-up to re-invention with icons for market, people, strategy, finance, innovation, and operations.]
Innovation Vouchers

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

Eligibility: Company where total number of full-time employees is less than 250 and has an annual turnover total not exceeding €50m and/or an annual Balance Sheet total not exceeding €43m
Your company has an unmet market opportunity or business challenge but:

• It lacks the expertise in-house.
• Your R&D Team is working flat out on existing business.
• You want a breakthrough and you’ve identified a college with unique expertise.
• Your project requires skills that you only need for a short time.
• Your project is relatively high risk but grants make this risk acceptable.
• Association with a college brings credibility.
Technology Centres

ARCH  Connected Health *
IMR    Manufacturing Research *
PMTC   Pharmaceutical Manufacturing *
CeADAR Data Analytics *
IVI    IT Innovation
Learnovate E-learning
GRCTC  Financial Services
IC4    Cloud Computing
FHI    Food for Health
DPTC   Dairy Processing
IERC   Energy Research
MCCI   Microelectronics
IComp  Composite Materials
MTC    Meat Processing

* Relevant to Lifesciences / Medtech sectors

- Industry-led collaborative research centres, undertaking market-focused, responsive and rapid R&D for Industry
- >450 companies engaged (Large, MNC, SME, StartUps)
Technology Gateway Network

- 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
Horizon 2020

• A €80 billion euro research and innovation funding programme (2014-2020)

• Single programme bringing together 3 programmes / initiatives:
  ✓ Tackling Societal Challenges
  ✓ Industrial leadership
  ✓ Excellence in Science

• SME Instrument a key focus for Enterprise Ireland
SME Instrument Successes

- *artomatix* €1.12m
- *SIGMOID PHARMA* €1.6m
- *jm STEEL* €0.99m
- *RMS* €1.26m
- *Brandon Bioscience* €0.64m
- *SIRIUS XT* €3m
- *NURITAS* €2.20m
- *Nexergyn* €2.48m
- *cellix* €1.12m
- *Arralis* €1.01m
- *Radisens Diagnostics* €4.49m
- *HYDRO INTERNATIONAL* €0.18m
- *innova* €1.72m
- *ENBIO* €1.52m
- *oncomark* €2.75m
Supports for Researchers & Clinicians
Commercialisation Fund Programme

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

Commercialisation Fund Project Award
- develop and commercialise
- Fixed calls and Invited options
- 100% funding~€100–€500K

600+ projects (since 2010)
21 institutions

Address a significant customer/end-user need
- Provide a unique solution over existing technologies
- Have potential to positively impact the Irish economy

Support the development of innovations at all stages of the commercial pipeline
We are the Last Mile (Technology Development & Diffusion)

Commericalisation and company creation
Collaboration and innovation

€70M budget

Fundamental and applied research
€700M funding + Horizon 2020
Science | Industry | Society

Enterprise Ireland
where innovation means business

www.enterpris-ireland.com
BioInnovate Ireland

• Medtech innovation fellowship training programme in which academia, clinicians and industry can collaborate to develop novel medical technologies
• Trains new innovators based on the Stanford BioDesign Programme with support from Enterprise Ireland, IMA and industry sponsors
• Unique in Europe & only international programme recognised by Stanford through its affiliate programme
• Mayo Clinic is engaged through the Fellowship Programme – 9 Fellows trained at Mayo Clinic
Case Study - Proverum

- Developed by Conor Harkin and BioInnovate colleagues through Comm Fund project
- Offers minimally invasive treatment for benign hyperplasia (BPH)
- BPH occurs when the prostate gland becomes enlarged and compresses the urethra
- More than €5 billion is spent annually in the US on medication for BPH
- Proverum treatment is carried out under local anaesthetic as a day procedure. It only takes 15 minutes and has significantly fewer side effects than surgery
- Funding raised in 2017
- CE approval likely by late 2017
Enterprise Ireland / Cleveland Clinic Innovation Award

- Supports clinicians in Ireland to develop their innovative technologies at all stages of development
- Projects must address a gap or need in patient care.
- For successful projects, Enterprise Ireland can help identify engineers/scientists in the 3rd level to collaborate with to drive the opportunity forward.

Eligibility?
- Clinicians and healthcare professionals in hospitals, third level institutions and non-profit research organisations

Award Winner
- €15,000 and the opportunity to work with Cleveland Clinic and Enterprise Ireland
Enterprise Ireland and Mayo Clinic Partnership

• 5 yr partnership to support the commercialisation of medical technologies
• Support provided through Enterprise Ireland Commercialisation Fund (CF) aiming to spin-out new medtech companies from academia
• 3 CF projects funded to date (EBLATE, VARX, EUS-FNB), 2 CF projects in financial pipeline and 5 CF prospects in development
• 1 CF feasibility ongoing
Health Innovation Hub Ireland

• 4 academic partners and associated hospital groups and Clinical Research Facilities

• Facilitates and accelerates the commercialisation of innovative healthcare solutions in public hospitals

• Innovation In / Innovation Out

• Officially launched on September 26th 2016
HRB-CRCI

• EI-funded Clinical Industry Liaison Officer and QRAM
• Hosted by Clinical Research Co-ordination Ireland, in partnership with Molecular Medicine Ireland & HRB
• Connecting companies developing regulated products to the relevant clinical experts
• Guidance with regulatory pathways
• Training workshops
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**
Thank you

Dr Noel Daly
Lifescience and Food Commercialisation
Enterprise Ireland

T: +353 1 727 2797
E: noel.daly@enterprise-ireland.com