

Start-up Desteđi İrlanda Örneđi

-Bilgi Notu-

19 Temmuz 2001

Aykut Göker

-TTGV için derlenmiřtir-

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Start-up desteđi konusunda, Türkiye aısından deđerlendirilebilecek bir örnek olarak, İrlanda'daki uygulama incelenmiřtir. İncelemede, bu uygulamayı yrüten Enterprise Ireland'ın WEB sayfasında verilen bilgilerden yararlanılmıřtır. Bu bilgilerden yapılan bir derleme ekte sunulmaktadır.

Söz konusu derlemede, start-up desteđine iliřkin aıklamaların özđün dil ve ifade biçimine dokunulmamıř; böylece, bu tür destekler veren bir kuruluşun WEB sayfasındaki diyalog/iliřki kurma arayıřının da örneklenmesine alıřılmıřtır. Ancak, metnin düzenlenmesinde biçimsel bazı deđiřiklikler yapılmıř; konunun kolay izlenebilmesi için tarafımızdan hazırlanan bazı şematik gösterimler, yapılan derlemenin sonuna eklenmiřtir.

Ařađıda, ok kısa olarak, İrlanda'daki start-up desteđi uygulamasının ana hatlarına ve bu arada, Türkiye aısından önemli gördüğümüz, ilgi ekici noktalarına yer verilmiřtir:

1. 'Start-up desteđi', **İrlanda Sanayi Destek Sistemi**'nin bir parçasıdır ve bu sistemik bütünlük içinde bir anlam ifade etmektedir.
2. İrlanda Sanayi Destek Sistemi tek elden yönetilmektedir.
3. Bu 'tek el' 'Enterprise Ireland' adıyla anılan, İrlanda Giriřim [*Enterprise*] Geliřtirme Ajansı'dır.
4. Enterprise Ireland, ana misyonu "*kâr getirici satıřlarda, ihracatta ve istihdamda önemli artıřlar sađlamaya yönelik olarak, sürdürülebilir bir rekabet üstünlüğü [*sustainable competitive advantage*] kazanmaları için, müřterisi durumundaki řirketlerle birlikte alıřmak*" olan bir devlet organizasyonudur.
5. Enterprise Ireland'ın müřterileri, esas itibariyle, İrlanda'nın on ya da daha fazla kiři alıřtıran, imalât sanayii řirketleri ile uluslararası düzeyde hizmet üreten řirketleri ve İrlanda'da üretim yapan gıda ve dođal kaynaklarla ilgili, 'denizařırı ölkelerden gelen' řirketlerdir. Enterprise Ireland, aynı zamanda, teknolojik inovasyon yeteneđi yaratmaya ve sanayi-üniversite iřbirliđini sađlamaya yönelik, ulusal ve AB kaynaklı destek fonlarını yönetmektedir.
6. Enterprise Ireland, gözü ileride olan İrlanda řirketlerinin yetkinleřmeleri, inovasyonda yetkinlik kazanmaları, büyümeleri, yeni ortaklıklar

yaratmaları ve uluslararası müşterilere erişmeleri için destek sağlamaktadır.

7. Bunun yanında, Enterprise Ireland, İrlanda'da, dünya klâsında tedarikçiler [*suppliers*] ve ortaklar bulma ve İrlanda şirketleriyle kârlı ticaret yapma arayışındaki uluslararası girişimcilere de destek sağlamaktadır.
8. Enterprise Ireland, yeni ya da mevcut bir şirketin gelişmesinin her aşamasında ihtiyaç duyacağı her tür desteği/yardımları sağlamaya hazır bir kuruluş hüviyetindedir. Diğer bir deyişle, uyguladığı destek/yardım programları, yeni bir şirketin doğuşundan dünya çapında bir şirket hâline gelinceye kadar geçeceği her aşamanın ihtiyaçlarına cevap verecek, zengin bir yelpazeyi kapsamaktadır.
9. Enterprise Ireland'ın start-up desteğini, yukarıda özetlenen, bütünsel çerçevede içinde değerlendirmek gerekir. Bu bağlamda, start-up aşamasındaki desteğin kendisi de, yeni doğan bir şirketin, başarılı olmak ve büyümek için ihtiyaç duyacağı her konuda ona yardımcı olmayı, yol göstermeyi ve destek sağlamayı hedef almaktadır.
10. **Start-up desteğinin kilit noktası, yeni doğan şirketin neye ihtiyacı olduğunun, bu ihtiyacını nasıl karşılayacağını ve hangi imkânlardan yararlanabileceğinin, Enterprise Ireland'la o şirketin birlikte çalışarak belirlemeleridir.** Enterprise Ireland, bu belirlemeyi, şirketin ilgi alanını göz önünde tutarak atadığı bir '**Geliştirme Danışmanı** [*Development Adviser*]' eliyle yapmaktadır.
11. Geliştirme Danışmanı, şirkete şu konularda yardımcı olmaktadır:

- Yeni iş kavramını değerlendirip geliştirme ve iş plânını hazırlama;
- İş planının temelini oluşturan yapılabirlik çalışması [*feasibility study*] için hem bilgi hem de finansman desteği sağlama;
- Mümkün ve muhtemel ortakları, yatırımcıları, finansman ve hukuk danışmanlarını tanıyıp bulma;
- Yönetimi geliştirmeye yönelik finansman desteği dâhil, istihdam ve sabit sermaye yatırımı ile ilgili hibelerden yararlanma ve sermayeye iştirak yoluyla finansman desteği sağlama.

Danışmanın yardımı,

- Şirketin, öngördüğü gelişme plânı çerçevesinde, hangi finansman kaynaklarına başvurabileceği;
- Başvuru için Enterprise Ireland'ın başka hangi bilgileri isteyeceği ve
- Sağlanacak finansman desteği konusunda Enterprise Ireland'la varılacak nihai mutabakatın ne kadarlık bir süre alacağını

açıklığa kavuşturulmasını da kapsamaktadır.

Bu hâliyle, Geliştirme Danışmanı'nı yeni dünyaya gelen bir bebeğin yaşam boyu gözetiminde kalacağı aile hekimine benzetmek mümkündür. Bu aile hekimi, kendi yetkinlik sınırları elverdiği ölçüde sorunlarınıza çözüm getirecek; ama gerektiği anda da, sizin, gerekli uzmanlara gerektiği biçimde başvurmanızı sağlayacaktır. Kanımca Enterprise Ireland'ın yeni doğan şirketlere yaklaşımındaki temel felsefe budur ve bu doğru bir yaklaşımdır.

12.Start-up desteğinin bir diğer kilit noktası, Enterprise Ireland'ın sağladığı yardımın, başlangıç sermayesi desteği ve benzeri finansal destekleri [*seed capital*' vb.] olduğu kadar, enformasyon, bilgi ve deneyim aktarımları biçimindeki karşılıksız yardımları da kapsamasıdır. Yeni doğan deneyimsiz şirketle 'Mentor Network [Akıl Hocaları Ağı]' arasında, Enterprise Ireland'ın aracılığıyla kurulan bağ, bu ikinci tür yardımın çarpıcı bir örneğidir.

13.Start-up desteğinde, son olarak ama bir kez daha altı çizilmesi gereken nokta, yardımın, AR-GE'de ya da teknolojik inovasyonda yetkinleşme kadar yönetimde yetkinleşme, insan kaynaklarını geliştirmede yetkinleşme, iş geliştirmede yetkinleşme, pazarlamada yetkinleşme, uluslararası pazarlara ulaşmada yetkinleşme, yeni ortaklar bularak büyümede yetkinleşme gibi konuları da aynı önemde kapsıyor olması ve bu açıdan içerdiği bütünselliktir. Bu bütünsellik çerçevesinde, yardım, örneğin, ürün geliştirme sürecini olduğu kadar, geliştirilen ürünü ticarileştirme ve o üründe gerek ulusal gerekse uluslararası pazarlarda başarı kazanma süreçlerini de kapsamakta ve son çözümlemede sürdürülebilir büyümeyi hedef almaktadır.

Yukarıdaki tespitler ekteki derlemeye dayanmaktadır.

Ek: Enterprise Ireland: Supporting The Development of New Fast-Growth Businesses / Start-Up Companies

Enterprise Ireland

**Supporting The Development
of
New Fast-Growth Businesses /
Start-Up Companies**

Executive Summary

With start-up companies, our focus is very specific. We have a service targeted to meet the needs of high calibre, experienced managers, academics and entrepreneurs creating and building new companies with significant growth and export potential.

Is yours a start-up company:

- In manufacturing or internationally traded services?
- Based on technological innovation or exploitable market niche opportunity?
- With credible projected sales of at least £0.75m and 10 jobs by Year 3?
- With longer term potential to significantly exceed these levels?
- With export potential?
- Being established by experienced managers, academics or technical graduates?

Enterprise Ireland can help:

- Our multi-disciplinary development teams are experienced in helping potential entrepreneurs develop their concepts into commercially viable business plans.
- Our teams advise and assist in all aspects of the crucial start-up phase.
- Our advice and support continues, as the new enterprise grows to its full potential.

Enterprise Ireland will assign you a **Development Adviser** who acts as your key point of contact with our team and gives you access to our financial and other supports, including:

- Helping you evaluate and develop your new business concept, including challenging and assisting in formulating the business plan.
- Providing both practical and financial assistance for a feasibility study leading to the business plan.
- Introducing you to potential business partners, investors and financial & legal advisors.
- Financial supports including management development, employment grants, capital grants and equity investment.
- Access to the full range of Enterprise Ireland services such as: overseas offices, specialist technical expertise, market research resources, etc.

To make an application for support of a major development plan in train, a client should complete a 'Request for Funding' and submit it with a business plan, as described in the page attached to the application, to The Client Service Unit of Enterprise Ireland.

There are two separate application forms for start-up business proposals, one for manufacturing companies and one for internationally trading service companies.

Receipt of your request for funding will be acknowledged within one week and your advisor will promptly contact you to discuss:

- What funding could be provided towards your development plan;
- What further information will be required to process the application;
- How long it is likely to take to achieve final agreement on the funding to be provided.

The process followed by Enterprise Ireland in dealing with the application is as follows:

- An application is detailed in co-operation with the client to ensure that the funding being offered meets the client's needs and that the terms and conditions are understood and acceptable.
- It is assessed and presented to a board for decision;
- Agreements are prepared reflecting the approved incentives, terms and conditions and signed by EI and the client.
- The client implements the development programme.
- The client claims the funding in line with the funding agreements and EI checks the client's claims and pays the funds.

Development Adviser

Enterprise Ireland assigns a Development Adviser to each client company in manufacturing or internationally traded services. The Development Adviser acts as the client company's primary point of contact giving access to the full range of Enterprise Ireland solutions in an efficient and effective way. Enterprise Ireland's services are delivered as part of a structured development process agreed with the company. All aspects of Enterprise Ireland's operations will be driven by the needs of company.

Working with the company

- The Development Adviser works with the company to identify what Enterprise Ireland can do together to build a profitable growth of business for the company.
- The Development Adviser and the company together agree a plan and responsibilities for actions that follow.
- The Development Adviser helps the company access the services and resources that she needs to execute her growth plan. These may be sourced within Enterprise Ireland or externally.
- The company's relationship with her Development Adviser is an important feedback medium to guide Enterprise Ireland in the continuing development of her services.

Contacting our Fast-Track Start-Up Teams

If you have the ideas and the experience and are interested in setting up your own business, Enterprise Ireland's [High Potential Start-Up teams](#) will help you explore your potential.

If you have any difficulty in finding the assistance you need, please contact our customer service team at client.service@enterprise-ireland.com

Our [freephone service Enterprise Link](#) gives information on all aspects of starting up a business and is a point of access to Ireland's full network of supports and resources.

High Potential Start-Up teams

If you are serious about starting up a manufacturing or internationally traded services business with high growth potential in the following sectors, here are your first points of contact:

Food: Martin Doyle

Electronics: Lorcan O'Sullivan

Engineering: Kevin Kavanagh

Healthcare / Pharmaceutical: Tony Shiels

Manufacturing generally: Rachael Shanley

Internationally Traded Services & Software: Maria Walshe

View our services

The services we can offer our clients, across six key business functions, are the followings:

- I. Business Planning & Information
- II. Research, Development & Design
- III. Production & Operations
- IV. Marketing & Business Development
- V. Human Resource Development
- VI. Finance for Growth

The Services Offered by Enterprise Ireland For Start-up Companies

View our services

The services we can offer our clients, across six key business functions, are the followings:

- I. Business Planning & Information
- II. Research, Development & Design
- III. Production & Operations
- IV. Marketing & Business Development
- V. Human Resource Development
- VI. Finance for Growth

I. Business Planning & Information

Our advisory, financial and specialist services and resources are provided to our client companies within the framework of a planned total business approach. In this way our solutions can be tailored to meet your unique needs and delivered in the right way at the right time.

Your Enterprise Ireland **Development Adviser** is your key point of contact throughout. As a first step we meet with you to understand your needs and contribute to your strategy. We work together to validate and agree a business plan as the framework within which our relationship will work and progress.

After establishing this framework, the full array of other supports can be engaged. Followings are the Business Planning and Information solutions we offer through:

A. Information services

A1. Enterprise Link

Enterprise Link is your direct line to sources of support to start-up and expanding small businesses in Ireland.

Our phone service includes referrals to state agencies and other sources of enterprise support throughout the country, using a specially designed database of support organisations.

The Enterprise Link service is provided by Enterprise Ireland on behalf of the Department of Enterprise, Trade and Employment.

A2. The Information Centre

'Where information, insight and knowledge combine'

To compete successfully in the marketplace your business must have access to the right information when it's needed. Our Information Centre team is here to help you meet those information needs.

We can provide knowledge in key areas such as marketing & trade, innovation and enterprise development. We also provide specific coverage of these issues as they relate to European Union business developments.

Our library service provides internet access where clients can do their own searches for information on products, services, markets and contacts.

Keep up-to-date on the latest business information by visiting our business newpage.

A3. A Business Guide to International Trade

This 43-page guide, published in May 2000 by AIB in association with Enterprise Ireland and Ernst & Young, provides information and useful pointers to SMEs considering developing and growing their business through exporting, importing or both.

Its eighteen chapters cover:

- eCommerce - Essential for Doing Business
- Electronic Banking Services
- The euro - A Catalyst for Change
- Exporting - Getting It Right
- Can Exporting Benefit Your Business?
- Identifying the Export Sales Opportunities
- Points to Remember when Selecting Export Markets
- Entering the Market - Choosing a Distribution Channel
- Promoting Your Product Abroad
- Transporting Goods to Export Markets
- Pricing for Exports
- International Payment Methods
- Cash Flow Management & Financing
- Risk Assessment
- Managing Exchange Rate Risk
- Tax Regulations Governing International Trade
- Questions & Answers (Customs & VAT Issues)
- Key Business Contacts

B. FUNDING for business planning

B1. Mentor Network

If you're a young or small to medium enterprise looking for an experienced business advisor - free of charge - the Mentor Network may be able to help.

Enterprise Ireland maintains a countrywide panel of high calibre voluntary mentors, consisting mainly of retired or semi-retired managers across all areas of business. We match them with the needs of companies seeking to grow.

Through our Mentor Network Enterprise Ireland also acts as a matching and introduction service between private investors, known as "Business Angels", and projects seeking equity.

Mentors will confidentially provide strategic guidance and practical, reliable advice drawing on their wide experience gained in senior positions in industry.

B2. Feasibility Studies: grant supports

Our Feasibility Study Grant Programme helps businesses and individuals evaluate the viability of a new manufacturing or international services project.

What are grants awarded for?

Grants may be available from Enterprise Ireland towards supporting feasibility studies such as investigating the viability of manufacturing a completely new product or process.

Typical elements involved in carrying out a feasibility study include market research, cost analysis, financial projections, manufacturing process assessment, plant evaluation, raw material sourcing and prototyping. Negotiating with potential joint venture partners or obtaining a manufacturing licence may also be included.

NOTE: Studies solely based on market research are not eligible for assistance.

What size grants are available?

Grants of up to 50% of the cost of the feasibility study may be available up to a maximum of £15,000 grant per study. Applications are considered on a case by case

basis to assess eligibility of the detailed proposal and associated costs. The grant amount is determined following this assessment.

Who may qualify for a grant?

Individuals, groups or companies based in Ireland may be assisted under this programme.

NOTE: Project ideas must be discussed with your local Enterprise Ireland Development Advisor PRIOR TO submitting a completed application form.

It is essential that applications for grant aid are approved by Enterprise Ireland before the feasibility study commences as expenditure incurred prior to approval is ineligible for grant aid.

B3. Community Enterprise Centres: supports

This initiative assists community groups in establishing enterprise centres and applies to large urban areas where the rate of long term unemployment exceeds the national average. It runs parallel to the existing Community Enterprise Centre Programme. Funding for this initiative comes from a special allocation in the 1999 Budget.

B4. Millennium Entrepreneur Fund

Jointly sponsored by Enterprise Ireland, L.M. Ericsson Ltd., Bank of Ireland, Mr. Neil McCann and the European Union.

Do you have:

- a record of achievement in the international business arena?
- higher educational qualifications or equivalent training and experience?
- **exciting ideas for a new technology-based business, based on that experience?**
- the drive and ambition to grow the business fast?
- possible partners in mind for a strong entrepreneurial team?
- Irish nationality, or a key Irish national on your team, and willing to return to Ireland?

The Millennium Entrepreneur Fund is aimed at people and teams like yours. It provides:

- ○ **Seed Capital investment of up to £100,000;**

- An experienced Company Mentor to work closely with you on key business aspects;
- A Patron Company (a successful Irish based company) to advise and counsel you;
- An Enterprise Ireland Development Advisor to assist in all aspects of business development.

The Fund Board, consisting of representatives of the sponsors, will review applications and agree investments.

When applying, the key Irish national should be resident overseas, and have lived and worked overseas for a minimum of 3 of the 5 previous years. Applications, at the sole discretion of the Fund Board, may also be considered from suitable applicants returning to Ireland within the six months prior to application, provided they meet the other overseas residency requirements.

How do I apply?

A detailed application is required outlining the business concept, the potential market opportunity, target markets, potential customers, potential competitors, details on background of applicant(s) and key partners, business potential in terms of sales, profitability and employment, likely investment and a detailed plan of activities and resources needed to bring the business concept to implementation.

Assistance for preparing an application?

A feasibility grant may be applied for, towards preparing a proposal and business plan. This application must be made and approved in advance of the work commencing.

How many investments will the fund make?

The target is to award 10 full investments of £100,000 over a three year period. They will only be approved where high quality applications have been received which meet the Fund criteria.

International Office Network

You may reach us at any of our 13 Irish Regional Offices or 30 International Offices worldwide.

Or how about returning to work in Ireland ?

Go to www.opportunity-ireland.com to see a selection of the hundreds of positions currently available in the Irish software and electronics industries.

B5. Fast Track Start Up Companies: support

With start-up companies, our focus is very specific. We have a service targeted to meet the needs of high calibre, experienced managers, academics and entrepreneurs creating and building new companies likely to reach significant scale quickly. with significant growth and export potential. Our specialist executives work intensively with these companies.

Is yours a start-up company:

- in manufacturing or internationally traded services ?
- based on technological innovation or exploitable market niche opportunity ?
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- with longer term potential to significantly exceed these levels ?
- with export potential ?
- being established by experienced managers, academics or technical graduates ?

Enterprise Ireland can help:

- Our multi-disciplinary development teams specialise in helping potential entrepreneurs develop their concepts into commercially viable business plans.
- Our teams advise and assist in all aspects of the crucial start-up phase.
- Our advice and support continues as the new enterprise grows to its full potential.

From our offices in Ireland our regional staff can help you and liaise with our specialists as required. Enterprise Ireland will assign you a Development Adviser who acts as your key point of contact with our team and gives you access to our financial and other supports, including:

- Helping you evaluate and develop your new business concept, including challenging and assisting in formulating the business plan.
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- Introducing you to potential business partners, investors and financial & legal advisors.

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The Client Service Unit
Enterprise Ireland
Wilton Park House
Dublin 2

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Healthcare / Pharmaceutical: Tony Shiels

Manufacturing generally: Rachael Shanley

Internationally Traded Services & Software: Maria Walshe

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B6. Campus Companies

A pipeline of high profile campus companies which have secured large sums of investment funding are currently hitting the headlines, making commercialisation of university research a very hot and relevant issue. Research programmes are an intrinsic part of university and third level institutions, with a greater number resulting in commercial entities.

Enterprise Ireland's Campus Companies Programme supports the development of existing third level based companies and the establishment of new companies. We provide assistance to researchers interested in commercialising R&D emerging from the college campus. An element of this is CORD feasibility funding, which allows an academic entrepreneur or campus company assess the commercial viability of their innovative technology.

Support is available in the form of both business development advice and financial assistance to start-up knowledge-based enterprises. Mentor facilities are also available. Specifically designed part-time business training courses also exist such as the Campus Company Development Programme in UCD and PROSPECT in the PDC, Docklands Innovation Park.

The Enterprise Platform Programmes are full time one year rapid incubation programmes for entrepreneurs who wish to start their own business.

C. Business Planning & Advice

C1. Mentor Network

If you're a young or small to medium enterprise looking for an experienced business advisor - free of charge -the Mentor Network may be able to help.

Enterprise Ireland maintains a countrywide panel of high calibre voluntary mentors, consisting mainly of retired or semi-retired managers across all areas of business . We match them with the needs of companies seeking to grow.

Through our Mentor Network Enterprise Ireland also acts as a matching and introduction service between private investors, known as "Business Angels", and projects seeking equity.

Mentors will confidentially provide strategic guidance and practical, reliable advice drawing on their wide experience gained in senior positions in industry.

Companies receive Mentor Network support primarily by referral by their Enterprise Ireland Development Adviser, Shannon Development, or County Enterprise Board.

C2. Market Information

Are you exploring new markets or expanding existing ones?

We help companies identify and meet their market information needs. Our expertise is in the areas of:

- international trading conditions;
- market trends;
- industry overviews;
- business news.

We can provide information on companies and competitors - company profiles, contact details, credit status reports.

We supply details on the current economic outlook and demographic data for global markets. We have access to guides to doing business in overseas markets from an economic, political and social perspective.

We also provide information on trade, tariffs and export procedures.

C3. UK Gift & Jewellery Handbook 2000

The UK Gift & Jewellery Handbook has been designed to help Irish companies who are seeking to enter the British market, or looking for ways in which to further develop their presence in Britain.

The Consumer Products teams in London, Manchester and Glasgow offices have been working with Irish suppliers of gifts, tabletop & jewellery products for many years, and have pooled their expertise and market knowledge to produce this handy guide. It covers five topic areas which many Irish companies wish to know more about :

First Step into Britain
Agent Recruitment
Trade Promotions
Tourist Gift
Department Stores

Please make the most of this guide, and use it to build your own strategic plan for the British market.

If you would like more help and advice on developing your sales to Britain, please contact :

London: Charlotte Field, Valerie O'Donoghue
Manchester: Kay Fosti, Chris Smith
Glasgow: Linda Brown, Jo Millan

C4. Business Angels: private investment

Enterprise Ireland has established a database of more than 70 high net worth individuals, or "Business Angels", with over IR£10 million available to invest in small and medium enterprises. Their primary interest is in potential high growth companies.

Typically, Business Angels are prepared to invest initial equity in the range IR£20,000-£100,000 per project. They can also offer valuable expertise and guidance.

Angels usually seek active participation in the company in which they invest.

Through our Mentor Network Enterprise Ireland acts as a matching and introduction service between investors and projects seeking equity.

While most investors have indicated a preference for manufacturing and internationally traded companies with a proven track record, some are prepared to consider start-ups and restructuring/ re-financing of projects with good potential.

To register:

- as a Business Angel: click here to download and complete Angels registration form as a company interested in the Business
- Angels service: click here to download and complete Company registration form

II. Research, Development & Design

All industry faces severe challenges from the tides of newer and better technologies across many fields. With shortening product life cycles and internationalised markets, innovation is now a key competitive ingredient.

New products must be designed, developed and brought to market in ever tighter time frames. Industrial processes must be continuously improved.

Click below for information on:

Electronics, communications & information technologies

Electrical & electronic product testing & development: (NETC)

Optronics Ireland - PAT

PEI Technologies - PAT: power electronics

Teltec Ireland - PAT: telecommunications

Telecommunications testing & development: (NETC)

Design & inventions resources

Computer Aided Design & Finite Element Analysis

Intellectual Property Assistance Scheme

Design Initiatives for Irish Industry

Process, materials & construction engineering

AMT Ireland - PAT

Materials Ireland - PAT

Industrial Materials & Engineering: consultancy

Timber development & advisory services

Construction products & systems: development&evaluation
Safety and Reliability Engineering Consultancy
Process Engineering (chemical)

Agrifood, healthcare & biotechnology services

BioResearch Ireland (BRI) - PAT
Food R&D: National Food Centre

Collaborative international R&D schemes

Technology Transfer & Business Partnerships
Innovation Relay Centre: Information for SMEs
EU R&D: Innovation with SME Participation
EU R&D: Quality of Life & Management of Living Resources
EU R&D: Information Society Technologies (IST)
EU R&D: Competitive & sustainable growth: industrial technologies
EU R&D: Energy, Environment & Sustainable Development
EU: Supporting training, networking, mobility of researchers
EU 5th Framework Programme
EUREKA: International Research Initiative
European Space Agency: contract R&D
Irish Space Industry Directory

Enterprise Ireland FUNDING for R&D and design

Research & Development Capability Initiative

Research Technology & Innovation (RTI) Competitive Grants Scheme
Helping Companies Manage R&D
Design Initiatives for Irish Industry
Intellectual Property Assistance Scheme

Research & Development Capability Initiative for Technology Based Start-ups

Who can apply?

Technology Based Start-Ups, starting off in a new technology area, are eligible provided that their need for a strategic investment in R&D is confirmed through detailed discussions with their relevant **Development Advisor**.

What types of investments are eligible?

It is aimed at start-ups and early stage companies which are founded on R&D and which have the potential to grow rapidly. They will often be high-risk companies which are required to carry out R&D at a substantial level to establish and grow the company. These investments will relate primarily to staff costs assigned either part time or full time to the R&D function.

Grant Rates:

Maximum grant rates will vary between 25% and 45% of eligible expenditure. R&D capital items can be funded at up to a maximum rate of 25%.

Eligible costs?

Eligible costs will include:

- Personnel costs relating to the staff who are employed either full time or part time in R&D
- Costs of equipment and buildings
- Cost of related consultancy
- Additional overheads incurred as a result of the research activity (up to 30% of direct R&D salaries and wages)
- Other operating expenses (e.g. costs of materials, supplies and similar products, travel expenses, incurred directly as a result of the research activity).

The eligible costs relate to the resources engaged in the programme of R&D projects covered under this investment. Projects must be completed within the 2-year funding period of the R&D Capability investment. Full details of such projects must be specified in the application form, and grants will not be transferable to new projects not envisaged in the original application. All projects will be subject to a technical assessment.

Note: Only eligible expenditure incurred from the date of approval will be considered for funding. Expenditure incurred by a company before this date is ineligible.

How to Apply:

Applications should be made via client's [Development Advisor](#) at Enterprise Ireland or [Shannon Development](#).

Proposals for support can only be considered within the context of the client development process between the client and their [Development Advisor](#). The requirement for an R&D Capability investment will emerge from consideration of the company's business plan, and the agreement of a programme of development with Enterprise Ireland. At that stage, the client will be invited to prepare an application for R&D Capability funding.

What happens after the application?

An Assessor appointed by Enterprise Ireland conducts a technical assessment on each application. Proposals for support are submitted for approval to the Grants Approval process in Enterprise Ireland. The criteria to be applied by the Committee in considering the business case associated with the R&D investment will include:

The strategic importance of R&D to the firm in the context of the overall development of the business and consideration of industry norms for R&D capability and spend.

The scale of the proposed R&D investment and its contribution to achieving a sustainable and significant increase in R&D spending.

The ability of the company subsequently to fund and commercialise the results emerging from the enhanced R&D Capability.

If the proposal is approved a Letter of Offer will be issued to the company specifying any conditions attaching to the approval.

Follow-up

The **Development Advisor** will work closely with the company over the two-year investment period to ensure the full benefit is gained from the investment. This will include monitoring of the progress of the R&D projects.

III. Productions&Operations

To compete successfully in today's international arena, a process of continuous improvement across all industrial operations is essential.

Click below to find our services and resources for:

Improving performance efficiency & quality

Supplier Development Programme: food sectors

Benchmarking: rating business performance

World Class Manufacturing (WCM) Support

AMT Ireland - PAT

Technology Auditing: industrial operations

Technology mentoring: manufacturing products & systems

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Environment, health & safety

Air pollution control services

Acoustics: advice, testing, consultancy

Effluent & Waste Management Services

Safety and Reliability Engineering Consultancy

Information & Communications Technologies

Electrical & electronic product testing & development: (NETC)

Materials, engineering & construction services

Industrial Materials & Engineering: consultancy

Materials Ireland - PAT

Construction and Engineering Technologies

Offshore Oil & Gas

Timber development & advisory services
Process Engineering (chemical)

FUNDING of production and operations improvements

Feasibility Studies: grant supports
Seed & Venture Capital Funds
World Class Manufacturing (WCM) Support
Technology Auditing: industrial operations
Environmental Management Systems (EMS): Grant Scheme
Funding Solutions
Transport & Logistics Development
Supplier Development Programme: food sectors

IV. Marketing&Business Development

For many firms success on export markets is crucial to long term growth. Enterprise Ireland helps you develop your capability to implement marketing and internationalisation strategies.

Through our 28 overseas offices and by this website we also promote the capability of Irish suppliers to international buyers and sourcing teams. We organise overseas trade missions, buyer visits to Ireland and stands at international trade fairs.

We have two key priorities:

- Helping companies export for the first time
- Supporting companies as they build a permanent presence in overseas markets

The eCommerce challenge

A key strategic issue for all businesses is the rapidly enveloping ecommerce environment. This is set to transform relationships with customers, suppliers and business partners. Enterprise Ireland's eBusiness website offers resources to assist Irish business in meeting this challenge.

We work with our clients to upgrade their eCommerce capabilities and to develop & implement their eBusiness. We offer information, advice and support for the necessary management, marketing and skills development.

Click below to find information on:

Assistance to develop overseas markets

Visa and Legalisation Service
eCommerce Initiative
European Union
UK Gift & Jewellery Handbook 2000
Trade Information
Help in Overseas Markets
Technology Transfer & Business Partnerships
A Business Guide to International Trade

Market Information
The Information Centre

Seizing supply opportunities

Offshore Oil & Gas
National & International Linkages
Public Procurement: supplier development initiative
Supplier Development Programme: food sectors

V. Human Resource Development

Enterprise Ireland's services in the Human Resource Development area offer education, training, and development programmes which are flexible, standards-based and focused on company objectives.

These are designed to meet the competitive need for developing and upgrading the skill sets of the total workforce continuously. We assist you in developing world-class management, highly skilled staff and effective business systems.

Click below for information on our services and resources for:

HR strategy and advisory services

Mentor Network

New skills intake

Opportunity Ireland: return to work in Ireland
Recruiting Marketing Management Skills
New skills development and training
EU Information: training for business change (ADAPT)
Helping Companies Manage R&D

FUNDING for human resources development initiatives

Mentor Network
Recruiting New Managers & Key Staff
Training & Consultancy for Managers & Key Staff
Helping Companies Manage R&D
Recruiting Marketing Management Skills
Research & Development Capability Initiative

VI. Finance for Growth

Enterprise Ireland's objective in providing finance to our clients is to share risk in their growth and accelerate their competitive development. Our focus is on helping you build capability within your company as well as adding capacity.

We are also working to create the conditions where the private sector becomes the primary source of equity finance for expanding companies.

Click below to find information on our range of financial solutions:

Funding for establishing a new business

Fast Track Start Up Companies: support

Millennium Entrepreneur Fund

Feasibility Studies: grant supports

Enterprise Ireland Financial Support: Principles

Funding for expanding an existing business

Feasibility Studies: grant supports

Funding Solutions

Funding for investment in key business resources

Access to third party funding

Business Angels: private investment

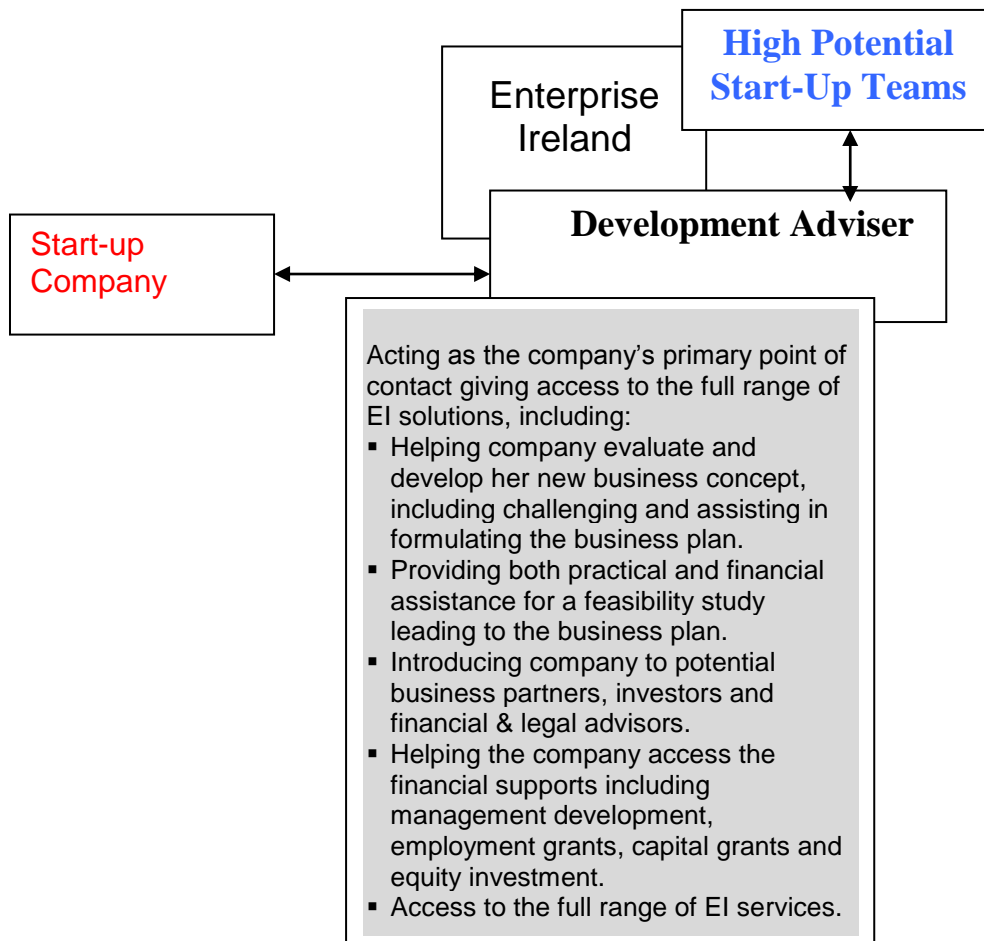
Seed & Venture Capital Funds

Business incubation facilities

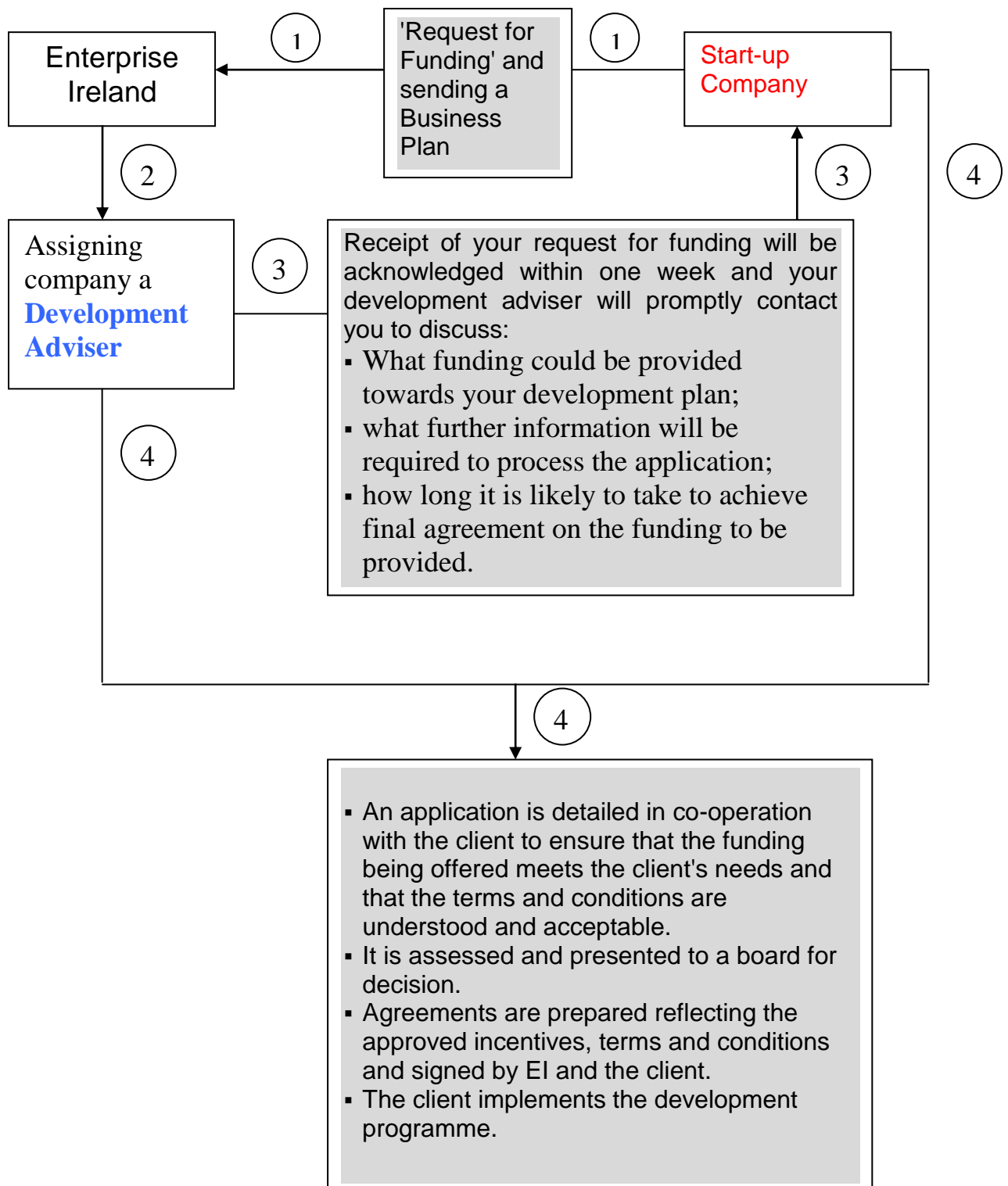
Community Enterprise Centres: supports

Business Incubation Centres

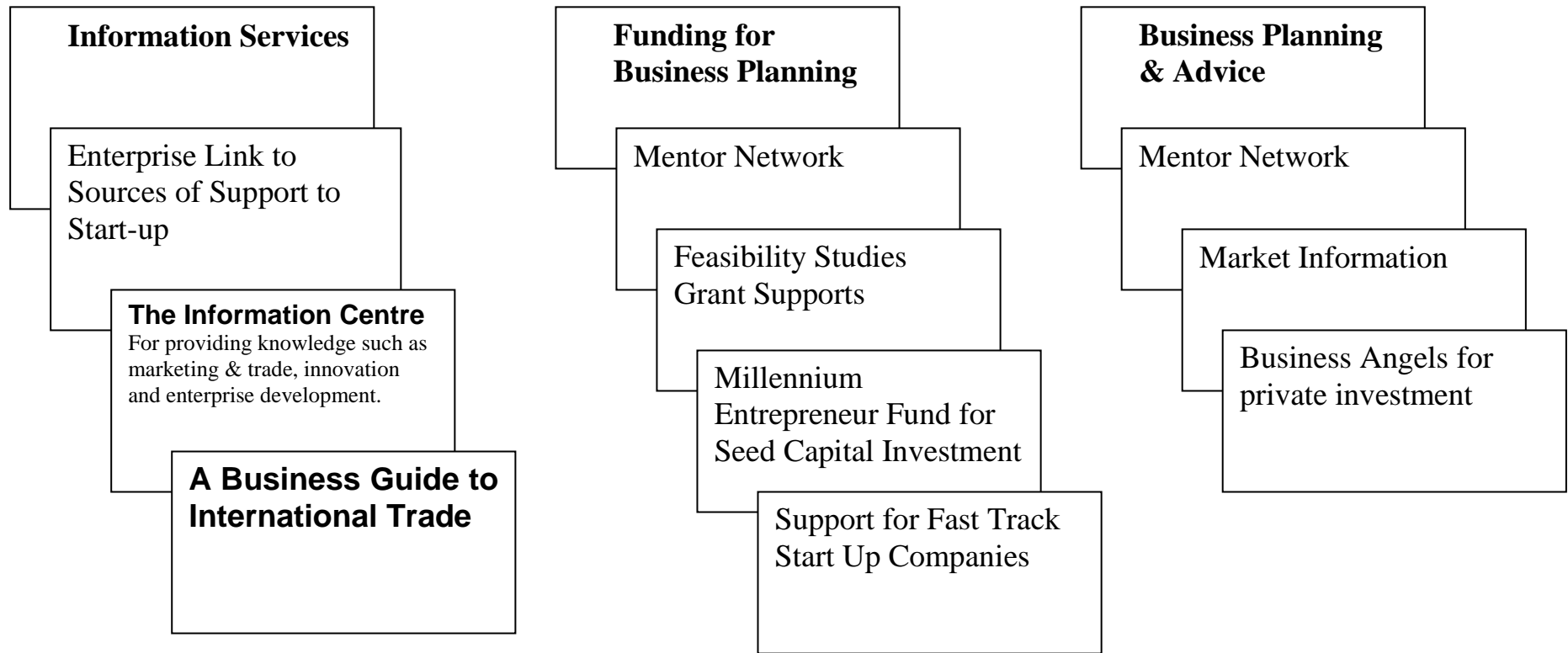
Campus Companies



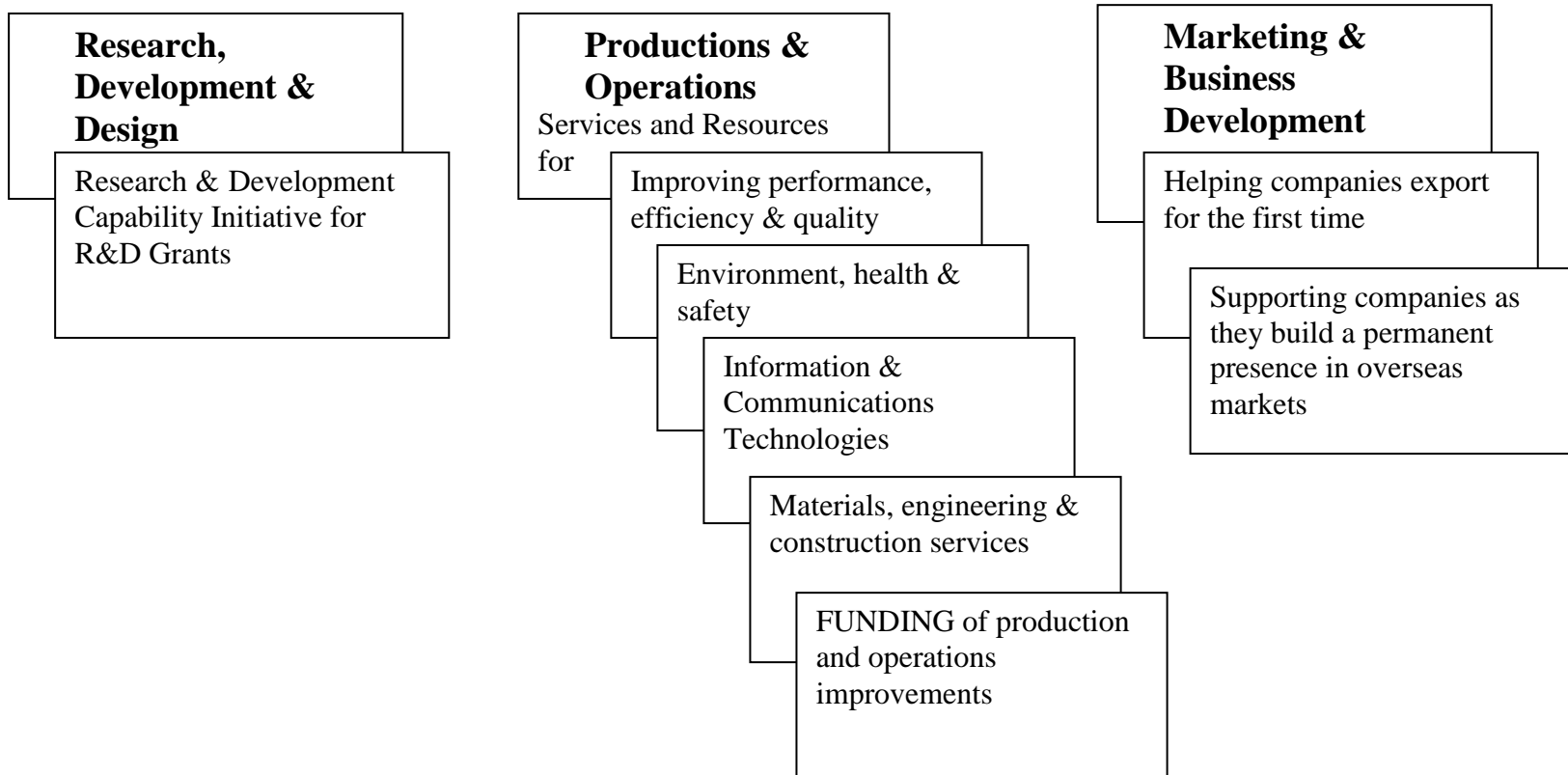
Functions of the Development Adviser



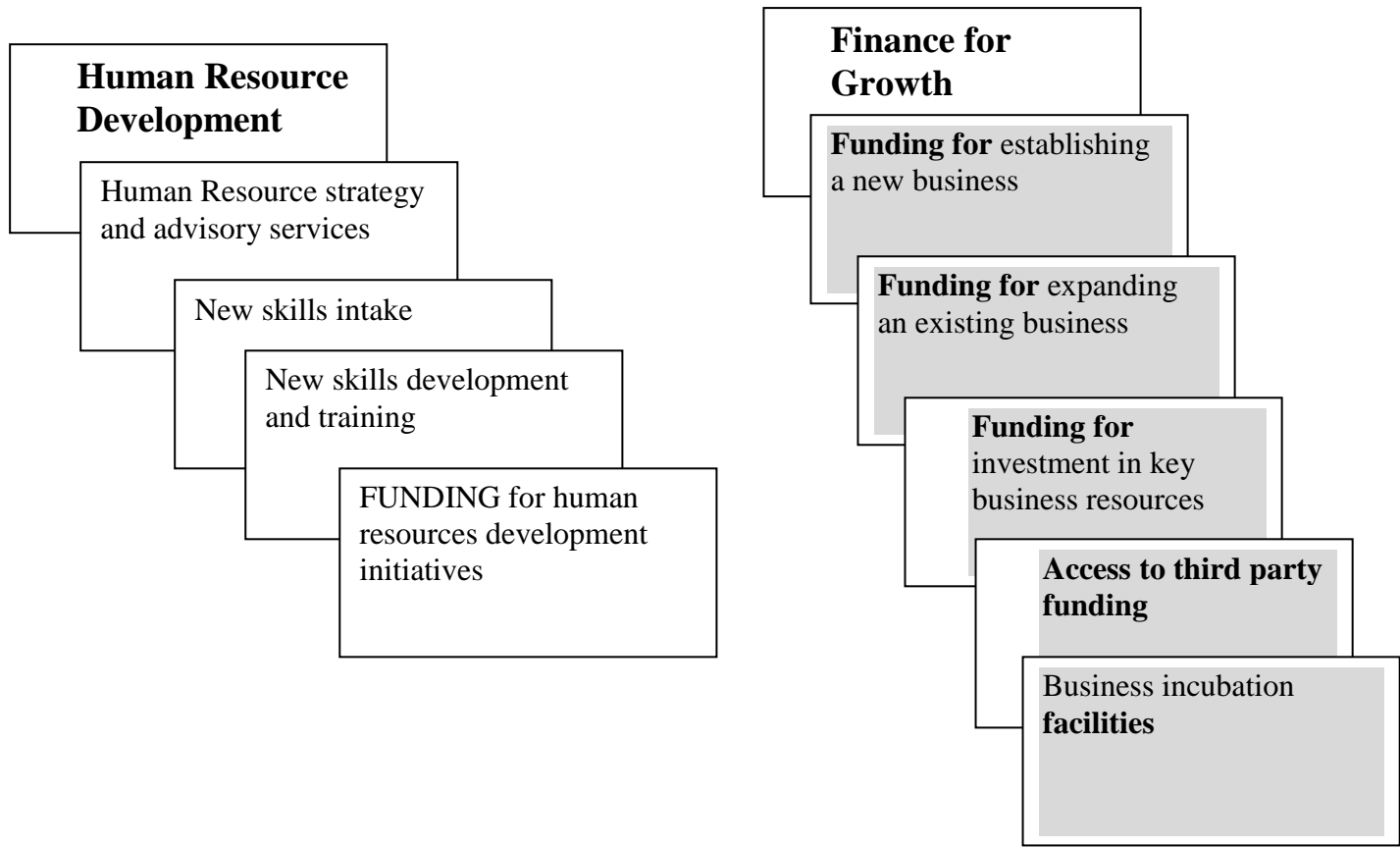
Application and Assessment Process



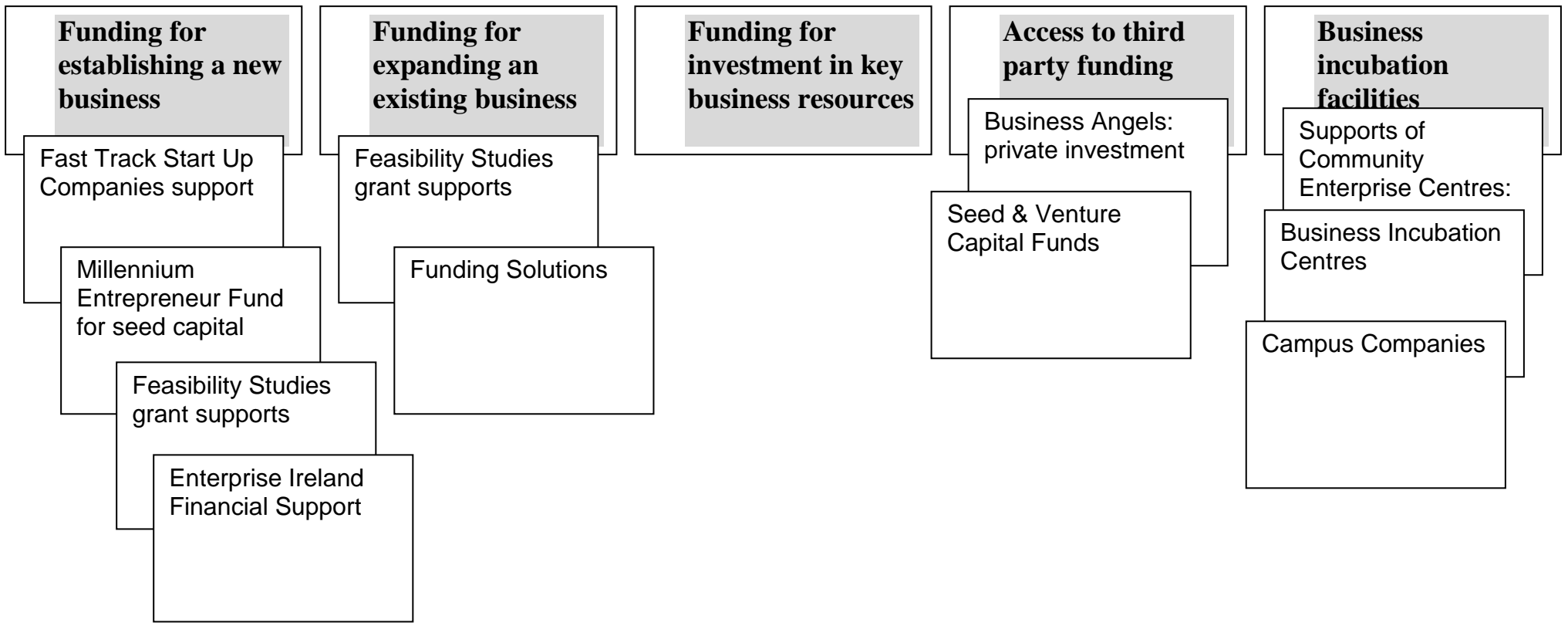
The Services Offered by Enterprise Ireland for Start-up Companies, 1



The Services Offered by Enterprise Ireland for Start-up Companies, 2



The Services Offered by Enterprise Ireland for Start-up Companies, 3



Finance for Growth