



# Bridging the Border

**Business Partnerships Funding Technology Transfer**

Building Locally  
Competing Globally

# Bridging the Border

## The Northern Ireland IRC Role

- The IRC normally deals with technology based co-operation between NI companies and companies from any European country.

**But not today!**

- Today I want to tell you briefly how we in the IRC in Belfast can help you Bridge the Border.

# Bridging the Border

## How the IRC Network can help

- **“I am considering cross-border co-operation but I need a good reliable company to work with”.**
- Just speak to any of us with coloured badges today and we will arrange for your company to be matched with an Irish company in your industrial sector.
- We vet all companies we deal with and can assure you that all critical aspects of the company have been investigated before we make a recommendation.

# Bridging the Border

## How the IRC Network can help

- “My company has identified a potential cross-border partner – can the IRC help broker an agreement”?
- Yes, the IRC can act as an advisor on negotiating and IP matters and can quickly bring in the relevant assistance North and South of the border.

# Bridging the Border

## How the IRC Network can help

**“Is there a list of companies in my sector with an interest in forming a cross-border partnership” ?**

- . The IRC has access to potential partners in all sectors – you just need to discuss your requirements with us and we will set the partnership ball rolling.

# NI Companies Interested in Cross-Border Partnerships

## ENVIRONMENTAL SECTOR

COMPANY	PRODUCTS
BMS Glazeguard Ltd	Biocidal Coatings
Cater Waste Products	Grease Catcher
AST Ltd	Fuel Pellets
Chempar Ltd	Water Treatment
Kosmos Glass Recycling	Glass Culletts
Ecomesh Ltd	Land Remediation
European Business Link	Foreign Sourcing

# NI Companies Interested in Cross-Border Partnerships

## Medical/Bio Sector

Company	Products
Clearway Medical	Asthma Relief products
Fortress Diagnostics	Diagnostic Kits
Orthodocs Ltd	Orthopaedic Products
Biopanda Diagnostics	Reagents for Diagnostic Kits
Safety First Sales	X-Ray Protection
Texthelp	Dyslexia Aids Software

# NI Companies Interested in Cross-Border Partnerships

## Engineering Sector

Company	Products
Gildernew Engineering	Trailers
McWall Drawing & Design	Structural Steelwork Design
Innovation Technologies Ltd	Special Purpose Machines
Warmflow Engineering	Condensing and Standard Boilers
Camden Group	uPVC Windows & Doors
Campbell Engineering & Design	Mechanical Engineering Design

# NI Companies Interested in Cross-Border Partnerships

## Agri-Food Sector

Company	Products
Barefruit Products	Smoothies
Jemphrey International	Beverage & Food Dispensing
Xenosense Ltd	Food Contamination Sensing
Robert Craig and Sons	New Health Food Supplement
Agrofood & Biosciences Inst.	High Pressure Food Processing
Valpar Ltd	Biocidal Tubing for Beer Delivery

# NI Companies Interested in Cross-Border Partnerships

## Electronics Sector

Company	Products
Antrim Transformers Ltd	Torroidal Transformers
BNE Electronics	Telemetry Systems
Marturion Ltd	Electronics Design & Manufacture
Micro Amusements Technology	Electronic Games
Fionn Technologies Ltd	Animal Recognition and Tracing
Power Action Ltd	Contract Electronics Manufacture

# NI Companies Interested in Cross-Border Partnerships

## ICT Sector

Company	Products
Cando Interactive Ltd	3D Interactive Websites
Centroid Solutions Ltd	Mobile Phone Maps
Singularity Ltd	Business Process Management Software
Indeco Ltd	Information Management Software
Internet Concepts Ltd	Web Based Software for Local Authorities
Synergy Learning Ltd	E-Learning Systems

# Bridging the Border

## How the IRC Network can help

- Remember to contact us in the IRC – either as a result of today's meeting or if you are interested in co-operating on a cross-border basis in the future.

**Thanks for your attention!**

**The Invest NI Team here today:**

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