



Building Locally
Competing Globally

Technology Based Partnerships with NI Companies

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Bridging the Border Seminar



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The Innovation Relay Centre

Some background information

- **Part funded by the EC**
- **72 IRCs throughout Europe**
- **We facilitate co-operation between SMEs**
- **There is a support package from the EC**
- **Typical achievements**

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**Today we will concentrate on
Cross-border partnerships**

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What is a partnership?

1. Licensing
2. Joint Venture
3. Commercial Agreement
4. Manufacturing Agreement
5. Financial Agreement
6. Technical Co-operation

The Innovation Relay Centre: Co-operation possibilities in NI

Sector: **Environment** - companies in **red** are seeking rapid co-operation

Company	Product
ATC Systems Ltd	Building Energy Management Systems
Cater Waste Products Ltd	“Grease Catchers” for kitchens - also waste oil/grease collection
European Business Link Ltd	Manufacturing contacts with Europe and China
FM Environmental	Waste water treatment
Newry Environmental Cluster	Most environmentally related products
Chempar Ltd	Water Treatment Technology
BMS Glazeguard	Wall & floor protective membranes
Frank Ferguson Associates	Hemp based products
Biofuels Northern Ireland	Biodiesel
Williams Industrial Services Ltd	Process control & environmental engineering
The QUESTOR Centre	Environmental research for industry

The Innovation Relay Centre: Co-operation possibilities in NI

Sector: **Food** - companies in **red** are seeking rapid co-operation

Company	Product
Barefruit Products Ltd	Fruit Smoothies
Dolphin Sea Vegetable Co.	Sea vegetable food and skin care products
Hilden Brewery	High quality beers
Loughry College	Food product development service
NICHE – University of Ulster	Functional Food Development
Xenosense Ltd	Biosensors

The Innovation Relay Centre: Co-operation possibilities in NI Sector: ICT - companies in red are seeking rapid co-operation

Company	Product
Cando Interactive Ltd	Interactive 3D web content
Gelwen Ltd	Technical authors and website dev.
Global TCS	Software controlled machinery
Marturion Ltd	Electronic product development
Contacq Ltd	Electronic product development
ECIT – Queens University Belfast	Electronics, Communications and IT development
Relay Software Ltd	Software for the Insurance Industry
Texthelp Ltd	Software aids for dyslexic people
Zest Audio	Music systems and solutions
Antrim Transformers	Torroidal transformers
Indeco Ltd	Information Management
Synergy Learning Ltd	e-learning
ICONI Software Ltd	Software for public sector organisations
Bytel Ltd	Internet solutions provider

The Innovation Relay Centre: Co-operation possibilities in NI

Sector: Engineering - companies in **red** are seeking rapid co-operation

Company	Product
Campbell Design & Engineering	Product design and prototype production
FIN Engineering Group Ltd	Engineering, production & project management
Northern Ireland Technology Centre (NITC)	Product & process development
Aerosubs Ltd	Bus Doors
Amphora NDT Ltd	Non-destructive testing in the construction industry
Gildernew Engineering	Building & farming machinery
Eurosprings Ltd	Metal springs

The Innovation Relay Centre: Co-operation possibilities in NI

Sector: Biotechnology/Medical - companies in **red** are seeking rapid co-operation

Anser Laboratories	Food Testing
Fusion Antibodies	Antibodies & Recombinant proteins
Biopanda Ltd	Reagents for Diagnostics
John Reilly Consultancy	Orthopaedic jigs
Trucorp Ltd	Medical Skills Training Products

If you are interested in possible co-operation with any of these companies please contact Eimear Dekoninck in the IRC at Invest NI.

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Partnerships – The Disadvantages!

- Personality clashes!
- Possible IP problems.
- Sometimes loss of independence.
- Legal problems to be overcome in some cases.
- Increased travel time.

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Partnerships – The Advantages!

- **Increased buying power.**
- **Bigger market and better access.**
- **More expertise – 2 heads better than one!**
- **Increased confidence.**
- **Greater product range.**

The Innovation Relay Centre Bridging the Border!

- **Please contact us today or at any time to discuss any aspect of cross-border partnerships.**
- **Our IRC Northern Ireland team is:**

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**Robert Spence – IRC Consultant on environmental, mechanical,
chemical and physical technologies**

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And now for a practical example of cross-border co-operation.

The QUESTOR CENTRE!

presented by Dr Wilson McGarel – Director

Thank you for your attention

