

# Innovation, Global Partnering & Technology Transfer Service

---

Who we are

What we do

How we do it

# Who we are

---

Team of dedicated professionals based  
in Dublin & Regions

Innovation & Global Partnering Dept.

Research and Innovation Division

Enterprise Ireland

---

# What we do - objectives

---

To help Irish companies build  
“Technology Partnerships”  
in order to compete in global markets

To help accelerate the development of  
competitive technology

---

# **Build competitive technology**

---

Through:

- Research & Development
  - Technology Transfer
    - License agreements
-

# Achieve commercial return

---

by:

- Selling a competitive product or service
  - Licensing out
  - Joint Venture/Partnership
  - Acquisition
-

# How we do it

## Service Operations

---

### Demand Side

Referrals: EI colleagues (TT, DAs, Regions)

CEBs

Word of mouth

Core unit - online enquiries

Targeting: Key Clients (Scaling Companies)

Online Searches

Promotion Seminars

Technology RoadMap Events

Technology Transfer Brokerage Events

---

# Service Operations

---

## Supply Side

Networks: ICNTT, Eurotech, Jetro, IRAP (Canada) Atlantic Corridor, North American Partnership, IRC etc. Consultants (IRC – world's largest Technology Transfer Network Soon to be Enterprise Europe Network - EEN)

Database: Cordis, IRC, Venture Source (Dow Jones) Thomson, Delphion Thomson, Dialog, Corptech, Nerac, Kompass & CKS Databases

---

# The IRC Network :

European Network with international contacts

---

**72 IRC consortia** with 240 partner organizations and 1250 IRC staff

**33 countries:** EU, Bulgaria, Romania, Turkey, Chile, Iceland, Israel, Norway, Switzerland

In the Technology Transfer Facility (**TTF**) landscape many IRCs are hosted by Regional Development Agencies (**RDAs**)

14 IRC network's **Thematic Groups**

Collaboration with **Cluster Initiatives** (CIs)

---

# Case Studies

---

## South West Region

Company: Garryvoe Food Ltd. Co. Kerry  
T/O €1.5m 18 people

Executive: Peter McNamara

Technology Transfer agreement with EcoLine Sweden, to co-develop a new packaging system for organic soups ( biodegradable & recyclable)

Developed by Rausing (Tetra Pak)

Increase in sales €0.5m

---

# Case Studies

---

## Dublin Region

Company: TechRec Ireland Ltd.

Executive: Leon Agnew – Referral; Waste-to-Energy Event, March 2006

Company brief; find refrigerator recycling technology. Contact through IRC Partner Invest NI to link with COD International Ltd. (for WEEE recycling partner)

TechRec acquired COD in June 2006

T/O increased from €500,000 to €1.2m

---

# Case Studies

---

## North West Region

Company: Inishowen Engineering Ltd.

T/O €7m 110 people

Executive: PJ O'Reilly

Technology Transfer License Agreement to acquire an underwater lamp for fish farms, salvage & repair, oil & gas industries.

Inventor John McFadden.

Approx. sales increase €3m per year by 2009  
(50% export)

Future potential in Norway & Canada

---

# We work with selected client companies to:

---

- ❑ Assist in developing a clear strategy and profile of the partnership requirements
- ❑ Search Databases
- ❑ Search Networks
- ❑ Facilitate contacts, meetings,
- ❑ Use Network contacts (IRC ->EEN)
- ❑ Assist with evaluations, negotiations

“Building Technology Partnerships”

---

# Thank you for your attention

---

PJ O'Reilly

[pj.oreilly@enterprise-ireland.com](mailto:pj.oreilly@enterprise-ireland.com)

Tel: 090 64 87 129

---