

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

Two ways to build competitive technology

R & D

Technology Transfer - License-in

Two ways to get commercial return

- ❑ Sell competitive product or service
 - ❑ License out or through JV/partnership or Acquisition.
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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 (General & Sector
 specific)
 Technology RoadMap Events
 Technology Transfer Brokerage Events

Service Operations

Supply Side

Networks: ICNTT, Eurotech, Jetro, IRAP (Canada)
Atlantic Corridor, N. American Partnership, EEN etc.
Consultants

(EEN – world's largest Technology Transfer Network

Databases: Cordis, EEN, Venture Source (Dow
Jones)Thomson, Delphion Thomson, Dialog, Corptech,
Nerac, Kompass + CKS Databases

Case Studies

North West Region

Company: Inishowen Engineering Ltd.

T/O €7.0m 110 people

Executive: P.J. O'Reilly

Technology Transfer License Agreement to acquire
an Underwater Lamp for Fish Farms, Salvage &
Repair, Oil & Gas Industries.

Inventor John McFadden.

Est: Sales Increase €3.0m/year by 2009
(50% export)

Further potential Norway and 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 (EEN)
- Assist with evaluations, negotiations

“Building Technology Partnerships”

Thank you for your attention

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