



# **MANUFACTURING GUIDE**

## AN OVERVIEW OF GOVERNMENT SUPPORTS FOR MANUFACTURING IN IRELAND





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## INTRODUCTION

### MANUFACTURING IN IRELAND

Ireland's manufacturing base is a key pillar of Ireland's economy supporting, in 2014, direct employment of 218,500. Manufacturing; value added (% of GDP) in Ireland was last measured by the World Bank at 19.44 in 2013. In addition manufacturing is a key driver of RD&I within Irish based firms. Significantly these manufacturing operations are regionally distributed, providing employment opportunities throughout all regions of Ireland.

The strategic importance of a Nation's manufacturing ecosystem based on competitiveness, innovation and collaboration is recognised globally as a key differentiator. Manufacturing is changing dramatically, driven by changing consumer demands, the rapid pace of advances in technologies, environmental concerns, intensified globalisation and competition. By 2030 the landscape will look significantly different from today and virtually unrecognisable from that of 15 years ago.

Ireland remains vulnerable to changing investment trends in manufacturing globally, which in turn has potentially significant negative implications on Ireland's future economic growth and job creation.

The significant importance of the manufacturing sector to the Irish Government is evident in its alignment and embedding with respective strategies and policies, the "Making it in Ireland Manufacturing 2020", its ongoing investments in research and technology centres of relevance to manufacturing sectors, priority focus on key manufacturing sectors by the enterprise development agencies and in particular the more recent initiative being progressed through the Action Plan for Jobs 2015 to assess the need in Ireland for an innovative advance manufacturing centre.

Ireland's manufacturing sector which includes both multinational and indigenous firms continues to deliver strong growth and job creation throughout the country, and is a key driver of innovation. Key sectors include Pharma and Bio Pharma, Medical Devices, Food, ICT and industrial products that have played a strong role in Ireland's economic recovery and will continue to be crucial to Ireland's development over the coming decade. Government Agencies, working together with industry, will continue to influence and drive Ireland's investment in its skills and capabilities to sustain and grow the existing and significant manufacturing asset and to better position Ireland to win new investments in manufacturing into the future.

**This brochure sets out the general supports for the manufacturing sector on offer from various Government organisations and agencies. It is not a definitive guide in this respect as the type of supports are constantly being adapted to meet the ever changing manufacturing environment.**

## WHICH AGENCY

### WHICH ENTERPRISE AGENCY

Access to supports and the relevant enterprise agency is determined by: Ownership, scale and market orientation.

For start-ups, small and micro firms, the Local Enterprise Offices (LEOs) operate as the first stop shop and can re-direct a firm to the most appropriate supports and/or agency.

#### IRISH OWNED

**Small and micro Irish owned firms** involved in locally traded manufacturing activities and/or internationally traded services and employing less than 10 people: Firms involved in locally traded services are provided 'soft' advisory supports and access to Innovation Vouchers/Mentoring.

LEOs

**Start-ups/entrepreneurs**

LEOs

**High Potential Start Ups**  
(HPSU)/overseas entrepreneurs

Enterprise Ireland

**Irish owned firms that are exporting**  
or have the potential to do so

Enterprise Ireland

#### FOREIGN OWNED

**Foreign owned** firms serving overseas markets  
**Foreign owned** firms in Food Sector

IDA Ireland  
Enterprise Ireland

### WHICH AGENCY FOR TRAINING AND SKILLS DEVELOPMENT

Skillnets  
Solas  
NIBRT

### WHICH RESEARCH AND TECHNOLOGY CENTRE

Companies can access research and innovation supports from Science Foundation Ireland, EI and IDA Ireland.

Science Foundation Ireland provides industry facing research and innovation supports to Irish and foreign owned companies – collaborative research funded by SFI is led by an academic partner.

Enterprise Ireland provides direct R&D grants to industry and supports for collaborative research with academia which is led by industry. IDA Ireland provides direct R&D grants to its client companies.

There are a range of Research and Technology Centres relevant to the Manufacturing sector, details of which are included at the end of this guide and more detail can be found at [www.knowledgetransferireland.com](http://www.knowledgetransferireland.com)

## WHAT SUPPORTS

In summary – supports can be broadly categorised as those aimed at:



### STIMULATING NEW BUSINESS INVESTMENTS

- START-UPS (ENTREPRENEURSHIP/HPSU'S)
- GREENFIELD FDI
- COMPANY EXPANSIONS – FOREIGN AND IRISH OWNED



### TRANSFORMING EXISTING COMPANIES (CAPABILITY BUILDING)

- RD&I - IN FIRM AND COLLABORATION WITH STATE SUPPORTED INVESTMENTS IN ACADEMIC R&D
- MANAGEMENT DEVELOPMENT – PLATFORM 4 GROWTH/INNOVATION 4 GROWTH
- PRODUCTIVITY ENHANCEMENTS – LEAN, BENCHMARKING, TRANSFORMATIONAL CHANGE
- SKILLS AND TRAINING



### INCREASING EXPORTS/ INTERNATIONALISATION

- ACCESSING NEW MARKETS – INTERNATIONALISATION/TRADE MISSIONS/GOING GLOBAL/FIRST FLIGHT/MARKET ACCESS/ INTERNATIONAL SELLING
- MANDATE EXTENSION/STRATEGIC ROLE WITHIN MNC

THE DETAILS OF SCHEMES AND SUPPORTS IN THIS BROCHURE ARE FLAGGED WITH 1 OR MORE OF THE THREE SYMBOLS SHOWN ABOVE TO IDENTIFY THE RELEVANT CATEGORY.

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## ENTERPRISE IRELAND

Enterprise Ireland is the Government organisation responsible for the development and growth of Irish enterprises in world markets. It works in partnership with Irish enterprises to help them start, grow, innovate and win export sales on global markets. In this way, it supports sustainable economic growth, regional development and secure employment.





**IRISH OWNED FIRM**

**ENTERPRISE IRELAND**

**NEW INVESTMENT & EXPANSION**



Address

**Enterprise Ireland  
East Point Business Park  
Dublin 3**

Phone

**+353 1 727 2000**

Fax

**+353 1 727 2020**

Email

**Client.Service@enterprise-ireland.com**

Website

**www.enterprise-ireland.com**



#### **CAPITAL AND EMPLOYMENT GRANTS**

To stimulate investment by firms – including expansions by Irish owned firms. Aimed at stimulating job creation and growth in outputs.

#### **CAPITAL INVESTMENT INITIATIVE (CII)**

To support investment in SMEs in new more efficient production equipment including equipment related to automation, sub-automation and new production lines with grant support up to €250,000.

#### **JOB EXPANSION FUND**

Funding to support new employment. The fund provides grant support up to a maximum of €150,000 towards the recruitment of new employees. Applications for funding will be accepted on specific call close dates.

#### **TAILORED COMPANY EXPANSION PACKAGES**

If you are planning to undertake an ambitious expansion of your company that will create employment and grow your sales in international markets, Enterprise Ireland can discuss a tailored financial support package for your company.

#### **HIGH POTENTIAL START-UP (HPSU) FUNDING**

Enterprise Ireland is responsible for supporting High Potential Start-Up (HPSU) Companies. HPSUs are start-up businesses with the potential to develop an innovative product or service for sale on international markets and the potential to create 10 jobs and €1m in sales within 3 to 4 years of starting up.

To avail of HPSU supports, you must be a client company of Enterprise Ireland. If you are an individual or early stage company seeking to start a new High Potential Start Up (HPSU) check out the Start a Business section of the Enterprise Ireland website.

Funding supports from Enterprise Ireland are closely aligned to a company's stage of development. Broadly, high potential start-up companies are viewed as being at feasibility stage; investor ready stage or growth stage.





**IRISH OWNED FIRM**

**ENTERPRISE IRELAND**

**STRATEGY DEVELOPMENT**

**ENTERPRISE IRELAND**  
where innovation means business

Address

**Enterprise Ireland  
East Point Business Park  
Dublin 3**

Phone

**+353 1 727 2000**

Fax

**+353 1 727 2020**

Email

**Client.Service@enterprise-ireland.com**

Website

**www.enterprise-ireland.com**



### **BECOMING A CLIENT OF ENTERPRISE IRELAND**

If your company is not currently a client of Enterprise Ireland, you should contact the GET EXPORT READY helpdesk to ascertain your company's eligibility for Enterprise Ireland support.

### **MENTOR NETWORK**

The Enterprise Ireland Mentor Network helps companies identify and overcome obstacles to growth. Mentors are senior executives, drawn from the private sector, with a proven track record in business.

### **STRATEGIC CONSULTANCY GRANT**

Supports efforts to improve the strategic capability by encouraging the engagement of outside consultants to assist in the development and implementation of strategic initiatives.

### **NEW MARKET RESEARCH PROGRAMME**

Support towards researching new products and new markets for firms at various stages of development who are investigating new opportunities and have the ambition/capability to deliver results in new markets.

### **MARKET ACCESS GRANT**

This Grant is designed to assist clients to develop a viable marketing strategy for a new market. It supports a client to undertake all the activities from initial market research to developing collateral prior to market launch.

### **INTERNATIONALISATION GRANT**

Grant to support the costs of researching and exploring new international business opportunities. Eligible projects include 1) researching a new market for a new or existing product or 2) researching an existing market for a new product.



**IRISH OWNED FIRM**

**ENTERPRISE IRELAND**

**MANAGEMENT DEVELOPMENT**



Address  
**Enterprise Ireland**  
**East Point Business Park**  
**Dublin 3**

Phone  
**+353 1 727 2000**

Fax  
**+353 1 727 2020**

Email  
**Client.Service@enterprise-ireland.com**

Website  
**www.enterprise-ireland.com**



#### **LEADERSHIP 4 GROWTH PROGRAMME**

Leadership 4 Growth aims to develop and enhance the leadership ambition, mindset and capability of Irish CEOs and their senior management teams.

#### **PLATFORM FOR GROWTH**

Aims to develop and enhance the capabilities of the top management team and help the company make good strategic choices.

#### **THE INTERNET GROWTH ACCELERATION PROGRAMME**

The Internet Growth Acceleration Programme (iGAP) is an intensive management development programme aimed exclusively at high potential internet companies. Ongoing support is also available from Irish internet entrepreneurs from the Internet Growth Alliance who act as business advisors. This programme is open to firms with export potential.

#### **RECRUITMENT OF A KEY PERSON/ MANAGER**

Provides partial funding (for one year) towards the cost of recruiting a new Key Manager/employee with skills that are critical for the development of its business.

#### **INNOVATION 4 GROWTH**

This is a unique programme specifically designed to meet the needs of ambitious and entrepreneurial Irish companies seeking to use innovation as a way to unlock opportunities in the marketplace. Targeting leaders in your management team, the programme will fast-track your company through an end-to-end innovation learning and practice journey and support you to deliver on one or more innovation initiatives.



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**ENTERPRISE IRELAND**

**SUPPORTS FOR PRODUCTIVITY  
ENHANCEMENT**

**ENTERPRISE  
IRELAND**  
where innovation means business

Address

**Enterprise Ireland  
East Point Business Park  
Dublin 3**

Phone

**+353 1 727 2000**

Fax

**+353 1 727 2020**

Email

**Client.Service@enterprise-  
ireland.com**

Website

**www.enterprise-  
ireland.com**



#### **LEAN BUSINESS OFFER**

The Lean Business Offer supports firms to adopt and embed lean business principles in their organisation, aiming to enhance productivity and competitiveness.

Available at three levels : Lean Start, Lean Plus and Lean Transform

LeanStart is available via LEOs for small and micro firms.

#### **GREEN TECH OFFER**

Environmentally Superior Products Initiative; Carbon Management/ Reduction Initiative; Eco-labels Initiative; and Environmental Standards.

#### **BUSINESS PROCESS IMPROVEMENT GRANT**

Grant to support short term company projects that are designed to develop management capability and drive company efficiencies and business process improvements. Eligible Projects include either 1) LeanPlus, 2) E-Marketing or 3) GreenPlus.



**IRISH OWNED FIRM**

**ENTERPRISE IRELAND**

**TRANSFORMATIONAL CHANGE**



Address

**Enterprise Ireland  
East Point Business Park  
Dublin 3**

Phone

**+353 1 727 2000**

Fax

**+353 1 727 2020**

Email

**Client.Service@enterprise-ireland.com**

Website

**www.enterprise-ireland.com**



#### **TRAINING GRANTS**

Financial supports for companies engaging in transformational change.

#### **ENVIRONMENTAL AID SCHEME**

Financial supports for: High efficiency Co-generation (CHP) installations; Promotion of Renewable Energy Sources; Energy Saving Measures & Environmental Protection.

#### **LEADERSHIP 4 GROWTH PROGRAMME**

Leadership 4 Growth aims to develop and enhance the leadership ambition, mindset and capability of Irish CEOs and their senior management teams. Access to the Enterprise Ireland Programme is available to foreign owned firms as appropriate (and determined by the Project Executive in line with specific criteria).

#### **LEAN TRANSFORM**

LeanTransform is a large scale, extensive and holistic company transformation programme delivered by an external training team of international reputation. The main support mechanism is by training grant; support is available for consultancy costs for SMEs, but not large companies.



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**ENTERPRISE IRELAND**

**INTERNATIONALISATION**

**ENTERPRISE IRELAND**  
where innovation means business

Address

**Enterprise Ireland  
East Point Business Park  
Dublin 3**

Phone

**+353 1 727 2000**

Fax

**+353 1 727 2020**

Email

**Client.Service@enterprise-ireland.com**

Website

**www.enterprise-ireland.com**



#### **GOING GLOBAL**

The Going Global Fund is focused on locally trading companies that have successfully established businesses in Ireland, and wish to explore opportunities to internationalise.

#### **FIRST FLIGHT PROGRAMME**

Helps firms to develop a detailed export development plan. A Mentor can be assigned to assist the company with the self-assessment process and work with them in developing action plans for specific export markets.

#### **BUSINESS ACCELERATOR PROGRAMME**

The Business Accelerator Programme connects individual Irish client companies with an in-market Business Accelerator, i.e. an industry expert within a specific sector and market, with the experience, knowledge and contacts to support the company's expansion and development into an export market.

#### **DEVELOPING MARKET ENTRY STRATEGIES**

One-to-one meetings with clients on developing: a market entry strategy; researching market and competitor intelligence; indicating opportunities; undertaking product benchmarking; sourcing agents and distributors. Other services are delivered through overseas offices, seminars and incubator facilities.



**IRISH OWNED FIRM**

## **ENTERPRISE IRELAND**

### **SKILLS FOR EXPORTS**



Address  
**Enterprise Ireland**  
**East Point Business Park**  
**Dublin 3**

Phone  
**+353 1 727 2000**

Fax  
**+353 1 727 2020**

Email  
**Client.Service@enterprise-ireland.com**

Website  
**www.enterprise-ireland.com**



#### **GRADUATE PLACEMENT PROGRAMMES**

There are two programmes. The first is a 12 month graduate training programme (graduates spend a minimum of 6 months outside of Ireland) and the second is 12 month placement support for the employment of a graduate in Ireland.

#### **EXCEL AT EXPORT SELLING WORKSHOPS**

Aimed at rapidly embedding the proven tools of good international selling practice into the sales teams of companies across all industry sectors.

#### **INTERNATIONAL SELLING PROGRAMME**

Offered in partnership with DIT and designed to equip Irish companies with the necessary tools to reach their export sales potential in global markets.

#### **MARKET DEVELOPMENT SKILLS**

Supports the market development skills of companies, providing support towards internal costs incurred when researching new markets for products and services.





**IRISH OWNED FIRM**

**ENTERPRISE IRELAND**

**IN-MARKET SUPPORT/  
INFORMATION/ADVICE**

**ENTERPRISE  
IRELAND**  
where innovation means business

Address

**Enterprise Ireland  
East Point Business Park  
Dublin 3**

Phone

**+353 1 727 2000**

Fax

**+353 1 727 2020**

Email

**Client.Service@enterprise-ireland.com**

Website

**www.enterprise-ireland.com**



#### **ENTERPRISE IRELAND OVERSEAS OFFICE NETWORK**

Enterprise Ireland's overseas network of 33 offices engage with companies at an early stage to provide assistance to achieve the first sale reference site, accelerating the 'route to market', including seminars on 'preparing for markets'. Enterprise Ireland has incubator units in Europe, the United States and Asia that provide an office facility, networking benefits and hands-on support.

#### **TRADE FAIRS/TRADE MISSIONS**

Financial assistance is available to encourage SMEs to disseminate information about their products and to obtain market data on their industries by participating in trade fairs and exhibitions.

#### **INTRODUCTIONS TO THIRD PARTY SERVICES**

Introductions to third party professional services to help with local issues such as legal, recruitment, funding, M&A, debt collection and PR/advertising.



## IRISH OWNED FIRM

Address  
**Enterprise Ireland**  
East Point Business Park  
Dublin 3

Phone  
**+353 1 727 2000**

Fax  
**+353 1 727 2020**

Email  
**Client.Service@enterprise-ireland.com**

Website  
**www.enterprise-ireland.com**

## DIRECT SUPPORT OF IN-COMPANY RD&I (RESEARCH AND DEVELOPMENT AND INNOVATION)

### DIRECT FINANCIAL SUPPORTS



#### R&D FUNDING

Financial supports for small and large-scale product, process or service R&D projects and stimulation grants to assist companies not involved in R&D activities to investigate the potential for an R&D project.

#### R&D TAX CREDITS

Although not provided directly by the development agencies, the R&D tax credit provides an additional 25 percent tax credit on eligible R&D expenditure (See [www.Revenue.ie](http://www.Revenue.ie)).

#### TECHNICAL FEASIBILITY STUDY GRANT

Can be used to investigate the feasibility of developing a new product, process, technology or service offering.

#### R&D FUND - SMALL PROJECTS

This fund supports product, process or service R&D projects where the grant amount is less than €150,000. This may suit companies undertaking R&D for the first time or companies progressing R&D activity in the business.

#### R&D FUND - STANDARD PROJECTS

Supporting innovation in services, products and processes, the R&D Fund - Standard Projects is suitable for companies that are ready to progress to larger projects. The maximum R&D grant that a company can receive is €650,000.



**IRISH OWNED FIRM**

## ACADEMIC/INDUSTRY RESEARCH COLLABORATION



Address  
**Enterprise Ireland**  
East Point Business Park  
Dublin 3

Phone  
**+353 1 727 2000**

Fax  
**+353 1 727 2020**

Email  
**Client.Service@enterprise-ireland.com**

Website  
**www.enterprise-ireland.com**



### INNOVATION PARTNERSHIP GRANTS

Encourages Irish based companies to work with Irish HEIs to access their expertise and resources to develop new and improved products, processes, services, and generate new knowledge and know-how. Projects are managed by the participating third level research institution.

### INNOVATION VOUCHER SCHEME

The scheme provides funding towards collaborating with Higher Education Institutes (HEIs) to explore business opportunities or address problems. It is open to all SMEs and funding is routed via the HEI.

### TECHNOLOGY GATEWAYS

The regionally based Technology Gateways are open access points for industry delivering innovative 'near to market' technological solutions for industry. The Technology Gateways act as portals to competencies across the national network of Institutes of Technology for the benefit of industry ([www.technologygateway.ie](http://www.technologygateway.ie)). (See page 55)

### TECHNOLOGY CENTRES

Technology Centres are collaborative research centres that are led by industry. They are resourced by highly qualified researchers associated with research institutions who are empowered to undertake market focussed strategic R&D for the benefit of industry. This is a joint initiative between Enterprise Ireland and IDA Ireland allowing Irish companies and multinationals to work together in these centres. (See page 47)



**IRISH OWNED FIRM**

**ENTERPRISE IRELAND**

**ACCESS TO EU PROGRAMMES**



Address

**Enterprise Ireland  
East Point Business Park  
Dublin 3**

Phone

**+353 1 727 2000**

Fax

**+353 1 727 2020**

Email

**Client.Service@enterprise-ireland.com**

Website

**www.enterprise-ireland.com**



#### **HORIZON 2020**

Enterprise Ireland can provide financial support to Horizon 2020 applicants based in Ireland. The Horizon 2020 national support network is made up of 32 European Advisors drawn from 10 Irish research and industry agencies. This group's mission is to help companies and academics participate in Horizon 2020 and to secure the national target of €1.25B in funding for Irish participants from Horizon 2020.

#### **EUROPEAN SPACE AGENCY**

Enterprise Ireland co-ordinates Ireland's industrial and research participation in the programmes of the European Space Agency and actively assists Irish companies to successfully bid for ESA contracts. Enterprise Ireland also provides a source of expertise for Irish companies in developing and executing space strategies.

## IDA IRELAND

IDA Ireland is the statutory agency with primary responsibility for the attraction and development of foreign direct investment (FDI) by overseas industry in Ireland. As one of the world's leading Foreign Direct Investment Agencies, IDA Ireland has played a central role in the economic development of Ireland for over forty years





**FOREIGN OWNED FIRM**

**IDA IRELAND**

**NEW INVESTMENT & EXPANSION**



Address  
**IDA Ireland**  
**Wilton Park House**  
**Wilton Place**  
**Dublin 2**

Phone  
**+353 1 603 4000**

Email  
**idaireland@ida.ie**

Website  
**www.idaireland.com**



### **SERVICES**

As Ireland's Foreign Direct Investment Promotion Agency, IDA Ireland provides a range of support and services to help foreign companies quickly establish and develop their operations in Ireland.

### **GRANTS & FUNDING**

Grants are available to those considering foreign direct investment in Ireland. These are offered to both new and existing clients. All funding is negotiated on a case by case basis in compliance with EU and Irish legislation.

### **CAPITAL & EMPLOYMENT**

The level and availability of support is dependent on location and size of the company.

### **TRAINING GRANTS**

Available across the country to develop the competitive capabilities of companies already located in Ireland.

### **RESEARCH, DEVELOPMENT & INNOVATION**

Companies can avail of financial incentives to carry out in-house R&D projects and collaborative projects with third-level institutes and industrial partners. There is also a 25% tax credit available for companies engaging in R&D.

#### **R&D FUNDING**

Financial supports for small and large-scale product, process or service R&D projects and stimulation grants to assist companies not involved in R&D activities to investigate the potential for an R&D project.

#### **R&D TAX CREDITS**

Although not provided directly by the development agencies, the R&D tax credit provides an additional 25 percent tax credit on eligible R&D expenditure (See [www.Revenue.ie](http://www.Revenue.ie)).



**FOREIGN OWNED FIRM**

**IDA IRELAND**

**PARTNERSHIP PROGRAMMES**

 **IDA Ireland**

Address

**IDA Ireland  
Wilton Park House  
Wilton Place  
Dublin 2**

Phone

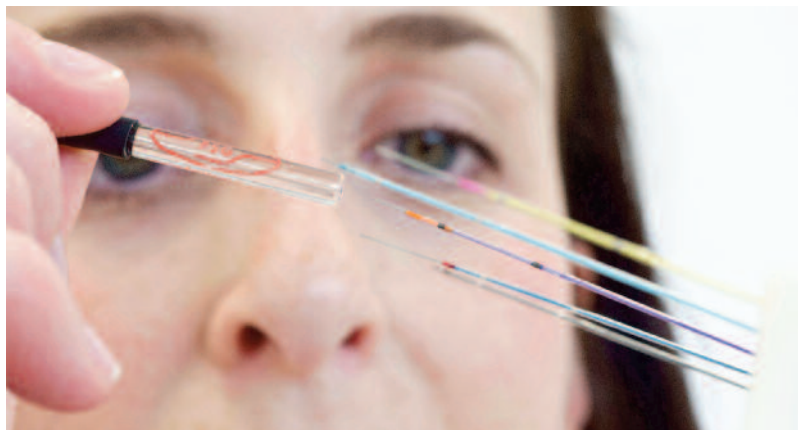
**+353 1 603 4000**

Email

**idaireland@ida.ie**

Website

**www.idaireland.com**



IDA Ireland works with Enterprise Ireland to provide a series of partnership programmes specifically designed to help support, grow and make businesses more efficient. These include:

- **LEAN PROGRAMME**
- **GREEN PROGRAMME**
- **INNOVATION PARTNERSHIP**
- **EXPORT SERVICES**
- **LEADERSHIP & INNOVATION**

## LOCAL ENTERPRISE OFFICES

The Local Enterprise Offices are the “first stop shop” for people interested in starting up a new business or already in business including entrepreneurs, early stage promoters, start-ups and small businesses looking to expand. They provide information on Government supports including direct supports in the area of finance, mentoring, business advice, training and networks for people looking to start a business or for small businesses who are seeking to grow.





IRISH OWNED FIRM

## LOCAL ENTERPRISE OFFICES GRANTS

  
Oifig Fiontair Áitiúil  
Local Enterprise Office

Contact  
[www.localenterprise.ie](http://www.localenterprise.ie)



Financial supports are available from LEOs provided such enterprises/projects meet particular eligibility criteria.

### **FEASIBILITY/INNOVATION GRANT**

Feasibility/Innovation Grants are designed to assist the promoter with researching market demand for a product or service and examining its sustainability. These include assistance with innovation including specific consultancy requirements, hiring of expertise from third level colleges, private specialists, design and prototype development.

### **PRIMING GRANT**

A Priming Grant is a business start-up grant, available to micro enterprises within the first 18 months of start-up. This can cover all business costs directly attributable to starting a new business (save payments to State Bodies).

### **BUSINESS EXPANSION GRANT**

The Business Expansion Grant is designed to assist the business in its growth phase after the initial 18 month start-up period. Business Expansion Grants are awarded to sole traders, partnerships or limited companies provided such enterprises/projects meet particular eligibility criteria.



IRISH OWNED FIRM

## LOCAL ENTERPRISE OFFICES MANAGEMENT TRAINING

  
Oifig Fiontair Áitiúil  
Local Enterprise Office

Contact  
[www.localenterprise.ie](http://www.localenterprise.ie)



The Accelerate Management Development programme is an example of a LEO management development programme which provides the owner/manager with the management, leadership, business skills and knowledge to achieve sustainability and growth in their business. This integrated learning and mentor programme is designed to make an impact on both the owner/manager and their business.

The Accelerate programme will help participants to:

- Effectively address their business challenges
- Develop and grow their business
- Develop a strategy and plan for the business
- Learn how to use a practical set of tools to improve each aspect of the business
- Develop an understanding of the fundamentals and principles of marketing
- Utilise research to innovate and develop new customer centred products, services or internal processes
- Identify suitable forms of finance
- Understand financial and management accounts
- Understand cash flow management within their business
- Learn sales generation and selling techniques
- Develop/improve their management skills and capabilities within the context of their business.

LEOs provide management development programmes to assist companies take their business to the next level. LEOs provide a wide range of high-quality training supports which are tailored to meet specific business requirements across many areas such as Finance, Marketing & Sales, Management Development and Digital Marketing.



IRISH OWNED FIRM

## LOCAL ENTERPRISE OFFICES

### MENTORING

  
Oifig Fiontair Áitiúil  
Local Enterprise Office

Contact  
[www.localenterprise.ie](http://www.localenterprise.ie)



The LEO Mentor Programme is designed to match up the knowledge, skills, insights and entrepreneurial capability of experienced business practitioners with small business owner/managers who need practical and strategic one to one advice and guidance. The mentor contributes independent, informed observation and advice to aid decision making.

All applications for mentor assistance are dealt with individually and are preceded by a business needs analysis to assess the key needs of the business and determine the most imperative mentoring objectives. Both new and existing businesses may qualify for mentoring support.

## SOLAS

SOLAS is the new Further Education and Training Authority and is responsible for the allocation of funding to 16 newly established Education and Training Boards (ETBs). ETBs were established as a result of the amalgamation of 33 former VECs and subsequently incorporated the former FÁS national training centre network and its associated community-based provision into the relevant ETBs. ETBs are the primary provider of SOLAS funded further education and training in Ireland at levels 1-6 inclusive on the NQF. SOLAS administers the Apprenticeship programme and the Momentum initiative.

ETBs provide accredited further education and training provision at NQF levels 4- 6 inclusive or equivalent, providing employment related skills for a range of business and industry sectors under the 'Specific Skills Training', 'Traineeship', 'PLC' and 'Training Centre-based Evening Course' programmes. SOLAS also funds a range of ETB programmes in demand by enterprises across the business spectrum including manufacturing, such as logistics and ICT.



**IRISH OWNED FIRM**  
**FOREIGN OWNED FIRM**

**SOLAS**

## **FUNDING AND ADMINISTRATION OF APPRENTICESHIPS**

**SOLAS**  
An tSeirbhís Oideachais Léamnáigh agus Scileanna  
Further Education and Training Authority

Address  
**SOLAS**  
Castleforbes House  
Castleforbes Road  
Dublin 1

Phone  
**+353 1 533 2500**

Email  
**info@solas.ie**

Website  
**www.solas.ie**



SOLAS is the national authority with responsibility for the funding and administration of apprenticeships <http://www.solas.ie/>. Apprenticeships are enterprise-led, demand-driven, education and training programmes for employed people aimed at developing the knowledge, skills and competence of an apprentice to meet the needs of industry and the labour market. The current apprenticeship system is designed as a modular system with alternating periods of on-the-job and off-the-job training generally delivered over four years in collaboration with Education and Training Boards, the Institutes of Technology and SOLAS approved employers. These alternating phases of training normally consist of three off-the-job phases and four on-the-job phases. Employers have a primary role in identifying and developing occupational standards and in shaping the content of the curriculum in collaboration with trade unions and training providers.

The newly established Apprenticeship Council will oversee the renewal of the apprenticeship system in Ireland. In particular, the Apprenticeship Council is assigned the task of expanding apprenticeship into new sectors of the economy, across a range of qualification levels and mapping out the sectors where new apprenticeships can make a real difference to both employers and employees. The Council is enterprise-led and has representatives from business, trade unions, further and higher education bodies and the Department of Education and Skills. It is hosted by SOLAS, the further education and training authority. In January 2015 the newly appointed Apprenticeship Council invited proposals for new apprenticeship programmes from consortia of enterprise, professional bodies and education and training providers.



IRISH OWNED FIRM  
FOREIGN OWNED FIRM

SOLAS

COURSE LIST

SOLAS  
An tSeirbhís Oideachais Léamháinigh agus Scileanna  
Further Education and Training Authority

Address  
SOLAS  
Castleforbes House  
Castleforbes Road  
Dublin 1

Phone  
+353 1 533 2500

Email  
info@solas.ie

Website  
www.solas.ie

### **SPECIFIC SKILLS TRAINING, TRAINEESHIP, TRAINING CENTRE BASED-EVENING**

Manufacturing-related courses provided by ETBs under 'Specific Skills Training', 'Traineeships' and 'training centre-based evening courses' categories.

- 2D and 3D CAD - Computer Aided Drafting and Design and 3D Parametric Modelling
- Computer Aided Engineering - Milling and Turning
- Milling - 4N2886
- Business Appraisal and Start-Up
- Cleanroom and Packaging Operations
- CNC Machine Setting and Operations
- Good Manufacturing Practice - 5N1959
- Life Sciences Manufacturing Operations
- Manufacturing and Cleanroom Operative
- Overhead Lines Operative Traineeship
- Pharma Manufacturing Technologies
- Quality Assurance
- Centre Lathe Turning
- Welding - Various Processes - Ferrous and non-ferrous metals to ASME and EN Standards
- Computer Aided CNC - Wood Manufacturing
- Industrial Automation - Electrical and Electronic Control Systems
- Industrial Automation - Pneumatic Fluid Power Systems
- Industrial Automation - Programmable Automation
- Industrial Automation 6S5766
- Machine Tool Operations - 5S5485
- Programmable Logic Controllers - Short Course.
- Welding/ Fabrication
- Furniture Design & Making - 5M2012
- Courses Allied to Manufacturing

- Fork Lift Truck Operator
- Heavy Goods Vehicle Driving - Rigid & Artic
- Logistics and Distribution
- Purchasing
- Supply Chain Logistics

### **POST-LEAVING CERTIFICATE (PLC)**

Manufacturing related courses provided by ETBs under the 'PLC' category.

- Certificate in Engineering Technology
- Mechanical Engineering
- Engineering Technology
- Engineering Studies
- Pre University Engineering
- Mechanical and Electronics Engineering
- Engineering
- Laboratory Techniques
- Applied Science
- Laboratory Techniques (Pre University Science)
- 3D Computer Design
- Computer Aided Design
- Micro Electronics & Computing/Electronic Technology
- Advanced Certificate in Microelectronics & Computing/Electronic Technology
- Electronic Technology
- Electronic Technology -Robotics
- Electronics and Games Technology
- Food Science
- Applied Science - Agri-Food
- Laboratory Skills
- Pre-University Science (Applied Science Laboratory Techniques)
- Applied Laboratory Science
- Pre-University Science
- Pre Third Level Science
- Laboratory Techniques
- Applied Science/Laboratory Techniques/Environmental Science
- Pharmaceutical Technician



IRISH OWNED FIRM  
FOREIGN OWNED FIRM

SOLAS

COURSE LIST

SOLAS  
An tSeirbhís Oideachais Léamháinigh agus Scileanna  
Further Education and Training Authority

Address

**SOLAS**  
Castleforbes House  
Castleforbes Road  
Dublin 1

Phone

**+353 1 533 2500**

Email

**info@solas.ie**

Website

**www.solas.ie**

- Applied Science LAB Techniques
- Science - Pre University
- Jewellery & Art Metalcraft
- Furniture Design & Making
- Silversmithing and Jewellery Design
- Blacksmith and Iron Craft
- Boat Building

#### EXISTING INDUSTRY RELATED APPRENTICESHIPS

**Existing SOLAS-funded and administered apprenticeship programmes relevant to manufacturing.**

- Electrical
- Electrical Instrumentation
- Industrial Insulation
- Instrumentation
- Mechanical Automation and Maintenance Fitting
- Metal Fabrication
- Pipefitting
- Refrigeration and Air Conditioning
- Sheet Metal Working
- Tool-making
- Wood Manufacturing and Finishing

**In July 2015 - 25 new Apprenticeship schemes were proposed. Two new schemes in particular would be of interest to manufacturing companies - Manufacturing Engineer and Manufacturing Technician offered by the Irish Medical Devices Association.**

## INTERTRADEIRELAND

InterTradeIreland is the Cross-Border Trade and Business Development Body based in Newry, Co. Down and is funded by the Department of Jobs Enterprise and Innovation in Ireland (DJEI) and the Department of Enterprise Trade and Investment (DETI). InterTradeIreland helps SMEs across the island by offering practical cross-border business intelligence, funding and meaningful contacts.  
[www.intertradeireland.com](http://www.intertradeireland.com)





**IRISH OWNED FIRM**  
**FOREIGN OWNED FIRM**

**InterTradeIreland**

**BUSINESS FUNDING**

**InterTradeIreland**  
Discover what's possible

Address

**The Trade and Business  
Development Body  
The Old Gasworks  
Business Park  
Kilmorey Street  
Newry  
Co Down  
BT34 2DE**

Phone

**028 3083 4100  
(048 from Ireland)**

Fax

**028 3083 4155  
(048 from Ireland)**

Email

**info@intertradeireland.com**



Sourcing specialist advice or finding the right person with the right skills can be a challenge for businesses, while partnering with academic institutions can be complex. InterTradeIreland can support companies financially in these areas, assisting not only with funding, but also with specialist expertise and vital introductions.

**Acumen** provides funding of up to £15,000/€18,750 to help you source the right expertise and people to target new markets effectively and increase your cross-border sales.

**Fusion** facilitates technology transfer and provides financial support to fund a high calibre science, engineering or technology graduate and partners you with a third level institution with specific expertise - whether it's for developing a new product or service or improving a process. Funding is available up to £31,000/€37,000 for 12 month projects and up to £44,250/€52,800 for 18 month projects.

**Funding for Growth** workshops and clinics are aimed at established businesses looking for alternative means of Growth Finance. They provide businesses with the required knowledge and skills to secure other key sources of finance to grow their business.

**The Trade Accelerator Voucher** helps SMEs with funding towards professional advice in relation to cross-border trading and regulations.

**Funding for Early Stage Companies** Assisting Start ups and Early Stage companies seeking to raise Venture Capital to grow successfully.



IRISH OWNED FIRM  
FOREIGN OWNED FIRM

InterTradeIreland

INTELLIGENCE

InterTradeIreland  
Discover what's possible

Address  
The Trade and Business  
Development Body  
The Old Gasworks  
Business Park  
Kilmorey Street  
Newry  
Co Down  
BT34 2DE

Phone  
028 3083 4100  
(048 from Ireland)

Fax  
028 3083 4155  
(048 from Ireland)

Email  
[info@intertradeireland.com](mailto:info@intertradeireland.com)



InterTradeIreland provides valuable business and policy intelligence on opportunities, regulation, market trends and important influencers. It also provides access to a strong knowledge base through Graduates, Universities, Company collaboration and specialist advisors to support innovation and product development.

**Simple Guide to Cross-Border Business** FREE guide helping business owners with simple & practical advice on all aspects of cross-border trading.

**Challenge Programme** provides SMEs with a proven, reliable and repeatable innovation process to bring ideas to market quicker and with less cost.

**Go-2-Tender workshops** Tender workshops to give your business the confidence, knowledge and practical skills to tender successfully for public sector contracts across the island.

**Horizon 2020 support** helps SMEs and Researchers connect across the island to access European funding.

**Business Monitor** Inform your thinking with the largest all-island business owner-manager survey.

**Research Reports** Explore our extensive library of detailed research reports on key business topics.

**Trade Statistics** Interact with our useful cross-border trade statistics web tool.

## SKILLNETS

Skillnets supports and works with businesses in Ireland and their employees to address their current and future skills needs by providing high quality, subsidised training through over 60 training networks in a range of regions and sectors across the country. Companies can benefit by becoming a member of their local or industry-led training network.

### WHAT CAN SKILLNETS DO FOR YOUR BUSINESS?

- Do you have specific training needs for your staff that you would like to meet at a reduced rate?
- Would you like to be able to choose the timing, location and type of training course you would like you/your staff to do?
- Would you like to maintain your competitive edge by keeping your staff up to date with new technologies/trends in your industry?

Skillnets runs a number of programmes covering a wide range of training.



**IRISH OWNED FIRM**  
**FOREIGN OWNED FIRM**

## **SKILLNETS MANAGEMENTWORKS PROGRAMME**



### **SUBSIDISED MANAGEMENT DEVELOPMENT TRAINING AND MENTORING**

Contact  
**Dr. Lorcán Ó hÓbáin**

Address  
**Skillnets  
5th Floor  
Q House  
76 Furze Road  
Sandyford  
Dublin 18**

Phone  
**+353 1 207 9630**

Email  
**l.ohobain@skillnets.com**

Website  
**www.managementworks.ie**



#### **MANAGEMENTWORKS**

ManagementWorks is a training network which helps firms to improve their business performance by providing a range of subsidised, tailored programmes which are supported by professional business mentors. The purpose is to assist firms to grow in terms of their sales, output and employment.

ManagementWorks was established under the Government's Action Plan for Jobs 2012. The network was established to address the need to enhance the level of management capability of small and medium sized firms which was identified in the report of the Management Development Council in 2010.

#### **WHAT COMPANIES ARE ELIGIBLE?**

All private sector businesses, based in the Republic of Ireland, who have fewer than 250 employees, are eligible to participate in the programmes which ManagementWorks offers.

#### **WHY SHOULD MY COMPANY PARTICIPATE?**

All organisations can improve their management capability. For small and medium sized firms, improving this capability has been shown to have a real and sustained impact on performance in terms of improved sales, efficiency and employment growth.

#### **WHAT PROGRAMMES ARE AVAILABLE?**

The full list of programmes and their benefits can be found at <http://www.managementworks.ie/business/programmes>



**IRISH OWNED FIRM**  
**FOREIGN OWNED FIRM**

## SKILLNETS

### TRAINING NETWORKS DELIVERING TRAINING RELEVANT TO THE MANUFACTURING SECTOR



Contact  
**Alan Nuzum**

Address  
**Skillnets**  
**5th Floor**  
**Q House**  
**76 Furze Road**  
**Sandyford**  
**Dublin 18**

Phone  
**+353 1 207 9630**

Email  
**info@skillnets.com**

Website  
**www.skillnets.ie**

Skillnets provides high quality, subsidised training through over 60 training networks in a range of regions and sectors across the country. Below is a list of Skillnets training networks that are most relevant to the manufacturing sector with website details. Other training networks also deliver manufacturing related training from time to time. You can search for training courses at [www.skillnets.ie/training](http://www.skillnets.ie/training)

#### **DESIGN, PRINT & PACKAGING SKILLNET**

Training for the design, print and packaging industries.  
**www.dppskillnet.ie**

#### **FDII SKILLNET**

Training for the food and drink industry.  
**www.fdii.ie**

#### **ICT IRELAND SKILLNET**

Training for the technology sector.  
**www.ictirelandskillnet.org**

#### **IT@CORK SKILLNET**

Training for the IT sector in the South West.  
**www.itcork.ie**

#### **ITAG SKILLNET**

Training for the IT sector in the West.  
**www.itag.ie**

#### **IMDA SKILLNET**

Training for the life sciences sector.  
**www.imdaskillnet.ie**

#### **PHARMACHEM SKILLNET**

Training for the pharmaceutical sector.  
**www.pharmachemskillnet.ie**

#### **BUSINESS EXCELLENCE SKILLNET**

Variety of business training courses.  
**www.icbe.ie**

#### **HPSU SKILLNET**

Variety of training courses in the West.  
**www.hpsunet.ie**

#### **IIE MANUFACTURING AND ENGINEERING**

Skillnet Training for the engineering and manufacturing sectors.  
**www.iieskillnet.ie**

#### **INNOVATION & LEAN SIGMA SKILLNET**

Variety of training courses.  
**www.icbe.ie**

#### **MANAGEMENTWORKS**

Management development training courses with mentoring for SME managers.  
**www.managementworks.ie**

#### **MBE SKILLNET**

Variety of training courses.  
**www.mbeskillnet.ie**

#### **ULEARNING SKILLNET**

Variety of training courses.  
**www.ulearning.ie**

#### **TECH NORTH WEST SKILLNET**

Technology training in the border region.  
**www.technorthwestskillnet.com**

#### **FIRST POLYMER TRAINING SKILLNET**

Training for the engineering and manufacturing sectors.  
**www.firstpolymer.com**

#### **SPACE INDUSTRY**

Skillnet Training for the space industry.  
**www.spaceskills.net**

## NIBRT

NIBRT's mission is to support the growth and development of all aspects of the biopharmaceutical industry in Ireland by becoming a global leader in biopharmaceutical manufacturing research, education and training.



**IRISH OWNED FIRM**  
**FOREIGN OWNED FIRM**

**NIBRT**

**BIOPHARMACEUTICAL  
MANUFACTURING RESEARCH,  
EDUCATION AND TRAINING**



Contact  
**Dominic Carolan**

Address  
**National Institute for  
Bioprocessing Research  
and Training (NIBRT),  
Foster Avenue,  
Mount Merrion,  
Co. Dublin.**

Phone  
**+353 1 215 8100**

Email  
**Dominic.carolan@nibr.ie**

Website  
**www.nibr.ie**



NIBRT performs high impact, world class, industry aligned research in all aspects of bioprocessing, biopharmaceutical manufacturing, therapeutic protein characterisation, compliance and regulation. Research is conducted via a wide variety of industry friendly mechanisms including consultancy, contact and collaborative research programmes. NIBRT's research partners include companies such as MSD, Lilly, Sanofi-Genzyme, BioMarin, Pfizer, Waters, Agilent. NIBRT also designs, develops and delivers best-in-class education and training solutions for biopharmaceutical manufacturing across all levels to national and international students and workforces. NIBRT's training clients include companies such as Amgen, MSD, Lilly, Sanofi-Genzyme, Regeneron, BioMarin, Jazz and Alexion.

NIBRT provides state-of-the-art biopharmaceutical manufacturing facilities (6,500m<sup>2</sup>) for research, process development and training activities.

NIBRT has won numerous national and international awards including: the ISPE/Interphex Facility of the Year Award; Bioprocess International Manufacturing Collaboration of the Decade; Waters Centre of Innovation and Taoiseach's Public Service Excellence Awards.

- Biopharmaceutical manufacturing
- Bioanalytics and product characterisation
- Process Analytical Technologies / Quality by Design
- Process development and optimisation
- Customised training and education programmes



IRISH OWNED FIRM  
FOREIGN OWNED FIRM

NIBRT

## CUSTOMISED TRAINING PROGRAMMES



Address

National Institute for  
Bioprocessing Research  
and Training (NIBRT),  
Foster Avenue,  
Mount Merrion,  
Co. Dublin.

Phone

+353 1 215 8100

Email

[Dominic.carolan@nibr.ie](mailto:Dominic.carolan@nibr.ie)

Website

[www.nibr.ie](http://www.nibr.ie)

### ALL NIBRT TRAINING CAN BE CUSTOMISED TO MEET A CLIENT'S REQUIREMENTS

#### Customised Content

We will develop and implement course content to your specifications in order to replicate how operations, processes and procedures are applied in your organisation.

#### Customised Scheduling

We can organise training courses to suit your business priorities and work schedules.

#### Customised Delivery

NIBRT can deliver courses to clients via online learning or by on-site visits if required.

### OPEN COURSES

Open courses are short, intensive programmes which are focused on a particular topic. Full courses details are available from: [http://www.nibr.ie/cat\\_training\\_schedule.jsp](http://www.nibr.ie/cat_training_schedule.jsp)

### MASTERS PROGRAMMES

#### M.Sc. in Biopharmaceutical Science

Summary: The post-graduate programme in biopharmaceutical science aims to provide students with a comprehensive grounding in critical aspects of biopharmaceutical processing and their support services, with specific focus on the product lifecycle of biopharmaceutical products and their associated processes

#### M.Sc. in Bioprocess Engineering

Summary: The M.Sc. is an interactive and dynamic programme that will develop your knowledge and appreciation of the conceptual and factual bases for bioprocess design and operation. It also develops your understanding of bioprocessing, particularly the structures, roles and experimental methods associated with

biopharmaceuticals, their analysis, production methods and technology for monitoring and control of bioprocesses.

### ON-LINE COURSES

NIBRT's major award programmes are delivered by online learning techniques. These programmes are accredited by the Institute of Technology Sligo including hands-on practical training in the NIBRT biopharmaceutical plant.

**Higher Certificate in Science in GMP and Technology**  
**BSc (Ordinary) in Biopharmaceutical Science**  
**BSc (Ordinary) in Biopharmaceutical Science**

### CERTIFICATE PROGRAMMES

NIBRT'S certificate programmes are short, accredited, training programmes that have been designed in association with our partners, Pfizer, Merck Sharp Dohme, Janssen Biologics and Eli Lilly and Co.

These programmes focus on upskilling clients on the key competencies required in biopharma manufacturing. They are intensive programmes which are delivered via a blend of online learning and practical modules in the NIBRT facility.

### SPRINGBOARD

The Springboard initiative in higher education provides an exciting pipeline of free training programmes for those who are currently seeking employment in Ireland.

NIBRT is currently inviting applications for Springboard programmes. To apply for these programmes please contact [springboard@nibr.ie](mailto:springboard@nibr.ie).



## NATIONAL STANDARDS AUTHORITY OF IRELAND (NSAI)

As the national standards body NSAI provides industry with an infrastructure for products and services to be developed, traded and relied on nationally and around the world. NSAI delivers this infrastructure through the core programmes of standardization, industrial and scientific metrology, legal metrology (i.e. measurements and measuring instruments used in trade) and conformity assessment, all of which contribute to enabling trade.



**IRISH OWNED FIRM**  
**FOREIGN OWNED FIRM**

**NSAI**

**STANDARDISATION**



Address  
**NSAI**  
**1 Swift Square**  
**Northwood Park**  
**Northwood**  
**Santry**  
**Dublin 9**  
**D09 A0E4**

Phone  
**+353 1 807 3800**

Email  
**info@nsai.ie**

Website  
**www.nσαι.ie**  
**www.standards.ie**



NSAI Standardisation provides a gateway for Irish business to directly influence the shape of national and international product/service standards in their sector and so gain a competitive edge in European and global markets. Using Irish, European or International standards can help businesses to enhance the quality of their products and efficiency of their processes. It is increasingly recognised that standards facilitate innovation through the diffusion of new knowledge, creating an environment for development and reducing time to market for new products.

NSAI's portfolio of 20,000 standards caters for all sectors of economic activity. NSAI works with groups such as trade associations, professional institutions, educational bodies, consumer representatives, environmental groups, public authorities and individual businesses. Through the Standards Consultative Network Irish participants can interact with national and international experts, researchers, potential customers, competitors and suppliers.

The range of activities covers:

- Accessibility
- Construction
- Electrical
- Energy
- Environmental
- Food
- Gas
- Health
- Health & Safety
- Information & Communication Technology [ICT]
- Management
- Services

Should participation in a Committee not be feasible it is still possible to be involved in helping to develop standards by suggesting an idea for a new standard or viewing and commenting on draft standards through the NSAI public portal "Your Standards, Your Say".



**IRISH OWNED FIRM**  
**FOREIGN OWNED FIRM**

**NSAI**

**METROLOGY**



Address  
**NSAI**  
**1 Swift Square**  
**Northwood Park**  
**Northwood**  
**Santry**  
**Dublin 9**  
**D09 A0E4**

Phone  
**+353 1 807 3800**

Email  
**info@nsai.ie**

Twitter  
**@NSAI\_Standards**

Website  
**www.nsai.ie**



### **INDUSTRIAL AND SCIENTIFIC METROLOGY**

National Metrology Laboratory (NML) is the national metrology institute for Ireland and is responsible for establishing, maintaining and developing the national measurement standards for physical quantities and their dissemination to Irish users. The NSAI National Metrology Laboratory provides industrial and scientific metrology to Irish industry with access to internationally traceable measurement standards across 14 units, accompanying high precision instrument calibration, training and advice. These services support business entities with requirements for the highest accuracy measurement in their development, manufacturing and control processes.

Calibration services are provided for the following areas:

- Acoustic Calibration
- Electrical Calibration
- Fish Scale Calibration
- Force Calibration
- Humidity Calibration
- Length Calibration
- Mass Calibration
- Pressure Calibration
- Temperature Calibration
- Time and Frequency Calibration
- Torque Calibration

### **LEGAL METROLOGY**

NSAI provides the regulatory function for the oversight of measurements and measuring instruments used in trade, with powers to investigate and prosecute for breaches of underpinning legislation. Enforcement operates on a risk based assessment model. This Service is the notified body and market surveillance authority for two EU Directives.



IRISH OWNED FIRM  
FOREIGN OWNED FIRM

NSAI

CONFORMITY ASSESSMENT



Address  
NSAI  
1 Swift Square  
Northwood Park  
Northwood  
Santry  
Dublin 9  
D09 A0E4

Phone  
+353 1 807 3800

Email  
info@nsai.ie

Twitter  
@NSAI\_Standards

Website  
www.nsai.ie



#### MANAGEMENT SYSTEMS AND PRODUCT CERTIFICATION

Access to national and international markets is increasingly being dictated by the requirement for evidence of compliance with Standards. Through the range of product and systems certification NSAI provides business with that independent and internationally recognised certificate of compliance. With NSAI product certification (CE marking) Irish indigenous and multinational companies have immediate access to European and world markets.

These include:

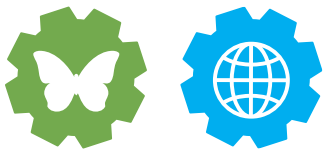
**Quality Management ISO 9001** the most popular management system standard in Ireland and internationally, is designed to improve customer satisfaction levels, internal efficiency and process consistency.

**Environmental Management Systems ISO 14001** helps organizations to meet their environmental obligations, control their environmental impacts and improve their environmental performance.

**Health and Safety Management Systems OHSAS 18001** helps organizations meet their health and safety obligations, control the impact of potential and actual hazards, and improve their health and safety performance.

**Excellence Through People ETP 1000:2012** focuses on getting organisations to look at their people as a key source of competitive advantage. The scheme is available to all organisations – regardless of size.

**Food Safety Management Systems ISO 22000** sets out requirements for food safety management systems that are applicable to all sectors of the food industry, from local caterers to multinational processors.



IRISH OWNED FIRM  
FOREIGN OWNED FIRM

NSAI

CONFORMITY ASSESSMENT



Address  
NSAI  
1 Swift Square  
Northwood Park  
Northwood  
Santry  
Dublin 9  
D09 A0E4

Phone  
+353 1 807 3800

Email  
info@nsai.ie

Twitter  
@NSAI\_Standards

Website  
www.nsai.ie

**Medical Device Management Systems ISO 13485** is designed to guide companies designing, manufacturing and supplying medical equipment. As a Notified Body under the Medical Device Directive, the Active Implantable Medical Device Directive, and the In-Vitro Diagnostic Directive, NSAI offers special expertise in the CE Marking of medical devices.

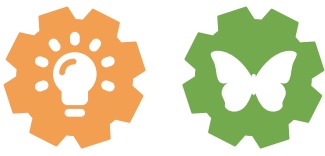
**Information Security Management ISO 27001** helps businesses to manage and protect their information assets from loss, unintended disclosure or corruption.

**CQAI-NSAI Scheme ISO 9001:2008** helps companies in the construction industry meet management system standards through cooperation between CQAI and NSAI.

In addition to management certification services, NSAI operates individual certification schemes, including CE marking, for specific product and service groups. These include schemes for motor vehicles, the security sector, electrical products, food hygiene and safety, timber, energy efficiency and construction.

## SUSTAINABLE ENERGY AUTHORITY OF IRELAND (SEAI)

The Sustainable Energy Authority of Ireland (SEAI) is responsible for promoting greater energy efficiency and use of renewable energy across all sectors of the economy. The business case for energy efficiency is strong, unlocking significant economic benefits for organisations and the country as a whole. SEAI has a range of programmes in place to support and assist organisations, large and small, capitalise on the opportunity energy efficiency presents. Audits are available with follow up mentoring to assist implementation of recommendations. Energy management training for organisations of all sizes and best practice promotion and networking facilitate companies learning from one another. Embedding structured energy management into an organisation's process through application of Irish and international standards are powerful tools to enhance the performance and reputation of a business.



**IRISH OWNED FIRM**  
**FOREIGN OWNED FIRM**

**SEAI**

**ENERGY EFFICIENT SUPPORTS**



Address  
**Sustainable Energy  
Authority of Ireland  
Wilton Park House  
Wilton Place  
Dublin 2  
D02 T228**

Phone  
**+353 1 808 2100**

Email  
**business@seai.ie**

Website  
**www.seai.ie/business**



#### **ADVICE MENTORING AND ASSESSMENT (AMA)**

The AMA programme provides specialist energy advisors directly to companies to undertake an energy audit/assessment identifying opportunities for reducing energy usage and cutting costs. Typical savings are up to 20%. The service includes a follow up mentoring session after three months to support ongoing action. The standard commitment is 2.5 days depending on the size of the energy bill. For more information and to register for an AMA see [www.seai.ie/business](http://www.seai.ie/business)

#### **ENERGY MANAGEMENT TRAINING**

Adopting a structured approach to energy management, with commitment at senior level in organisations, is the best way to maximise energy efficiency gains. SEAI has designed a range of training courses, appropriate to the needs of different sized organisations, which give the participants the guidance and tools to implement at company level. Online email supports, as well as mentoring at site level are provided over the course of the programme. For more information and to register your interest see [www.seai.ie/business](http://www.seai.ie/business)

#### **LARGE INDUSTRY ENERGY NETWORK (LIEN) AND AGREEMENTS PROGRAMMES**

Through the Large Industry Energy Network (LIEN), SEAI works in partnership with 170 of Ireland's largest energy users spending over €1bn annually on energy and representing about half of Ireland's industrial energy use. Through this partnership all organisations commit to setting and reporting annually on energy performance. In return SEAI provides expert energy advisors to assist in the delivery of those targets. Half of these companies have made a deeper commitment to embedding energy management through implementation of the ISO 50001 Energy Management Standard in return for which SEAI increases the mentoring and support provided to them. There is a strong networking component to the programme which allows for sharing and promotion of best practice and companies work together on the current and future challenges presented in the energy area. For more information see [www.seai.ie/lien](http://www.seai.ie/lien)

## HIGHER EDUCATION PROVISION

A range of programmes are provided by higher education institutes (HEI) to support the up-skilling of employees in manufacturing. Your local HEI will work with you to develop and provide in-company training tailored to your specific needs. The Industry Liaison Office is the first point of contact.





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## HIGHER EDUCATION INSTITUTES



### HIGHER EDUCATION INSTITUTES PROVIDE A RANGE OF PROGRAMMES FOR UPSKILLING. THESE ARE EXAMPLES:

**The centre for advanced manufacturing and management systems (CAMMS)** in CIT provides both cross-skilling programmes and entry level feeder programmes (such as the Certified Manufacturing Technician). In addition, CAMMS specialises in niche courses, including suites of programmes in Manufacturing/Quality, Process Control & Automation, Project Management, and Sustainable Energy.

**The University of Limerick Enterprise Research Centre** partners with companies to deliver professional education at NFQ levels 7-10 in areas such as Supply Chain Management, Quality Management, Lean Sigma Systems and Technology Management. Progression pathways are available to Industry PhD level. The course delivery is through a hybrid of traditional distance education, online learning and face-to-face contact.

**Sligo/Athlone Institutes of Technology** in collaboration with First Polymer Skillnets and Plastics Ireland provide a distance learning BEng in Polymer

Processing (Level 7), primarily aimed at those working within Medical Devices, Polymer and Pharmaceutical industries.

**Bioinnovate Ireland** is an intensive innovation training programme focused on the medical devices sector. It is modelled on the Stanford BioDesign programme and is run as a collaboration between four universities – NUIG, UCC, UL and DCU.

**UCC** provides a range of undergraduate and postgraduate programmes in Supply Chain Management (with an emphasis on lean techniques) that blend academic and practical expertise.

**Higher Education Institutes offer a range of courses which are focused on the upskilling of employees in the area of manufacturing and plant technology.**



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**ENGINEERS IRELAND**

**UPSKILLING “NON GOVERNMENT”**



General Enquiries,  
Engineers Ireland  
22 Clyde Road  
Ballsbridge,  
Dublin 4

Phone  
**+353 1 665 1300**

Fax  
**+353 1 668 5508**

Email  
**info@engineersireland.ie**

Website  
**http://engineersireland.ie**



**Engineers Ireland** is active in the provision of up-skilling those employed within the manufacturing sector through continuing Professional Development offerings, many of which can be delivered in-company. CPD provision is available across a wide skills spectrum including project management, communication/ commercial and interpersonal skills, technical/legal programmes such as procurement and expert witness training and strategic management.

**Industry and professional associations provide continuous development and manufacturing related courses.**

## SCIENCE FOUNDATION IRELAND (SFI)

SFI strongly encourages research collaboration between SFI funded scientists & engineers and industry. Such interactions enable companies to gain access to world leading skills and expertise and important new science and engineering research developments in Ireland. SFI plays a complementary role to that of its sister agencies IDA Ireland and Enterprise Ireland. SFI helps link researchers with companies that are working on relevant projects and provides the supportive environment for collaborative work.



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## SCIENCE FOUNDATION IRELAND (SFI) RESEARCH COLLABORATION

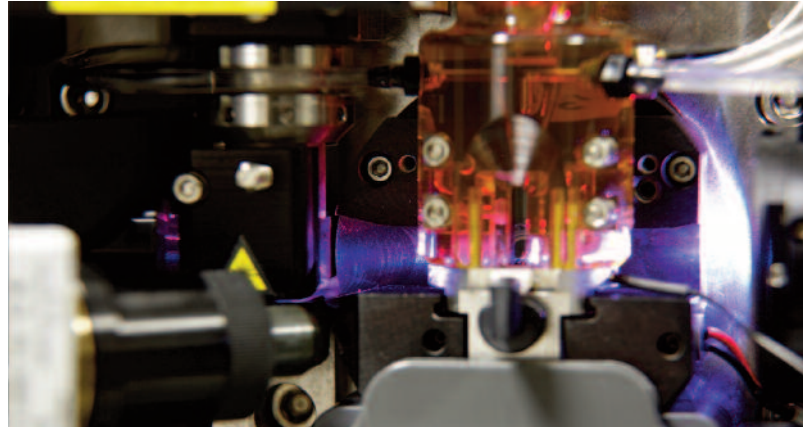


Address  
**Science Foundation  
Ireland,  
Wilton Park House,  
Wilton Place,  
Dublin 2**

Phone  
**+353 1 607 3249**

email  
**info@sfi.ie**

Website  
**www.sfi.ie**



### **SFI INDUSTRY FELLOWSHIPS**

The Industry Fellowships programme facilitates the mobility of people between academia in Ireland and Industry in Ireland and abroad. Fellowships can be between three and twelve months if full-time, or between six and twenty four months if part-time. Applications may be submitted for an Industry Fellowship award up to a maximum of €120,000 direct costs. Companies wishing to apply should first identify an academic partner with whom an application can be jointly prepared. Please refer to <http://www.sfi.ie/funding/funding-calls/open-calls/sfi-industry-fellowship-programme-2015.html> for details on identifying a partner.

### **SFI PARTNERSHIP PROGRAMME**

The Partnership Programme provides a flexible mechanism by which key partners such as industry, funding agencies, charities, philanthropic organisations or Higher Education Institutes (HEIs) can partner with the goal of co-funding outstanding research opportunities in Ireland. This programme provides a mechanism to allow new industry partners to gain access to world leading skills and expertise in Irish higher education institutions. Companies interested in participating should first contact [partnerships@sfi.ie](mailto:partnerships@sfi.ie) for more information.

### **SFI RESEARCH CENTRES & RESEARCH CENTRE SPOKES**

The SFI Research Centres are twelve world leading, large scale Research Centres with a major economic impact for Ireland. The Spokes programme provides a mechanism to allow new industry and academic partners to collaborate with the existing SFI Research Centres, gaining access to their world leading skills and expertise. Companies wishing to participate in the Spokes programme should first contact the relevant Research Centre; the Centre will provide more details on the programme. The twelve SFI Research Centres are included in the Research & Technology Centres section of this brochure. They are also listed at: <http://www.sfi.ie/investments-achievements/sfi-research-centres.html>

## RESEARCH & TECHNOLOGY CENTRES

Many of Ireland's research centres engage in collaborative research and/or partner with firms to address specific research and development needs. Firms can make contact through the Industry Liaison Office in Universities, Technology Transfer Offices in Institutes of Technology or by contacting Research and Technology Centres directly. Contact details of Research & Technology Centres can be found on their websites.

Enterprise Ireland offers indigenous companies a number of supports in relation to research and industrial collaboration which are listed on pages 17-18 of this brochure.



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## RESEARCH & TECHNOLOGY CENTRES

### ICT

### Health & Medical Technologies

### Sustainable Food

### Energy

### Manufacturing and Materials

### Innovation in Services and Business Processes

#### **ADAPT**

Centre for Digital Content Platform Research  
[www.adaptcentre.ie](http://www.adaptcentre.ie)

#### **AMBER**

Advanced Material and BioEngineering Research  
[www.ambercentre.ie](http://www.ambercentre.ie)

#### **APC**

Alimentary Pharmabiotic Centre  
[Http://apc.ucc.ie](http://apc.ucc.ie)

#### **ARCH**

Applied Research for Connected Health  
[www.arch.ie](http://www.arch.ie)

#### **BDI**

Biomedical Diagnostics Institute  
[www.bdi.ie](http://www.bdi.ie)

#### **CCAN**

Collaborative Centre for Applied Nanotechnology  
[www.ccan.ie](http://www.ccan.ie)

#### **CEADAR**

Centre for Applied Data Analytics Research  
[www.ceadar.ie](http://www.ceadar.ie)

#### **CONNECT**

The Centre for Future Networks and Communications  
[www.connectcentre.ie](http://www.connectcentre.ie)

#### **CÚRAM**

The Centre for Research in Medical Devices  
[www.devices.ie](http://www.devices.ie)

#### **DPTC**

The Dairy Processing Technology Centre  
Email: [dick.fitzgerald@ul.ie](mailto:dick.fitzgerald@ul.ie)

#### **FHI**

Food for Health Ireland  
[www.fhi.ie](http://www.fhi.ie)

#### **FMC2**

Financial Mathematics and Computation Cluster  
[www.fmc-cluster.org](http://www.fmc-cluster.org)

#### **GRCTC**

Financial Services Governance, Risk and Compliance Technology Centre  
[www.grctc.com](http://www.grctc.com)

#### **IC4**

The Irish Centre for Cloud Computing and Commerce  
[www.ic4.ie](http://www.ic4.ie)

#### **ICMR**

Irish Centre for Manufacturing Research  
[www.icmr.ie](http://www.icmr.ie)

#### **ICOMP**

Irish Centre for Composites Research  
[www.icomp.ie](http://www.icomp.ie)

#### **ICRAG**

Irish Centre for Research in Applied Geosciences  
[www.icrag-centre.org](http://www.icrag-centre.org)

#### **IERC**

International Energy Research Centre  
[www.ierc.ie](http://www.ierc.ie)



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## RESEARCH & TECHNOLOGY CENTRES

 ICT

 Health & Medical Technologies

 Sustainable Food

 Energy

 Manufacturing and Materials

 Innovation in Services and Business Processes

**INFANT**  

The Irish Centre for Fetal and Neonatal Translational Research  
[www.infantcentre.ie](http://www.infantcentre.ie)

**INSIGHT**  

Centre for Data Analytics  
[www.insight-centre.org](http://www.insight-centre.org)

**IPIC**  

Irish Photonic Integration Centre  
[www.ipic.ie](http://www.ipic.ie)

**IVI** 

Innovation Value Institute  
[www.ivi.nuim.ie](http://www.ivi.nuim.ie)

**LEARNOVATE**  

Centre of Research and Innovation in Learning Technology  
[www.learnovatecentre.org](http://www.learnovatecentre.org)

**LERO**   

The Irish Software Research Centre  
[www.lero.ie](http://www.lero.ie)

**MAREI**  

Marine Renewable Energy Ireland  
[www.marei.ie](http://www.marei.ie)

**MCCI** 

Microelectronic Circuits Centre Ireland  
[www.mcci.ie](http://www.mcci.ie)

**PMTC**  

Pharmaceutical Manufacturing Technology Centre  
[www.pmtc.ie](http://www.pmtc.ie)

**REMEDI** 

The Regenerative Medicine Institute  
[www.remedi.ie](http://www.remedi.ie)

**SBI** 

Systems Biology Ireland  
[www.ucd.ie/sbi/](http://www.ucd.ie/sbi/)

**SEES** 

Sustainable Electrical Energy Systems  
[www.erc.ucd.ie](http://www.erc.ucd.ie)

**SSPC**  

Synthesis and Solid State Pharmaceutical Centre  
[www.sspc.ie](http://www.sspc.ie)

**TCBB**   

Technology Centre for Biorefining and Bioenergy  
[www.tcbb.ie](http://www.tcbb.ie)

**CRF/CS**  

Clinical Research Facilities and Centres  
[www.rcsicrc.ie](http://www.rcsicrc.ie)

**ICHEC**    

Irish Centre for High-End Computing  
[www.ICHEC.ie](http://www.ICHEC.ie)

**MARINE INSTITUTE**  

[www.marine.ie](http://www.marine.ie)

**NIBRT**  

National Institute for Bioprocessing Research and Training  
[www.nibrt.ie](http://www.nibrt.ie)

**TEAGASC** 

Food Research Centres (Moorepark and Ashtown)  
[www.teagasc.ie](http://www.teagasc.ie)

**TYNDALL**    

Tyndall National Institute  
[www.tyndall.ie](http://www.tyndall.ie)

## TECHNOLOGY GATEWAYS

Enterprise Ireland in partnership with the Institutes of Technology has established a nationwide network of 12 Technology Gateways which:

- Deliver technology solutions for Irish industry close to their market needs.
- Are open access points for industry of all sizes.
- Act as a portal to the wider resources in the Irish research infrastructure.
- Have a proven track record of delivering new products, process improvement, research and development programmes and new processes.

A guide to Technology Gateways can be found at [www.technologygateway.ie](http://www.technologygateway.ie)





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## TECHNOLOGY GATEWAYS CENTRES

### ICT

### Health & Medical Technologies

### Sustainable Food

### Energy

### Manufacturing and Materials

### Innovation in Services and Business Processes

#### THE APT GATEWAY | POLYMER TECHNOLOGIES

The APT Gateway is based on the Athlone IT campus.  
[www.aptireland.ie](http://www.aptireland.ie)

#### THE CAPPa GATEWAY | APPLIED PHOTONIC SOLUTIONS

The CAPPa Gateway is based in Cork IT.  
[www.cappa.ie](http://www.cappa.ie)

#### THE COMAND GATEWAY | CONNECTED MEDIA

The COMAND Gateway is delivering solutions for the software industry across multiple media platforms.  
[www.comand.ie](http://www.comand.ie)

#### THE CREST GATEWAY | COATINGS INNOVATIONS

The CREST Gateway is based in Dublin.  
[www.crestit.ie](http://www.crestit.ie)

#### THE IMAR GATEWAY | INTELLIGENT MECHATRONICS & RFID FOR MANUFACTURING INDUSTRY

The IMaR Gateway is based in IT Tralee.  
[www.imar.ie](http://www.imar.ie)

#### THE MICRA GATEWAY | BIO DIAGNOSTICS

The MiCRA Gateway is based in IT Tallaght.  
[www.micra.ie](http://www.micra.ie)

#### THE MSTG GATEWAY | MOBILE SERVICES

The MSTG Gateway is based in Waterford IT.  
<http://mstg.tssg.org>

#### THE PMBRC GATEWAY | PHARMACEUTICAL & HEALTHCARE

The PMBRC Gateway is based in Waterford IT.  
[www.pmbrc.org](http://www.pmbrc.org)

#### THE SHANNON ABC GATEWAY | APPLIED BIOTECHNOLOGY

The Shannon ABC Gateway is based on the IT Tralee & Limerick IT campuses.  
[www.shannonabc.ie](http://www.shannonabc.ie)

#### THE SEAM GATEWAY | ENGINEERED MATERIALS

The SEAM Gateway is based in Waterford IT.  
[www.seam.ie](http://www.seam.ie)

#### THE TEC GATEWAY | EMBEDDED SYSTEMS

The TEC Gateway is based in Cork IT.  
[www.tec-centre.ie](http://www.tec-centre.ie)

#### THE WISAR GATEWAY | WIRELESS SOLUTIONS

The WiSAR Gateway is based in Letterkenny IT.  
[www.wisar.ie](http://www.wisar.ie)



## OTHER GOVERNMENT SUPPORTS

### SME ONLINE TOOL

The Supporting SME Tool has been built with the focus on the information a small business needs and is accessible from over thirty different websites, the majority of which are Government sites that SMEs use. By answering 8 simple questions, each user receives filtered results on the range of specialised Government supports that could possibly suit their business, information on Government access to credit schemes and the contact details for their nearest Local Enterprise Office to discuss any results in greater detail.

You can view the Online Tool here:  
[www.localenterprise.ie/smeonlinetool](http://www.localenterprise.ie/smeonlinetool)

### JOBSPLUS

Jobs Plus is an incentive from the Department of Social Protection to encourage and reward employers who offer employment opportunities to the long term unemployed. Grants of €7,500 and €10,000 are available. Additional information can be found on the [www.welfare.ie](http://www.welfare.ie) on the employer, jobsplus section.

### ACCESS TO FINANCE

#### Strategic Banking Corporation of Ireland:

A new, strategic SME funding company, the SBCI's goal is to ensure access to flexible funding for Irish SMEs by facilitating the provision of:

- Flexible products with longer maturity and capital repayment flexibility, subject to credit approval;
- Lower cost funding to financial institutions which is passed on to SMEs;

- Market access for new entrants to the SME lending market, creating real competition.

All of these elements create a more competitive and dynamic environment for SME funding. The SBCI is a vital new part of the country's financial architecture. By taking a fresh approach to funding SMEs in Ireland, the long-term potential of the sector to drive economic growth and job creation will be actively supported.

The funding will be made available to SMEs through both bank and non-bank specialist lenders.

### Loan Guarantee Scheme

The Credit Guarantee Scheme aims to help viable businesses which have been refused conventional bank credit facilities access a state-backed guarantee for 75% of their loan. The Credit Guarantee Scheme provides a 75% guarantee to banks against losses on qualifying loan facilities. Bank of Ireland, AIB and Ulster Bank are participating lenders. The borrower pays a 2% annual premium, which partially covers the cost of providing the guarantee.

### Venture Capital

Enterprise Ireland and InterTradeIreland can assist companies who wish to raise venture capital funding to grow their businesses. Neither agency acts as a broker, but can assist companies with contact details and specific areas of interest for the major Irish venture capital companies. In addition, these agencies can assist you with introductions to these specific venture capital funds.



