



Galway-Mayo Institute of Technology

CREATING KNOWLEDGE ENTREPRENEURS



Innovation in Business Centre

www.gmit.ie/iibc



Innovation in Business Centre

MISSION

To support the Development of New Enterprises in the Region by providing Incubation space and Business Development Support for the Nurturing of New Ideas and Commercialisation of Applied Research





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FACILITIES

- ✓ Incubation and Applied Research Space
- ✓ Incubator Size : Galway 1125m², Castlebar 452m²
- ✓ 19 Business Units : Space 18 to 60m²
- ✓ First Client Company – March 2005
- ✓ Concept Desk Space Facility



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CRITERIA FOR ENTRY

- Technology / Innovative Idea
- Potential to create Jobs
- Potential for Export



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BUSINESS DEVELOPMENT SUPPORTS

- ✓ Financial
- ✓ Legal
- ✓ Sales & Marketing
- ✓ Strategic Planning
- ✓ Export Development Strategies
- ✓ IP/Patenting/Copyright/Trademarks
- ✓ Mentoring
- ✓ Networking
- ✓ Seminars
- ✓ Education modules / Enterprise Development Programmes



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CONCEPT DESK FACILITY

- Support for early stage concept or idea
- Provision of desk & broadband
- Mentoring support available
- Integrated with other entrepreneurs
- Use of Cafeteria, Boardroom, Printing, Fax etc.



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CLIENT COMPANIES – IIBC GALWAY

Client Company Name	Company Business
ATFM SOLUTIONS	eDocument Solutions for large SME's and Multinationals
CHIPRIGHT	Integrated Circuit Testing Methodology & Consultancy
EMEDIA	Interactive 3D Medical & eLearning Solutions, iPhone App – Pocket Anatomy
EFFICACY	Digital Media Products & Services Provider



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CLIENT COMPANIES – IIBC GALWAY

Client Company Name	Company Business
CEBEC GROUP	BioFlavins Cleaning and Disinfectant Product
TRADECERT	Automated internet solutions for Export Compliance Documentation
ECO OLA (Acquired by Grow Oil)	BioDiesel from Waste Vegetable Oil & Rape Seed
ENERGY MATTERS	Complete Energy Management Solutions
SOLAR MADE SIMPLE	Solar Panel Technology



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CLIENT COMPANIES – IIBC GALWAY

Client Company Name	Company Business
Marvao Medical	Implantable Medical Devices
ACTIVE MIND	Technology to improve Performance in Sport
NORTEV	Localised Drug Delivery Medical Device
NEO SURGICAL	Medical Device Development
AGILE VANTAGE	Internet SAAS Based Services



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ENTREPRENEURSHIP

Midlands & West Enterprise Programme (MWEP)

- 12 month entrepreneurship programme for new technology start-up companies
- 10 Capability Building Modules delivered across 12 months
- Collaboration - Galway-Mayo Institute of Technology & Athlone Institute of Technology
- Total of 27 Participants in 2009 : 17 GMIT 10 AIT
- Selection Process : Application Form - Panel Review - Formal Panel Interview
- Includes Case Studies and Presentations from Entrepreneurs of previous start-ups
- Project Reviews by panel at mid point and end of programme
- Mentor Panel Reviews & one-to-one Workshops to overcome specific challenges
- On-going Intervention and Support by Incubation Centre Managers
- Builds pipeline of technology start-up companies for the Incubator



LINKAGES WITH RESEARCH

Research & Innovation / Results to date

- **€533,000 Research Funding**
- **3 Enterprise Ireland Innovation Partnerships**
2: Department of Electronics 1: GMedTech
- **9 Patents applied for by Client Companies**
- **2 Licences Implemented**
- **7 Innovation Vouchers implemented**
- **Developing international testing capability for Energy Technologies**
- **6 Graduates / Post Graduates working with Client Companies**
- **10 Students doing 'Real Life' Projects with Client Companies in '09**



LINKAGES WITH GMIT – GRADUATE / STUDENT PLACEMENTS

COMPANY	BUSINESS	ACTIVITY	DEPARTMENT
NORTEV	Localised Drug Delivery Medical Device	Prototype Testing	Science
MARVAO MEDICAL	Implantable Medical Devices	Characterisation of Catheter related Bloodstream Infection Pathogens (Desktop Research)	Science
ACTIVE MIND	Technology to improve performance in Sport	Market Research Brand Development Marketing Campaigns	Business
E-MEDIA	Interactive 3D and eLearning Solutions	3D Animations iPhone/Web Development	Maths & Computing
CHIPRIGHT	Integrated Circuit Testing, Methodology and Consultancy	Research & Development of Advanced Verification IP for Next Generation ASIC Solutions	Electronics
ENERGY MATTERS	Complete Energy Management Solutions	Research for New Software Product	Business



SUCCESSFUL IIBC SPINOUTS

Company Name	Company Business
Novate Medical	Implantable Vascular Devices
Veryan Medical	Development of Endovascular Devices
Cladach Medical	Micro Machining for Medical Devices
Efast	Radio Frequency Identification Device (RFID) Fixed Asset Tracking
Custom Equipment Solutions	Customised Manufacturing Equipment for Medical Device Industry
Bay Group	Sales, Marketing, HRM Recruitment & Consulting
Xircon	Medical Device Development



HIGH POTENTIAL START UPS

Company Name	Company Business
CHIPRIGHT	Integrated Circuit Testing Methodology & Consultancy
ATFM SOLUTIONS	eDocument Solutions for large SME's and Multinationals
EFAST	Radio Frequency Identification Device (RFID) Fixed Asset Tracking
NOVATE MEDICAL	Implantable Vascular Devices
VERYAN MEDICAL	Development of Endovascular Devices
TRADECERT	Automated Internet Solutions for Export Compliance Documentation
NORTEV	Localised Drug Delivery Medical Device
ACTIVE MIND	Technology to improve Performance in Sport



ECONOMIC BENEFITS TO THE REGION

- ✓ **90% occupancy with market-led knowledge-based start-up companies**
- ✓ **82 new jobs created - 20 promoters and 62 employees**
- ✓ **7 Successful iIBC Transition companies**
- ✓ **8 High Potential Start-Ups (HPSU's) delivered from iIBC**
- ✓ **Total Revenue from iIBC Clients in 2008: €2.5m**
- ✓ **€533,000 Research funding secured for iIBC Client Companies**
- ✓ **€8,500,000 Investment Funding raised by Client Companies**
- ✓ **7 Innovation & Research Vouchers implemented with GMIT**



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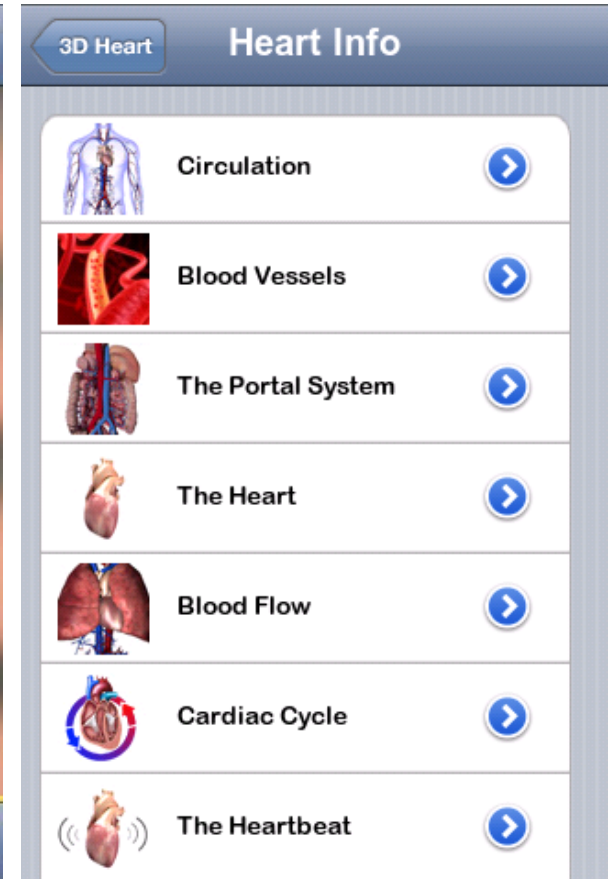
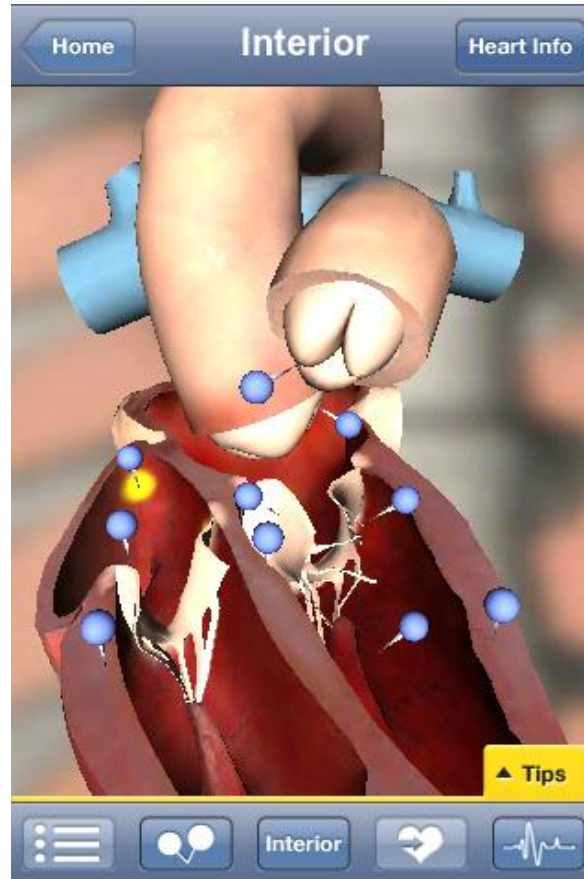
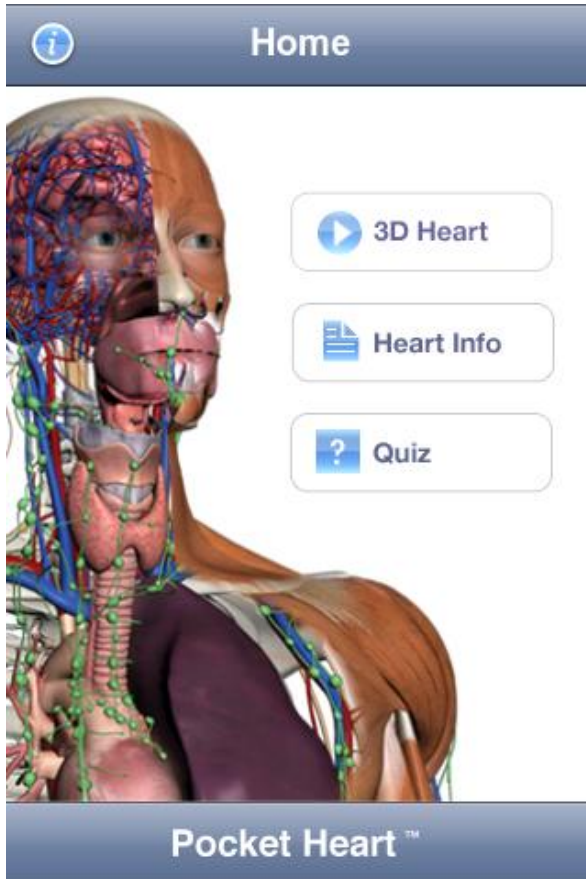
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HPSU's





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Pocket Heart by eMedia Interactive Ltd.





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THANK YOU !

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