

Global Strategic Planning

- Develop and strengthen the sectoral and technical skills and knowledge of our overseas staff
- Target global corporations for sales opportunities, strategic alliances and venture capital

Risk Capital

- Directly finance and lever third party finance by further developing Enterprise Ireland supported seed and venture funds.

R&D

- Fund, on a pilot basis, Industry Led Cluster Based Research agendas
- The Innovation Partnership Initiative provides financial support to encourage company to undertake research projects with Irish universities and institutes of technology.
- Facilitate the participation of Irish enterprise in international science and technology initiatives such as the EU Framework Program
- We will deliver comprehensive financial and specialist advisory supports through our on-campus specialists and through Enterprise Ireland's Intellectual Property and Commercialization resources.
- We will also work, in collaboration with other relevant agencies to develop Technology Collaboration Centres, strongly linked to Universities and Institutes of Technology.

Entrepreneurship

Enterprise Ireland will

- Introduce a New Productivity Improvement Fund to increase competitiveness through technology and training
- Further develop regionally focused Seed & Venture Capital Funds to augment the resources available to Enterprise Ireland clients.
- Encourage Irish expatriates and managers of Irish and multinational companies in Ireland and overseas to support the generation of spin-offs and start-ups
- Deliver First Time Exporter workshops followed by market visits for all prospective new exporters throughout the regions
- Help to build management capability through skills audits, mentoring and advice
- Provide these new, high potential start-up companies with advice on evaluating and developing new business concepts and introductions to potential business partners
- Use the Enterprise Ireland overseas network at an early stage provide intensive assistance to companies for their first sale reference site
- Exploiting technology and innovation opportunities through an industry driven research agenda
- Work in partnership with eligible client companies to maximise growth opportunities that will create a cadre of sustainable indigenous companies of global scale and significance

Existing Industry

Enterprise Ireland will

- Introduce a new specialist service which will enable companies to assess their current and future required competencies in their sectors
 - Developing our Existing Client Offer to support our clients' continued strategic development by ensuring technological innovation, research and development, productivity improvements.
 - Offer a range of supports of strategic importance as alternatives to outsourcing including, automation, up-skilling and product and process development.
 - Joint initiatives to develop sector specific strategies and agendas, will be accompanied by a tailored program of activities in sales, marketing, research and development, competitiveness and management development, designed to support the on-going development and success of our client companies.
 - Join with industry partners to highlight the importance of innovation and increased productivity to SMEs nationwide
 - Extensively use its benchmarking service to encourage clients to think about change and monitor progress
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- Build relationships with large global corporations in key areas of procurement, venture investments and research and development, so that we can seek out and develop opportunities for Irish business
 - Develop a range of business mentors with global business experience who can assist businesses and managements going through the transition to scale
 - Develop a new international mentor network across our main markets and continue to build the existing mentor network in Ireland
 - Develop the strategic and acquisition skills of managements so that they can handle the complex transition to companies of global scale and significance - this will include supports for the recruitment of new talent along with building the current capabilities within the firms
 - Develop and facilitate global selling and marketing experience and expertise within growth SMEs
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- Work with potential scale companies on the basis of an Implementation Partner approach.
 - Work closely with growth companies to explore alternatives to trade sales including refinancing strategies, IPOs, mergers and strategic alliances.
 - Work intensively with individual companies and sectoral groups to exploit market growth opportunities
 - Driving the expansion of export sales in the new emerging markets of medical devices, biotechnology, biopharma, optoelectronics and nanotechnology as well as in target segments of the traditional markets of construction, print and packaging, engineering, electronics and environmental services
 - Work with our clients in the Retail Consumer Markets to develop strong internationally branded propositions in selected markets overseas and additional targeted markets.

- Organise client fora to identify and drive sectoral development agendas
 - Use sectoral fora to ensure that Enterprise Ireland trade missions and trade fairs continue to meet client needs

 - Enable clients' access to our specialist market information services and databases - through our "Client Knowledge Services" unit
 - Increase client access to world-class expertise in automation and productivity related issues

 - Productivity Improvement Fund supports a sustainable improvement in productivity and eligible SME client. It will enable firms adopt advanced technology and focus on skill developments to improve their competitive position by increasing the company's gross output, value added and exports while providing new employment or securing existing employment. Activities covered by the fund include
 - Technology Acquisition
 - Management and Staff Training
 - Capital Investment, in Machinery/Automation Equipment
 - Supply Chain Management (SCM) Initiative is to improve a company's best practice performance in the following areas:
 - a. Partnership/Relationships
 - b. E-Business Enablement
 - c. Procurement Efficiency
 - d. Quality and Standards Management
 - e. Transport/Warehousing
 - f. Inventory/Planning/ForecastingTraining certification is used in measuring the progress and accreditation.
 - Enterprise Ireland's Technology Transfer service TechSearch will support companies to, specify, identify, locate and acquire technologies external to the company that are not readily available from commercial sources. The source of these technologies will include international companies and research centres.
 - International Sales and Marketing Pilot Program is a joint pilot initiative with FÁS specifically designed to increase international sales and marketing skills within Irish firms. This pilot is being developed in consultation with our clients and will determine the direction and focus of future schemes.
 - The Client Management Development and Mentoring Division will work with industry partners to identify and develop the key management capabilities and the critical workforce skills that are required.
- Enterprise Ireland will
- Enable industry led technology collaboration between companies and colleges
 - Pilot the development of Technology Centres linked to third level focused on working with industry on medium term research and technology issues