

Innovation BOOST PROGRAMME

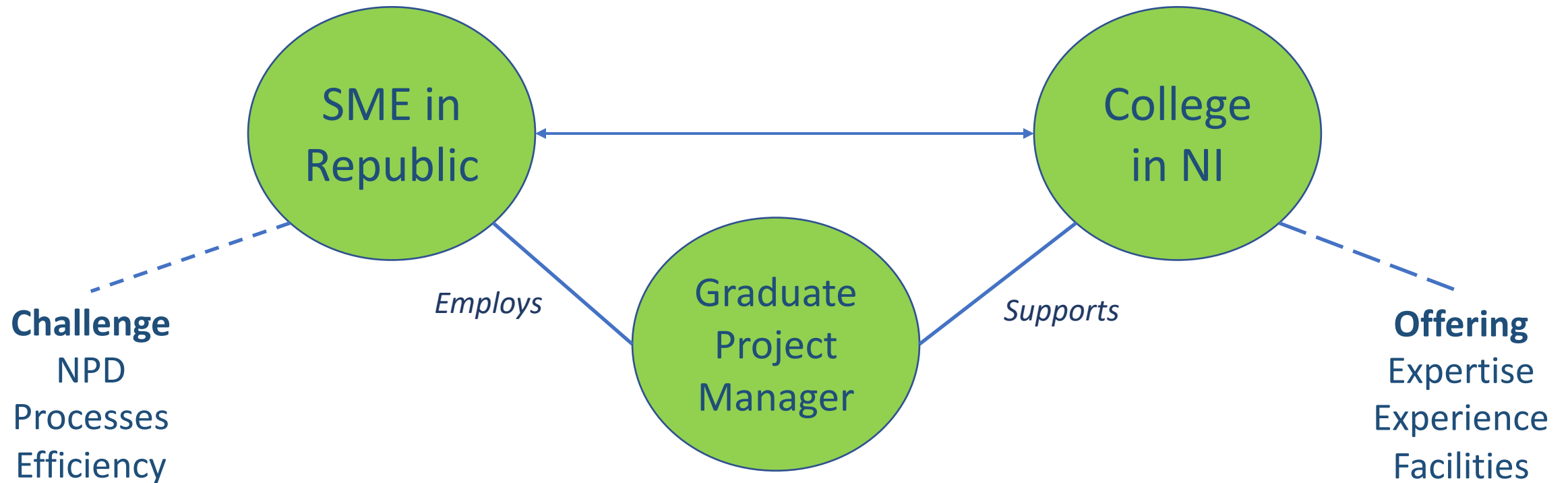
 InterTradeIreland



| Sales Growth | Innovation | Funding | Business Solutions | Insights |
|----------------|-------------------|-------------------|--------------------|--------------------|
| Acumen | Innovation Boost | Equity Clinics | Business Explorer | Trade Statistics |
| Go 2 Tender | Boost B2B | Seedcorn | Brexit Advice | All-Island Monitor |
| Meet the Buyer | Innovation Events | Angel Networks | Events | Research |
| Digital Sales | US-Ireland R&D | Equity Conference | Webinars | Publications |

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Developing & Embedding Innovation in SME's



- Indigenous SME (< 250 employees)
- Manufacturing or Tradeable Services
- Trading at Least 2 Years (from first sale/invoice)
- Turnover of at Least €350,000
- Financially Viable
- Minimum 5 Employees
- Commitment to Innovation
- A Clear Project or Challenge

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Knowledge Partners in NI



‘Project Manager’

- Graduate (possibly already with experience)
- Not necessarily from partner college
- Open recruitment process supported by Innovation Boost
- Company and academic conduct interviews etc
- Free access to Part-time Postgraduate Diploma in
Innovation Management at Queen’s University Belfast

- New product/service development: 18 months
- Process improvement: 12 months

| Company Package | ROI Company | | NI Company | |
|------------------------------|----------------|----------------|----------------|----------------|
| | 12 Months | 18 Months | 12 Months | 18 Months |
| Towards Salary of PM | €18,000 | €27,000 | £15,000 | £22,500 |
| Training of PM | €2,000 | €2,000 | £1,500 | £1,500 |
| Project Expenses | €3,300 | €4,000 | £2,500 | £3,000 |
| Total Company Package | €23,300 | €33,000 | £19,000 | £27,000 |
| Knowledge Partner | £20,000 | £29,000 | €24,100 | €34,900 |

- Workplan (in quarterly phases)
- Project Manager working under guidance of line manager
- Academic contributes minimum of 2 days/month
- Monthly Technical Meeting: Project Manager, Line Manager, Academic
- Quarterly Project Management Group Meeting with ‘Company Chair’, Project Manager, Line Manager, Academic, IB Consultant
- Quarterly cycle for reports and retrospective claims

- New product development
- Smart manufacturing
- Enhancing in-house design capabilities, 3D scanning/modelling, rapid prototyping
- Automation, robotics
- Digitisation of paper/excel-based processes
- Systems integration
- Data analytics and visualisation
- Redesign of manufacturing layouts and systems

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Sample Collaborations



- Exploratory Chat with Innovation Boost Consultant
- Initial Financial Eligibility Check
- Questionnaire on current innovation practices
- Agree Rough Spec for Project ... Matchmaking with College
- College Prepares Bid with Input from Company
- Assessment: 1) Technical 2) Financial
- Approval by InterTradelreland
- Recruitment Process

- Treated as if Knowledge Partner consulting to the company
- IP developed during the project rests with the company
- NDA / similar can be put in place as required

- Expansion of product range ... penetrating new markets
- Increase in sales revenues
- New processes ... operational efficiencies ... cost savings
- Enhanced NPD processes / innovation management
- Project Manager as potential long-term hire
- Longer-term collaboration with Knowledge Partner

- Key Points
 - Have a clear project or challenge to address
 - Fit & alignment with Knowledge Partner
 - Do it for the knowledge; not the money!
 - Let's talk

Innovation BOOST

PROGRAMME

| Contact | Counties |
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