

# Enterprise Ireland and the EIC Accelerator

Gráinne Ryan  
EU Liaison Manager for R&I

11<sup>th</sup> December 2023



HORIZON  
EUROPE



THE EU RESEARCH & INNOVATION  
PROGRAMME 2021 - 2027

#HorizonEU



An Roinn Breithneachais agus Ardteicneolaíochta,  
Toghtha, Teicneolaíochta agus Iolrannacha  
Department of Further and Higher Education,  
Research, Innovation and Science



An Roinn Fionann,  
Trádáil agus Fionannacha  
Department of Enterprise,  
Trade and Employment



# Agenda

- Overview of Enterprise Ireland, what we do and how we do it
- How we work with EIC applicants

# ENTERPRISE IRELAND

- ❖ Irish Government agency responsible for Enterprise Trade and Innovation.
- ❖ 800 staff and 30+ overseas offices
- ❖ Inspiring and supporting ambitious businesses to start, innovate, scale and reach global markets
- ❖ A range of financial and non-financial supports to match the ambition at every stage of company development
- ❖ Work with other government agencies and government ministries

# ENTERPRISE IRELAND

- ❖ Remit to commercialise state funded research
- ❖ National remit for Horizon Europe
- ❖ Technology centre's Programme
- ❖ Knowledge Transfer Ireland



# Enterprise Ireland Start up Supports

- ❖ Commercialisation Fund to support spin out companies from state funded Research
- ❖ New Frontiers National Entrepreneur Development Programme
- ❖ Pre seed Start Fund
- ❖ Equity Investment in Innovative High Potential startup companies
- ❖ European Innovation Council

# Commercialisation Fund

Research and innovation are fundamental drivers of business growth in Ireland and key to the success of our economy. But taking research developments beyond the lab and out into the open market requires both support and new skills.

Enterprise Ireland’s **Commercialisation Fund** has been designed to help researchers on that journey by providing consultative and financial supports for third level researchers taking technology from the lab to the real world.



The screenshot shows the Enterprise Ireland website for the Commercialisation Fund. The navigation bar includes: Sustainability, Supports, Pre-Start, HPSU, Why Export?, Markets, Exporter Stories. The main heading is 'COMMERCIALISATION FUND'. Below it, the text reads: 'Early Stage. Early Support. From Lab to Market.' followed by 'Get the financial and soft supports to transform your research into a commercially viable product.' There are three images: a scientist in a lab, a scientist at a microscope, and a man at a laptop. A yellow arrow points from the microscope image to the laptop image.



# iHPSU Innovative High Potential Startup Companies

## Innovative HPSU Fund

Equity investment of up to €800,000 on a co-funded basis, is available for innovation-led high potential start-ups (HPSUs), that are developing and commercialising new or substantially improved technologies, products, processes or service offerings. [Learn more.](#)

## Innovative HPSU Fund

Enterprise Ireland partners with high potential start-ups on their journey to international growth, offering an ecosystem of funding and support for expansion into untapped global markets.

### At a glance

- Develop your High Potential Start-Up idea, product or technology
- Grow and expand in overseas markets
- Up to €800,000

## What can it be used for?

- Developing an innovative product or technology
- Build the capabilities of your team and hire for key roles on your leadership team
- Conducting market research to grow internationally

[Copy URL](#)



# HORIZON EUROPE



## THE EU RESEARCH & INNOVATION PROGRAMME 2021 - 2027

#HorizonEU



# Enterprise Ireland

## Startup Showcase April 2023



From left: Leo Clancy, Jerry Meeks and Nicole Fitzmaurice, TD. Image © Hazellett Photography

**The State agency responsible for the growth of Irish businesses supported a total of 161 start-ups, more than a third of which are led by women.**

Enterprise Ireland invested €27m in 161 Irish start-ups last year, the State agency has revealed at its Start-Up Showcase 2023 event today (18 April).

Of the companies, 91 are high-potential start-ups (HPSUs). These are companies that have the potential to create 10 jobs and €1m in sales within three years of establishment. Of the HPSUs, 13 emerged from academic research.

A further 44 start-ups received the new Pre-Seed Start Fund investments introduced last year, while 16 Irish start-ups benefitted from the Competitive Start Fund.

More than half of these companies are based outside Dublin, and more than a third are led by women.

The Start-Up Showcase sees 600 delegates including founders, investors and Enterprise Ireland representatives come together to

Irish Independent News Opinion Business Sport Life Style En

Home / Business / In The Workplace

## Startups are thinking big – and are set to be showcased

Enterprise



Chupi Sweetman

Anna-Marie Turley

Sun 9 Apr 2023 at 03:30

Ireland's startups are "thinking big" and that's exactly the theme of Enterprise Ireland's Startup Showcase 2023. The event, taking place in the RDS in Dublin on April 18, will celebrate the 2022 cohort of startups which have demonstrated innovation and ambition to bring their ideas and teams together to successfully raise investment.

Enterprise Ireland aims to support and enable Irish businesses to lead in a changing world and this annual event brings together some of the most promising and innovative startups in Ireland. It also serves as a platform for these startups to showcase their business offering and network amongst their peers, as well as to other key stakeholders in attendance, including investors, venture capitalists and potential future partners.

## Enterprise Ireland showcases the best in Irish start-ups

By Business & Finance

21 April 2023

Show In



Pictured: Leo Clancy, Chief Executive Officer, Enterprise Ireland

The Enterprise Ireland Start-Up Showcase marks the start of Enterprise Ireland's first 'Summit' week of events. €27 million was invested in start-ups in 2022. 161 start-ups were supported by Enterprise Ireland in 2022, with 50% of start-ups located outside Dublin.

600 delegates attended the Enterprise Ireland Start-Up Showcase on Tuesday, April 18th, in the RDS.

The Department of Enterprise Trade and Employment, who work with Enterprise Ireland, its agency responsible for the development and growth of Irish companies in global markets, invested €27 million in Irish start-ups and supported a total of 161 start-up companies in 2022.

Investment was provided through Enterprise Ireland's programmes, such as High Potential Start-Up (HPSU), Competitive Start Fund (CSF) and Pre-Seed Start Fund.

The Enterprise Ireland Start-Up Showcase facilitated the meeting of the 'Class of 2022' start-up companies and the wider start-up ecosystem, including investors, state agencies, and start-up accelerators.

The event also plays host to technology-based companies who have their roots in state-funded research. In 2022, 24 companies were spun out of third level institutions, supported through the Enterprise Ireland Commercialisation Fund Programme.







## EIC Accelerator

- ❖ Enterprise Ireland has a dedicated team of 2 who are highly experienced
- ❖ Build awareness with colleagues of the potential opportunities of the EIC accelerator
- ❖ Many companies already engage with Enterprise Ireland on their journey
- ❖ EIC support is seen a part of Enterprise Ireland broad range of services to clients
- ❖ High level of hand holding –review applications, provide feedback
- ❖ Run mock interviews with a panel of experienced commercially focused businesspeople



## Overview of Mock interview process

- Notification of interview applicants (approx. 1-1.5 weeks before Brussels interview)
- Review of projects and selection of mock interview panel based on appropriate domain knowledge
- Mock interview with panel and applicant
- Feedback generated and given verbally and in written form
- Sessions are recorded and shared (subject to participants approval).



# EIC and EI

## Working with stakeholders

- Female entrepreneurship – Enterprise Ireland Action Plan for Women in Business
- Enterprise Ireland – Research & Innovation teams, HPSU teams, Sector Teams
- Accelerator Programmes
- Universities – Spin outs
- Investment Community (Public and Private)
- Other government agencies



## Ireland's Success

Three Enterprise Ireland companies secure €24m in Horizon Europe funding

EIC Accelerator Programme



€18m funding win for four Enterprise Ireland client companies in Horizon Europe EIC Accelerator



Four Enterprise Ireland Supported Companies Secure €23m in European Innovation Council Accelerator Call



#WiPrizeEU

WOMEN INNOVATORS EU PRIZE 22



European Innovation Council 

**HORIZON  
EUROPE**



THE EU RESEARCH & INNOVATION  
PROGRAMME 2021 - 2027

#HorizonEU



# Thank you

## Q&A

