



The Innovation Partnership Programme



The Innovation Partnership

Programme enables Irish based companies to access expertise and resources in Irish research institutes resulting in mutually beneficial relationships. It supports company-driven research projects that deliver impactful and sustainable change for the business.



The Innovation Partnership Programme aims to foster collaboration between companies and Irish research institutes to generate tangible competitive advantages for companies. It seeks to enhance technological advancement, people development, and knowledge exchange.

What can it be used for?

- It provides funding for research projects which may solve technical challenges, develop new and improved processes, products and services, and generate new knowledge and know-how.
- A company benefits in terms of its growth, the evolution of its strategic research and development and the creation of new knowledge that it can use to generate commercial advantage.
- The research institute benefits in terms of developing skill sets, intellectual property and publications.

What is provided?

- Up to 80% of the research project costs.
- Up to 100% in capital funding for research institutions may be available if completion of an IPP project requires the purchase of a large item of capital equipment. Approval is subject to terms and conditions.

Who is it for?

Manufacturing or internationally traded services companies with an operating base in the Republic of Ireland that wish to collaborate with one or more Irish research institutes are eligible to participate.

Companies must be registered clients of one of the state development agencies* and seeking to access the latest skills and expertise from research institutes throughout the Republic of Ireland.

How to apply?

The submission of the proposal application to Enterprise Ireland and the administration of the project are managed by the Principal Investigator in the participating research institute. Applications may be submitted at any time.

If you are interested in applying for Innovation Partnership support, please discuss with your State Development Agency, the relevant Irish research institutes, or Enterprise Ireland's Innovation Partnership Team.



DROMONE[®]
intelligent:innovation



Dromone Engineering and Irish Manufacturing Research:

Partnering to cut manufacturing costs

Based in Oldcastle Co Meath and serving over 39 countries, Dromone Engineering has built a world-class reputation for the quality of its tractor and excavator technology. Clients including Volvo, Agco, Claas, Kubota and JCB now depend on the innovative coupling solutions developed by Dromone over the past 45 years.

As it continues to innovate, Dromone is also constantly challenged to reduce production costs. Between 2016 and 2018 this led the company to work on an Innovation Partnership Programme with seven other industry partners and Irish Manufacturing Research (IMR), in testing and improving a new mould manufacturing process.

The partnership allowed Dromone to access new technology without taking on any risk or significant expense. As Dromone boosted its turnover, cut costs and gained a competitive edge, IMR built valuable experience in robotic research and attracted new clients.

Ken Horan, Director of Technology Innovation & Entrepreneurship explained that the partnership allowed **“us to develop and deepen the relationship with industry”**. He added **“without the assistance of the IPP, our project would not have gone ahead at all”**.

Ken Horan, Director of Technology Innovation & Entrepreneurship





Ventac and the University of Limerick:

Partnering to develop better vehicle sound insulation

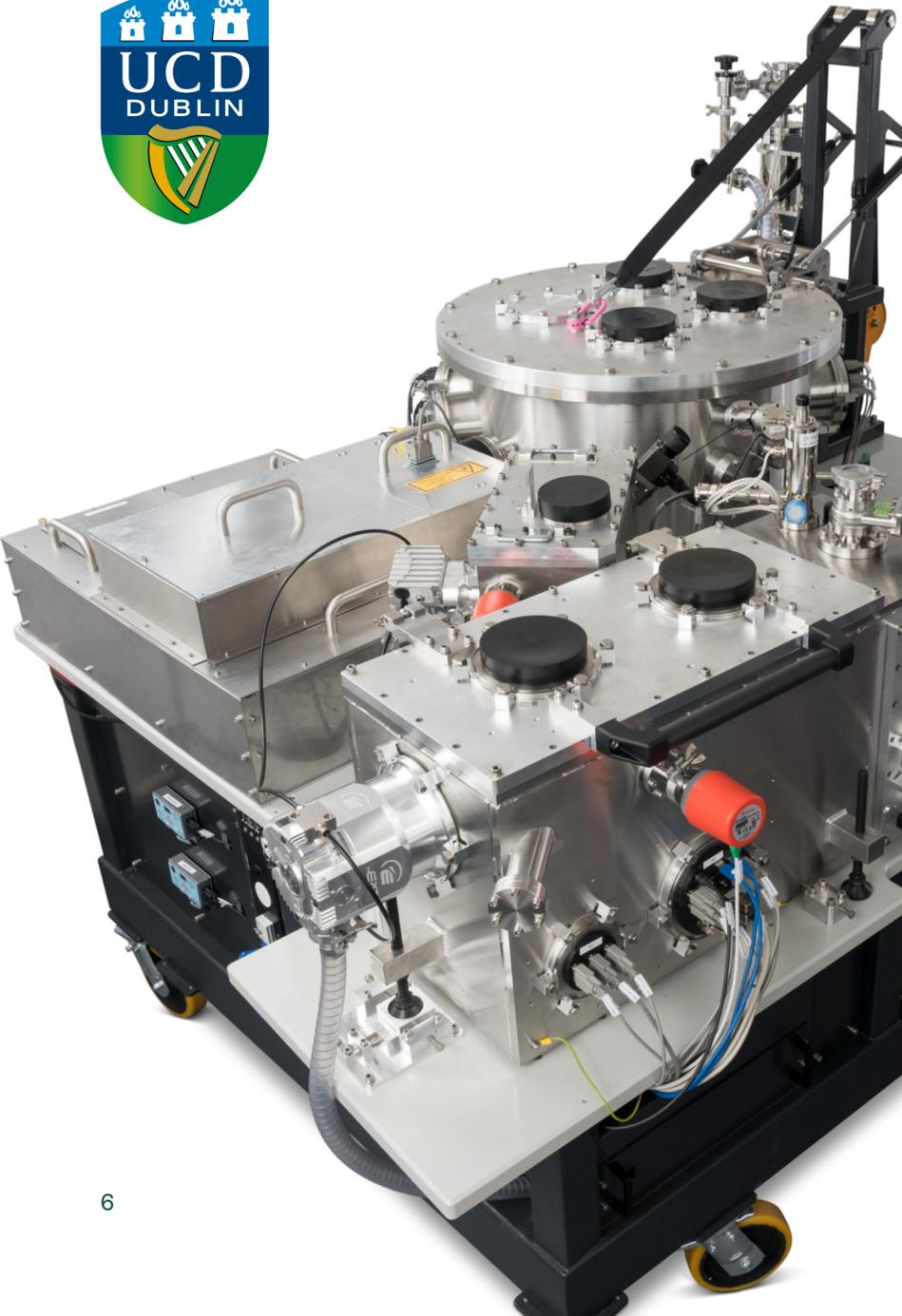
For over 50 years, Ventac has developed high performance noise control solutions for vehicle and industrial settings. Based in Blessington, Co Wicklow, and represented by offices in the UK, Netherlands, Turkey and Czechia, the company has taken part in two Innovation Partnership Projects since 2017.

Both were undertaken with the University of Limerick and aimed to develop new sound-absorbing internal vehicle parts. Their specification was to offer better acoustic insulation and be tougher and thinner than previous materials.

According to Mark Simms, Ventac's director of research and development, **"The IPP gave us good access to technology and expertise we wouldn't have been able to access otherwise and allowed us to be more ambitious in our research and development"**.

Without the IPP's funding, Mark Simms believes the project would not have gone ahead. Instead, the new products have helped grow the business and led to two new staff members being recruited with more in line to join. The company is improving its sustainability credentials with parts of the product being recyclable after use, and a patent is also being sought which will give the company a clear competitive advantage edge.

SIRIUS XT



SiriusXT and UCD's Conway Institute:

Partnering to commercialise SiriusXT's groundbreaking microscope

SiriusXT is the Dublin-based company responsible for developing the SXT100, the world's only laboratory-based, soft x-ray microscope. As such, the SXT100 offers high-resolution images of the subcellular structure within cells.

Sirius XT was spun out of University College Dublin's School of Physics Spectroscopy Group in 2015 and its team consists of highly-skilled physicists, engineers, scientists and entrepreneurs. In 2017, the founders' strong connection with UCD underpinned an Innovation Partnership Project aimed at demonstrating the product to potential customers.

This involved SiriusXT installing the SXT100 microscope at UCD's Conway Institute where it can be demonstrated in a highly professional environment. At the same time, UCD disease researchers have constant access to the microscope's extensive capabilities.

This 'win-win' scenario isn't the only benefit created by the IPP. The speed with which the partnership was arranged greatly impressed SiriusXT's CEO Tony McEnroe: **"The IPP was very quick and easy to set up. We wrote the application in less than a month and had a decision within six weeks, it was a very fast turnaround"**.

He continued **"A successful IPP is one that is closely supervised by the industrial partner to keep it on track and where the company and PI really understand each other and have the same goals"**.

SiriusXT's ongoing collaboration with UCD is helping to commercialise an innovative solution that will help accelerate progress in disease research and drug discovery.

Alcon

SEE BRILLIANTLY



Alcon and Munster TU:

Partnering to automate quality control systems

Alcon, the world's largest eyecare company, faced a challenge: although it produces highly advanced products such as intraocular lens, its quality control processes relied on inspectors visually examining each manufactured item. To automate this essential task and ensure consistent quality, Alcon undertook an Innovation Partnership Project with the CAPP Technology Centre at Munster TU in 2017.

The result was an advanced optical inspection system that Alcon has subsequently licensed. The project's success has raised Alcon Ireland's profile at corporate headquarters and highlighted the Irish site's ability to undertake R&D projects with a global impact.

Operating in over 60 countries, Alcon serves 140 markets and employs more than 25,000 people, 600 of whom work at its Cork site. Commenting on the company's reasons for undertaking the IPP, Barry Walsh, Alcon's senior principal engineer for R&D, said it enabled them to access **"cost effective research with significant business impact"**.

Following the IPP's success, Alcon's local R&D team has expanded and CAPP has become an established service provider. Alcon are now working on an upgraded version of this system with CAPP having supported technical feasibility work on the system upgrades.



HayesCulletonGroup

DCU Ollscoil Chathair
Bhaile Átha Cliath
Dublin City University



The Hayes Culleton Group and Dublin City University: Partnering to create an online peer-learning space

The Hayes Culleton Group provides a range of programmes and services that support learning and professional development. This is enabled by the Group's ability to connect peers in an online space where they can work productively together and learn from each other.

The technology that drives this service resulted from an Innovation Partnership Project undertaken with Dublin City University in 2017. Originally conceived of as an online marketplace to connect people, the Covid-19 pandemic led to the project's scope evolving.

The resulting technology is now exclusively licensed to the Hayes Culleton Group. Without it, Managing Director Susan Hayes Culleton, estimates that the company's current turnover would be 40% lower and they would have 50% fewer staff.

The funding provided by Enterprise Ireland enabled the partnership to take place, a relationship that Susan describes as "a match made in heaven". Working with DCU, the company was able to turn the concept into reality, a step that would not have been possible without the IPP.

From a commercial point of view, Susan says an IPP is "incredible value for money" and provides "an incredible opportunity, particularly for small businesses".

Having had such a positive experience during the initial IPP, the Hayes Culleton Group has embarked on a third partnership with DCU to expand the potential of the original technology.



Project Application/Management

The proposal application to Enterprise Ireland and the administration of the project is managed by the Principal Investigator in the participating research institute. Upon approval, the grant is paid directly to the research institute.

Company Contribution

All Innovation Partnership projects require the company partner to provide minimum cash contribution of 20% of the total project cost. In all cases, the company partner must have the resources to contribute its share of the funding for the research and to fund the commercialisation of the research, when completed.

Eligibility

A manufacturing or internationally traded services company with an operating base in the Republic of Ireland that wishes to collaborate with one or more research institutes, also based in the Republic of Ireland, is eligible to participate.

The company must be a registered client of one of the following state development agencies: Enterprise Ireland, IDA Ireland, Údarás na Gaeltachta, a Local Enterprise Office. **The company must have the full support of their assigned Client Adviser / Agency Contact to participate in the programme.** This support must be confirmed before any application forms are submitted. Clusters of companies and/or research institutes are welcome to apply to the programme.

Funding

Enterprise Ireland's Innovation Partnership Programme provides grants of up to 80% towards eligible costs of the research project. Grant funding to projects involving early-stage companies and High Potential Start-Up (HPSU) clients will normally be capped at €100,000.

Intellectual Property

The Innovation Partnership's 'Intellectual Property Heads of Agreement Template' should be completed and signed by both the research institute and the company at the application stage. This outlines how Intellectual Property, to be developed in the project, will be handled.

Essential Reading before applying:

Website: www.enterprise-ireland.com/ipp

Visit our website for essential reading on applying for the IPP, our FAQs and guidelines.

Contact details

Innovation Partnership Programme Application Team

Tina O'Keeffe

Tel: 021 480 0200

Email: tinaokeeffe@enterprise-ireland.com

Eileen McGoldrick

Tel: 01 727 2733

Email: eileen.mcgoldrick@enterprise-ireland.com

Email: ipp@enterprise-ireland.com

Web: www.enterprise-ireland.com/ipp

Innovation Partnership Programme Company Liaison

Michael Treacy

Tel: 01 727 2740

Email: michael.treacy@enterprise-ireland.com

Enterprise Ireland
The Plaza, East Point Business Park,
Dublin 3, D03 E5R6
Tel (01) 727 2000