

Spend 24 hours
with
Ireland's Leading
Entrepreneurs

Entrepreneur
experience®

A unique opportunity for emerging Entrepreneurs to gain exclusive access to some of Ireland's most successful Business Leaders

Ballymaloe
Shanagarry, Co. Cork

Friday 15th - Saturday 16th April 2016



Driving the creation, growth and financing of innovative businesses in the south and mid-west of Ireland



**Cork
City Council**
Comhairle Cathrach Chorcaí



**Cork
County Council**
Comhairle Contae Chorcaí



This 24 Hour Experience is a unique opportunity for

- 8 Entrepreneurs with a new idea,
- 8 Entrepreneurs with an investor ready proposition, or
- 8 Entrepreneurs with an established business that is seeking to scale

to gain unparalleled access, advice and mentoring from 24 of Ireland's most successful Entrepreneurs. This 24 hour experience includes one-to-one sessions, deep dive analysis, constructive group sessions, pitching sessions and inspiring plenary sessions.

Be prepared this is not for the faint-hearted!



Some comments from participants at previous Entrepreneur Experience® events:

At the halfway point in the 2015 Entrepreneur Experience® Larry Bass, Screentime ShinAwil said, **"Halfway through the single most inspiring business best of breed learning event in Ireland."**

You hope to take 1 nugget away from similar events; I haven't room in my car for all the nuggets from this event – Terry Fox, Cupprint

Combination of peer learning & mentoring by Experienced Entrepreneurs a powerful combination – Ger O'Mahony, Voxpro

"The Entrepreneur Experience® is the best entrepreneurship event in the world bar none!"

Pádraig Ó Céidigh, Aer Arann

"This is real, 24 of Ireland's leading Entrepreneurs giving their time to help the next generation of Entrepreneurs. The event has become one of the key pillars supporting Irish Entrepreneurship in recent years. It's high impact and not for the fainthearted." - Pete Smyth, Broadlake

We invite 24 Emerging Entrepreneurs

Group One – The Ideas Group:

Eight Entrepreneurs with a business plan and/or Strategy Road Map but not ready for investment yet; Early Stage businesses get a sanity check.

Group Two – The Investor Ready Group:

Eight Entrepreneurs with a plan or business proposition that is ‘Investor Ready’ - **get a critical review.**

Group Three – The Scaling Group:

Eight Entrepreneurs running established businesses who want to scale and grow (Ideally a company of 10 employees and €1m+ turnover per year with the potential to grow rapidly in the coming years) – find out how to create, access and capture new opportunities.

Over the past 5 years (2011 – 2015)

- Over 120 Emerging Entrepreneurs including Start-ups; Investor ready companies and scaling companies have participated from over 10 countries
- Over 60 Seasoned Entrepreneurs have participated, the top 20 have an average turnover of €54m and their average employees is 400
- 26 Enterprise Ireland High Potential Start-ups (HPSUs) have been approved
- 43 companies have subsequently raised investment of over €24.6m

Entrepreneurs are like salmon, when everyone else is swimming downstream they swim upstream and it's that struggle, that fight for survival and keeping going that actually differentiates entrepreneurs from the wannabes of this world... events like these (the Entrepreneur Experience) really help, so now rather than a single salmon going up stream you've got a shoal of salmon where they are all talking to each other and solving problems, giving a sense of collective, and synergy that is making the difference so this is critical - Pádraig O'Céidigh, Aer Arann

We invite 24 Seasoned Entrepreneurs



JIM BARRY is the Managing Director of Barry Group, one of Ireland's most respected wholesale distribution groups. The company employs over 230 people at its state of the art headquarters in Mallow, Co. Cork. Under Jim's vision and leadership, Barry Group has grown from a once local business to a leading wholesale distribution company. Trading both nationally and internationally and supplying over 1,000 customers; Barry Group manages 265 franchises under the Costcutter, Carry Out Off Licence, and Quik Pick symbols. Jim was listed as a finalist in the EY, Entrepreneur of the year awards in 2010. Barry Group was listed as one of Deloitte's Best Managed Companies in 2010 and has been reaccredited every year since then. Barry Group was named as a Great Place To Work in 2015 and Jim was honoured to be named 'Ireland's Most Trusted Leader' at the 2015 Great Place To Work Awards.



LARRY BASS, CEO of Screentime ShinAwL established ShinAwL Productions Ltd in 1999 before forming a joint venture with Screentime Australia in 2003, and forming Screentime ShinAwL, now one of the largest independent production companies in Ireland. In 2009 Screentime ShinAwL Ltd. opened its first UK office in Northern Ireland and 2012 saw its first BBC NI commission, Undercover NI. Larry has executive produced the Irish versions of the multi award winning series, The Apprentice which won 2 Irish Film and Television Awards, Dragons Den, MasterChef Ireland and most recently the hugely successful The Voice of Ireland. Larry is keen to grow the business of creative content in Ireland as a pillar of our economy. Larry is an International Ambassador of the International Rose d'Or, an advisory board member of FÁS Screen Training Ireland and Entertainment Masterclass. Larry has guest lectured at DIT Dublin, IADT Dublin, MIPCOM, SPAA Australia and Entertainment Masterclass. In 2010 Larry was appointed to the Board of the Broadcasting Authority of Ireland by the Irish government.



JIM BREEN founded PulseLearning in 1999 and is the driving force behind the company's high standards of excellence and rapid progression as a globally dominant eLearning organization. Providing strategic direction and motivation for PulseLearning's future development, Jim keeps employees, investors, and business partners focused on exceeding customers' goals. Deloitte ranked PulseLearning as the fastest growing technology company on the island of Ireland and Jim was shortlisted for the EY Entrepreneur of the Year award. He graduated from the Executive Development program at Stanford University in California. In 2010, Jim joined the board of CorkBIC and also founded TriGrandPrix, an international triathlon events company, in the same year. In 2012, he established Cycle Against Suicide, a charity focused on reducing the number of lives lost to suicide in Ireland.



JULIAN COSTLEY is an active investor in technology and media companies and serves as a chairman or non-executive director on a number of boards. He has just been commissioned to write a book on crowd funding. He was a Country Manager at Thomson Reuters, before creating his own TV channel on BSB (later BSkyB), then CEO of France Telecom's Globecast satellite company. After meeting venture capitalist Hermann Hauser in 1998, they created E*TRADE UK, the UK's first all-Internet stockbroking firm and effected a trade sale at the height of the dotcom boom. Since then he has invested in 16 companies and became chairman/NED or adviser to many more focusing on the telecoms, media, financial services, and internet markets in UK, Netherlands, Scandinavia, France, Canada and China. He is an occasional lecturer/mentor/MBA course judge at London Business School, Said (Oxford University), EDHEC (Nice), UM (Barcelona), Skema Business School (Sophia Antipolis) and Deusto (San Sebastian).



PETER CROWLEY, founded Crowley Services and started Dyno Rod in Cork in 1975. Between 1978 and 1985 Dyno Rod expanded into the rest of Ireland and in 1990 Peter started BioFlow, a fats oil and grease (FOGs) management service to food serving establishments (FSEs) and is now the Industry leader. In 1996 he co-founded Communicate 2000 to provide mobile communication solutions to Irish business which he successfully operated, grew and sold in 1999. Peter is currently involved with a variety of projects and start-up companies both as a mentor and investor and has invested in many start-up companies. 2006 saw the start of LowFlo, a water management and leak detection service for industrial, local authority and domestic markets which is being used in Ireland and in the Middle East. Peter is currently working with CIT and Nimbus on two separate projects to develop new technologies in FOGs management and control and the pipe and drain cleaning and maintenance area.



BRIAN CROWLEY is the CEO of The TTM Group, one of Ireland's largest recruitment companies, TTM Healthcare, and also its service delivery subsidiary Resilience Healthcare, one of Ireland's largest providers of complex home care. Employing 200 permanent staff and over 800 contractors, TTM Group are projected to generate revenues in excess of €50m in 2015. TTM Group operates internationally through offices in the UK, Germany and the Middle East supplying temporary and permanent workforce solutions to both the private and public sector. Brian was a member of the judging panel for Irelands Best Young Entrepreneur (www.ibye.ie) and also sits on the implementation committee for the Government's Entrepreneurship Strategy. Brian was a former Irish boxing international and currently mentors young start-up companies and also one of our international Rugby stars. Brian was a finalist in the international category of the EY Entrepreneur of the Year programme, 2014.



KARL FLANNERY is a business leader and technology enthusiast. As recent Chair of the Irish Software Association he is firmly committed to advancing the profile and needs of the Irish Software and Digital Technology sector in the national and international arena. Currently chair of the Industry Advisory Board for Knowledge Transfer Ireland and chairing one of the Delivery Teams for the governments ICT Action Plan for Jobs. Karl has over 30 years' experience in the ICT industry, starting his career in the area of integrated voice and data terminals with Nortel. In 1995, Karl co-founded Storm Technology. Since then he has taken the company from a startup operation to a well-respected, profitable company, which focuses on developing business solutions on the Microsoft platform for the enterprise. Storm Technology has a team of over 90 staff and operates out of Dublin and Galway. Karl has a B.Sc. in Applied Physics from NUI Galway, Diploma in Intellectual Property in Information Technology from the Law Society of Ireland and a Post Graduate Diploma in Financial Management from the Irish Management Institute.



DECLAN FOX, serial entrepreneur, technologist, digital marketer and business coach, co-founded Comnitel Technologies in 1999 and as CEO, grew the company from start-up, raising €30M from leading institutional investors. Comnitel later merged with a US Telco, and was acquired by IBM in 2007. Founder of Magellan Partners, a venture & entrepreneurial advisory consultancy, with a focus on innovative technology companies across different sectors. Co-Founded OmniVend, a successful network, revenue and service management company. Declan is actively involved with a number of high achieving early stage technology companies assisting them scale internationally.



DONAL GARRIHY co-founded 2468 (previously called Wild About Water) in 2003 to serve the Irish water cooler market. The business has grown rapidly in recent years both in terms of turnover and product range. Employing 90 people, the company is headquartered in Ireland with 80% of its sales in the UK. 2468 now serves 8,000 companies in Ireland and the UK offering a range of office services from coffee to water to washroom. It has recently established an Irish-based production facility to produce water and coffee products for its home markets as well as several European countries. Prior to 2468, Donal spent 10 years as Sales & Marketing Director EMEA for Oasis, the world oldest and largest water cooler manufacturer. From a greenfield site in Ireland established to serve the new European market, the business grew to 270 people serving 60 countries with subsidiary manufacturing in Poland.



CHARLES GARVEY is CEO of Metabolomic Diagnostics, an innovative medical diagnostics company developing technologies for the early detection of a woman's risk of complications during her pregnancy. From 1990 to 2003 Charles was CEO of Horizon Technology Group which started life as a small Apple Computer reseller in Cork and grew into a large pan European IT group, listed on the Dublin and London stock exchanges and completing 13 acquisitions and disposals along the way. At its peak the group was worth over €1BN and employed 720 people in 5 countries through 13 separate companies. The company was eventually sold to Avnet Inc in 2008. Charles was also previously CEO (now chairman) of NitroSell, an eCommerce company focused on web enabling bricks and mortar retailers, predominantly in the USA. NitroSell's technology seamlessly integrates in-store and online systems and has enabled their retailers to generate close to \$1Billion in online sales to date.



DR. EDMOND HARTY is CEO of Dairymaster, one of the leading dairy innovation and technology companies in the world. Innovation in agriculture is his passion in life and he has dedicated his career to making dairy farming more profitable, enjoyable and sustainable. Edmond re-imagined dairy farming, concentrating on how to reduce the work load, clean up the processes, learn from nature and translate that learning into technological innovations that would make it a rewarding and fulfilling career. The level of patent applications (over 50 so far) speaks to his commitment to innovation. He was the overall winner of the 2012 EY Entrepreneur of the Year and represented Ireland in the World Entrepreneur of the Year in Monte Carlo. Through his vision and direction Dairymaster were awarded a number of innovation and technology awards in the last 12 months. Most recently Dr Edmond Harty was announced as the inaugural winner of the Agribusiness Leader Award. The Dairymaster philosophy is to be the best in the world at what we do.



PATRICK HICKEY is MD of Rothco, an independently owned Irish advertising agency which he formed with his partners in 1995. Rothco took a decision at the start of the economic downturn not to let any of their team go and to instead focus on growing their business internationally, something that had never been achieved in the sector. This decision worked. Rothco staff numbers have doubled since 2008 and they beat off international competition to win the Tiger beer global account, The Hailo global account and both Pfizer and Unilever earlier this year. Currently Rothco work is running in 32 countries around the world. Locally, they helped launch Aer lingus as a low fares airline, oversaw the successful transition from Hibernian insurance to Aviva and launched Liberty Insurance into the Irish market. The business is heading towards €20million turnover this year.



PATRICK JORDAN was the owner of Easy Access Ltd which was a start-up in 1992 and was sold to Siteserv Plc in 2006. The business employed 78 people in 2006. Post sale Patrick worked as COO for the Siteserv group until 2012. The business was subsequently bought by Denis O'Brien. Patrick is a minority investor in a number of companies since 2012 namely Alanya Ltd which has developed technology to remotely monitor the health of Livestock, Caramagic which has developed expertise in the area of streaming voice changer technology, 3D Character development and VoIP and Salaso Ltd who have developed a video production process founded on multimedia research in how to best learn from video, exercises and exercise protocols based on well researched trials and evidence based clinical practice and their software incorporates data monitoring and validated patient reported outcomes to show the effectiveness of exercise therapy.



GRAINNE KELLY is the CEO and inventor of BubbleBum UK Ltd, manufacturer of the world's first inflatable car booster seat for kids. BubbleBum was founded in December 2009 and has rocketed to success, winning major worldwide awards. The product is now for sale in 26 countries globally with major stores such as Walmart, Target, Tesco, Boots, Halfords, Migros, Naurauto and Aubert. Without the aid of a PR company, in Oct 2012 BubbleBum featured on the front page of the USA Today, The Wall Street Journal and on major national channels such as RTE, BBC, CBS News and Fox. With a new range of products launching in April 2015, Grainne has already been named the Belfast Telegraph Business Woman of the Year 2010, Ernst & Young Entrepreneur of the year finalist 2011 and Women In Business Award winner 2013.



PEACHES KEMP co-founded Itsa with her sister Domini in 1999. Having started with one bagel shop 16 years ago, the Kems now have 17 outlets including itsa at the Irish Museum of Modern Art, itsa at The Hugh Lane Gallery, The Tearooms at Dublin Castle, and itsa@Harvey Nichols. They also run Table Restaurant in Brown Thomas Cork and the Gallery Café in the National Gallery of Ireland. They have an event catering branch called Feast and are resident caterers in Powerscourt House, Enniskerry. In 2012 they founded Hatch & Sons Irish Kitchen on Stephens Green. They launched a new brand for speciality coffee in 2013 called Joe's and will open a second Joe's in March 2015. In October 2014 they launched Alchemy, an eatery that specialises in cold pressed juices and food focused on health. Itsa is director owned and run, has an annual turnover of €6 million and employs 105 people. Peaches is a qualified chef, has a post graduate degree in PR, and holds an advanced diploma from the Wine and Spirit Education Trust (UK). She won Image Businesswoman of the Year in 2009 and was a finalist in the EY Entrepreneur of the year programme in 2011. She is on the EY EOY Alumni Board and has recently joined the board of ICE (Inner City Enterprise), a non for profit private charity set up to fund and mentor start up businesses.



LINDA KIELY is a Co-Founder and Director of Voxpro, Ireland's largest, international provider of customer experience and technical support solutions to iconic global brands like Google, Airbnb, Stripe, Nest, Etsy, Red Bubble and Weebly. Established by Dan and Linda Kiely 20 years ago in Cork, Voxpro currently employs over 1,200 people with offices in Dublin, San Francisco, and Folsom, California. Linda is responsible for driving the strategic direction of the company as the business expands internationally, in addition to overseeing day-to-day operations. With her experience and expertise in marketing and business development, Linda is committed to helping deliver beautiful customer experience (BCX) and extremely high levels of innovation to Voxpro's customers. Linda won the Leading Female Category at the 2015 Deloitte Technology Fast 50 awards. She was named Cork Business Woman of the year in 2014, IMAGE Female Entrepreneur of the Year in 2013 and was a finalist in the International Category of the EY Entrepreneur of the Year Awards 2013.



BILL LIAO is an Australian entrepreneur, venture capital investor, diplomat, author and speaker with a distinguished record in the areas of business, development and community activism. Bill is co-founder of the CoderDojo movement, a free global network formed to assist young people to learn how to computer program and founder of Weforest, a global movement dedicated to planting trees and which now has seen 5 million planted around the world. He is also the European venture partner for SOSV a \$200m international investment fund and is currently running a Synthetic Biology Accelerator Program, IndieBio, in Cork, focusing on entrepreneurs building technologies in or around the field of Synthetic biology. Previously, Bill co-founded XING, a pioneering business social networking platform in 2003 and served as COO of Davnet a telecommunications carrier that went public in the late 90's.



FRANK MADDEN founded Crest Solutions in 1998; prior to that Frank played an integral role in the team responsible for manufacturing at Apple Computers in Cork. He also spent time in Concurrent Ltd. and Alps Electric. Frank is a graduate of both the Cork and Sligo Institutes of Technology where he studied Electronic Engineering. As CEO of Crest Solutions, Frank is dedicated to providing leading vision and traceability solutions and services to regulated manufacturing and packaging industries in Western and Northern Europe. Headquartered in Little Island, Cork, Crest Solutions has a team of 100 people in Ireland, the UK, Benelux and Scandinavia. Recent milestones for Crest include investment in Belgian company VistaLink; a key partnership with Italian company Antares Vision for pharmaceutical Track & Trace; opening a Crest Solutions office in the UK and a VistaLink office in Sweden. Together with Antares Vision and VistaLink, Crest Solutions offers the world's leading solution for Track & Trace to pharmaceutical packaging sites in these regions. Frank was a finalist in the International Category of the EY Entrepreneur of the Year Awards 2015.



PÁDRAIG Ó CÉIDIGH, a fluent Irish speaker had careers in accountancy, teaching and as a solicitor. He is also a Harvard University Alumni. In 1994, he saw an opportunity to develop a struggling business in the local community when he became part owner of Aer Arann, then serving the three Aran Islands. Ó Céidigh went on to develop Aer Arann into one of the fastest growing regional airlines in the world. Passenger numbers rose to over 1.1 million in 2007 and Aer Arann has won several awards (including the Palme d'Or for Airline of the Year in 2006). It now operates several regional European and domestic routes, including a successful franchise arrangement with Aer Lingus. Pádraig was named Ernst & Young Irish Entrepreneur of the Year in 2002. Subsequently he was a member of the 2004 and 2005 World Entrepreneur of the Year judging panels and he continues his association as Chairman of the EOY Alunni board. Pádraig is Adjunct Professor of Entrepreneurship and Business in NUIG and on the board of RTE, Croke Park, GAA.



WILLIAM OPPERMANN has extensive experience in the ICT industry, in particular the enterprise data storage industry and has worked in new product development for over 25 years. A serial entrepreneur with technology companies in Ireland and France in telecommunications, storage and cloud technologies. William founded MPSTOR, which since its creation in 2006 has pioneered and patented self-organising storage, which was an early implementation of software, defined storage (SDS) technology. MPSTOR has launched recently its software defined storage product Orkestra-SDS.



DARA O'MAHONY founded Dome Telecom in 2000. Dome offers retail, wholesale and proprietary telephony solutions to a broad range of customers including the UN defence forces on overseas missions in Africa, Middle East and Eastern Europe. Dome now focuses almost exclusively on the international wholesale market with bilateral agreements across the US, India, Central Africa and the Middle East. Prior to founding Dome Telecom Dara joined Denis O'Brien's Esat Telecom and was co-founder (with Mark Roden) of Torc Telecom in 1998. Dara is also an investor and advisory board member of a number of early stage companies including Biotricity (Biomass energy plant), Roomex.com (hotel reservations) and was a founding investor in Start-Up Bootcamp in 2011 alongside SOS Ventures and a number of other private investors. Dara recently funded and joined the board of VT Networks, Irelands only dedicated IOT network infrastructure.



GER O'MAHONY is an entrepreneur who has accumulated significant experience mainly in technology but also in other industry sectors. He has been involved in a number of successful technology start-ups including being the founder of the software business Engage Technologies Group and its subsequent sale to NorthgateArinso (a FTSE 250 company) and also being the co-founder of the networking systems integrator Bridgecom Group and its subsequent sale to Denis O'Brien's Esat Telecom. He has completed funding rounds, identified and successfully completed and integrated company acquisitions and negotiated company disposals during this period. Recently Ger has focused on helping established technology companies to scale and grow both in Irish and International markets. These include the high growth businesses Action Point Technology Group and Voxpro Communications both of which have achieved revenue growth in excess of 50% year on year over the past three years.



DAVE RONAYNE is Chief Executive of Irish Mainport Holdings. The Mainport Group is an integrated marine services company providing global shipping services to offshore oil & gas exploration companies and international seismic operators. Mainport has offices in Ireland, Scotland, South Africa, Norway, and the Caspian Sea area. Dave holds a Bachelor of Commerce and is a Chartered Accountant and is a past member of Cork Harbour Commissioners, while he is currently a member of the IBEC Regional Council. Mainport opened up a new office in Luanda, Angola during 2011 to service the new emerging offshore oil opportunities. Dave was a finalist in the 2007 EY Entrepreneur Of The Year Awards Programme.



ASIER RUFINO, CEO of Tecnalia Ventures, has previously worked as a management consultant for Accenture, BNP Paribas and The Parthenon Group. More recently Asier has focused on entrepreneurship and innovation by providing business development, strategy and coaching services to start-ups and SMEs and is a board member (Chairman in one of them) of a number of start-ups. Asier worked at the Basque Institute of Competitiveness (Orkestra) in projects such as the launch of Business Angels Crecer+, the most successful business angel network in the Basque Country. Asier is the co-founder and member of the investment committee of Microwave Ventures, a seed capital fund focusing on software and internet investments. He also coaches new ventures in the Executive MBA of the Deusto Business School. Asier holds an MBA from London Business School / Sloan MIT and has a Bachelor Degree in Business Administration from the Basque Country University in Spain.



PETE SMYTH is founder and CEO of Broadlake a private investment company focused on investing in established and growing SMEs. Broadlake manages €100m of family capital, investing €1-10m in ambitious businesses. Pre Broadlake Pete was CEO of Noonan Services Group where he led the Group through a period of high growth culminating in the sale of the business in 2008. At the time it was one of Ireland largest Service companies employing 5,500 people. Former life experiences include periods in Private Equity and Investment Banking - Grown cynical of both. More importantly he is a Father of 4, Husband of 1, Lapsed Sailor, Thinker, Dreamer and above all an Optimist, Entrepreneur at heart and always looking for the next great company to work with.... @BroadlakePete



BRIAN THORNES is the Founder and CEO of X-Bolt Orthopaedics, a medical device company that has developed a portfolio of hip fracture fixation implants for the trauma orthopaedic market. The X-Bolt has completed positive clinical trials in the UK and is set for US launch later in 2016. Brian previously was the surgeon-inventor of the Tightrope concept for ankle syndesmosis fixation, which he licensed to Arthrex Inc, a US multinational. In 10 years, the Tightrope has grown to 25% market share of the ankle syndesmosis market with annual revenues of \$25M and sees one ankle Tightrope implanted every 16 minutes around the globe. Brian has an MBA from Trinity College Dublin, and is a current Board member of the Higher Education Authority (HEA) of Ireland. Brian was a finalist in the 2015 EY Entrepreneur of the Year.



DR JOHNNY WALKER, founded Global Diagnostics in 2002 and in 2007, Global Diagnostics entered the Irish market through an alliance with Centric Health, a company that provided a range of innovative and accessible primary care services with the aim of keeping people out of hospital. In October 2012 Johnny was invited to join the Singularity University Executive Program at NASA, an intense dive into accelerating technological change in an intimate forum with world experts and leading thinkers from across the technology tracks. In November 2012 Johnny supported an MBO of Centric Health and successfully exited the business. He launched his new project Health Founders in November 2012 as an international Foundry for innovative exponential "personalised, digital, mobile" technologies focussed on positively disrupting healthcare. Johnny returned to Singularity University for the FutureMed 2013 Program in Feb 2013. Johnny is a Director and Mentor on The HealthXL Accelerator Program which launched in Dublin in February 2013.



GEORGE YOUNG is currently engaged in the development of Eisergy Ltd, an early-stage business focused on innovations relevant to electronic and magnetic aspects of power conversion. Prior to establishing Eisergy in 2012, he managed the engineering activities at Texas Instruments (Cork). This followed the acquisition in 2008 by Texas Instruments of Commergy Ltd, a business he founded in 1998. His earlier career alternated between business and technical activities, including a number of years with DCC plc in venture capital and corporate finance activities, and with Teletron Limited – later AT&T – in telecommunications equipment design. George holds BE, PhD and MBA degrees from University College Dublin. He holds 9 US patents and is the author of two books on technical/business topics.

the Entrepreneur experience®

Agenda* for the 2016 Entrepreneur Experience® Friday 15th and Saturday 16th April; Ballymaloe, Shanagarry, Co. Cork

Friday 15th April 2016

Time	Event	Venue
Pre- Experience Briefings		
09:30	Briefing for Emerging Entrepreneurs Chair: Pete Smyth, Broadlake	The Grain Store
10:30	Briefing for Seasoned Entrepreneurs Chair: Pete Smyth, Broadlake	Speed Networking for Emerging Entrepreneurs The Grain Store / Carrigaun Room
The Entrepreneur Experience®		
11:00	Meet & Greet over Lunch	The Grain Store
11:20	Welcome - Michael O'Connor, CorkBIC	The Grain Store
11:25	Launching the Entrepreneur Experience® 2016 'Captain' - Pete Smyth, Broadlake	The Grain Store
11:30	Pat Byrne, City Jet	The Grain Store
11:50	Linda Kiely in conversation with Pete Smyth	The Grain Store
12:10	How is Technology going to change your world - Pete in conversation with Facebook & Google	The Grain Store
12:40	Johnny Walker, Health Founders	The Grain Store
13:00	LUNCH	The Grain Store
14:00 – 16:00	First round of Group Coaching Sessions facilitated by three leading Entrepreneurs: ➤ Group 1, The Ideas Group ➤ Group 2, The Investor Ready Group ➤ Group 3, The Scaling Group	Carrigaun Room Conservatory Long Room
15:00 – 18:00		The Entrepreneur Experience Masterclass for Alumni Mezzanine - the Grain Store
16:00 – 18:00	First round of One-on-One Coaching Sessions between Seasoned Entrepreneurs and Emerging Entrepreneurs.	All around Ballymaloe
18:00 – 19:00	Shower & Change	Ballymaloe & Garryvoe Hotel
19:00	How to Build a Team – Ballymaloe Style & Drinks Reception	The Big Shed
20:00	Dinner – Mexican Style (with a fireside chat)	The Big Shed
22:20	Presentation of the Entrepreneur Hall of Fame® Award	The Big Shed

Saturday 16th April 2016

Time	Event			Venue
07:00	Breakfast and one-on-one meetings			Ballymaloe House
08:00 – 09:00	Group 2 – Second Round of Group Coaching Session	08:00 – 10:00	Groups 1 & 3 - Second Round of Group Coaching Session	Carrigaun Room Conservatory Long Room
09:00 – 10:30	Group 2 – Second Round of One to One Coach Sessions	10:00 – 12:00	Groups 1 & 3 - Second Round of One to One Coach Sessions	All around Ballymaloe
10:30 – 12:00	Venture Academy for Group 2			The Grain Store
12:00	Patrick Hickey , Rothco – How to build a brand in the Digital World			The Grain Store
12:20	Top 3 Investor Pitches from the Venture Academy Audience Vote for Most Investible Pitch The Entrepreneur Experience Awards			The Grain Store
13:00	Now What? - Wrap-up and lessons learnt - Pete Smyth, Broadlake			The Grain Store
13:15 – 13:30	Parting sandwich and “Hug & Fly”			The Grain Store

**Agenda is subject to changes*

I loved the Entrepreneur Experience. It reaffirms the things all successful entrepreneurs know: leadership drives success, and leadership comes through relationships and team development. **The Entrepreneur Experience gives entrepreneurs a leg-up on living a more vital life** - Sean O'Sullivan, SOSVentures

There is real optimism here today. **You will never fatten a pig by weighing it!** – Liam Casey, PCH

International Inspirational and Energetic, **it was like drinking Red Bull for 24 hours!** - Kevin O'Leary, Qumas

Rehab for the Recession - An incredibly uplifting can-do event with incredible honesty by business superstars - Paul Prendergast, Inhance Technology

Angel dust for start-ups! - Eugene Murphy, Tweekaboo

This is a room full of believers; **passion is oozing out of everybody** - Robert Leslie, GBR

This event will have the **same effect on my business as deep heat has on an athlete!** - Grainne Kelly, Bubblebum

About CorkBIC

CorkBIC is an organisation specifically set up to identify and build knowledge intensive companies based on promising technology and capable innovative people. It plays a hands-on role helping entrepreneurs navigate the minefield of raising finance, sorting out business propositions, arranging agreements with shareholders and investors, and, perhaps most important of all, finding customers.

Every year, CorkBIC identifies, selects and develops several high potential start-ups or expansions. At any one time, there are 40 or 50 projects in the pipeline. 85% of start-ups engaging in this integrated process survive after five years, far outstripping the international survival average of 50%.

Over the past 25 years CorkBIC has worked with over 300 start-ups, many of whom come back and re-engage. CorkBIC is part of a network of 150+ BICs throughout Europe, The European Business & Innovation Centre Network (EBN). EBN has implemented a rigorous EC approved certification and quality system enabling the development of a network of excellence. CorkBIC has been accredited since the inception of the Quality system in 2002 and in 2011 EBN awarded CorkBIC “Best in Class” BIC.

CorkBIC manages the Halo Business Angel Network (HBAN) in the Midwest and Southwest region of Ireland. HBAN is a joint initiative between Enterprise Ireland, InterTrade Ireland and the Irish Business Innovation Centres (BICs). The BAP operates on a regional basis, providing a matching service for private investors (Business Angels) and pre-screened investment opportunities in start-up, early stage and developing businesses.

HBAN has closed 169 deals, raising over €78.7million in investment for Entrepreneurs across all sectors with an increasing element cross border. **In 2014** the Irish BICs completed 30 deals raising over €17m seed capital equity investment in Irish Start-ups with **CorkBIC assisting 11 companies to raise over €7.1million investment.**

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Cork
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BYRNE
WALLACE

The Sunday
Business Post