

# Enterprising individuals

BY COLETTE SEXTON

Seasoned entrepreneurs have volunteered their time to advise the next generation at the Entrepreneur Experience next weekend. They come from a wide variety of industries, from TV to technology, and together they have hundreds of years of experience.

## Paulo Andrez

Andrez is an angel investor in several companies. He is a board member of Entrepreneurship Agency DNA Cascais and of FNABA (Portuguese Business Angel Federation). Since 2012, he has been advising several European governments on early-stage investment policy.

## Jim Barry

Barry is the managing director of Barry Group, one of Ireland's most respected wholesale distribution firms. He has grown the company from a local business to a leading wholesale distribution company that trades nationally and internationally and supplies over 1,000 customers.

## Larry Bass

Bass is the chief executive of ScreenTime ShinAwil, one of the largest independent production companies in Ireland. Bass is an international ambassador of the International Rose d'Or, an advisory board member of FAS Screen Training Ireland and Entertainment Masterclass.

## Gilles Bouchard

Serial entrepreneur Bouchard is the chief executive of the Executive Business Accelerator. He has been a founder at Internet Media Telecom start-ups and group secretary general at Groupama Gan. Gilles is vice president of Harvard Business Angels France, based in Paris.

## Jim Breen

The founder of e-learning organisation PulseLearning, Breen provides strategic direction and motivation for PulseLearning's future development. He is a member of the Cork BIC board.

## Peter Crowley

Serial entrepreneur Crowley founded Crowley Services and started Dyno Rod in 1975, BioFlow in 1990 and Communicate 2000 in 1996. He is currently working with CIT and Nimbus on two separate projects to develop new technologies in fat, oil and grease management, and the pipe and drain cleaning and maintenance area.

## Brian Crowley

Former Irish boxing international Crowley is chief executive 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 €50 million in 2015.

## Shemas Eivers

Co-founder and managing partner of Avnet Client Solutions, Eivers is now in his 20th year leading the team in Avnet Client Solutions and has recently been working with Ascendant EMEA to merge the best traits of both organisations. He is also co-founder and chairman of the National Software Centre in Ireland (birthplace of the Coder Dojo movement) and a co-founder of IT@Cork.

## Karl Flannery

As recent chair of the Irish Software Association, Flannery is firmly committed to advancing the profile and needs of the Irish software and digital technology sector in the national and international arena. He is currently chair of the Industry Advisory Board for Knowledge Transfer Ireland and chairing one of the delivery teams for the government's ICT action plan for jobs.

## Declan Fox

Fox co-founded Comnitel Technologies in 1999 and as chief executive grew the



Joanna Gardiner, managing director of Ovelle Pharmaceuticals

company from start-up, raising €30 million from leading institutional investors. Comnitel later merged with a US telecoms firm, and was acquired by IBM in 2007. He is the co-founder and director of OmniVend since 2005, a network, revenue and service management company.

## Terry Fox

In 2009 Fox set up Cupprint, which makes bespoke paper cups to order, with a short turnaround time. Cupprint's largest market is Britain followed by Germany and then Ireland. Cupprint currently produce eight million cups per month and sales have grown every year since 2009. It now employs more than 66 people at its plant in Ireland and sales offices in Germany.

## Joanna Gardiner

Gardiner is the managing director of Ovelle Pharmaceuticals, which was set up by her grandfather in 1934. She led the company through a significant period of international growth since 2011. Taking on new investment and implementing new sales and research and development strategies. This resulted in the company's innovative dermatological skincare brands Ovelle and Elave building on their success in Ireland opening up new markets in Britain, Europe, China and the US.

## Donal Garrihy

In 2003 Garrihy co-founded 2468 (previously called Wild About Water) 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 per cent of its sales in Britain.

## Charles Garvey

Garvey is chief executive 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 he was chief executive of Horizon Technology Group which started life as a small Apple 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.

## Paul Hands

Hands founded a number of technology companies in Ireland, including QCL (acquired by Calyx in 2003) and QUMAS, a global leader in delivering enterprise compliance solutions (acquired by Accelrys in 2014). He is currently the business promoter of a number of high potential early stage companies in the diagnostic space having licensed technology from UCC in Cork and the Mayo clinic in the US.

## Patrick Jordan

Jordan owned Easy Access Ltd which was set up in 1992, and was sold to Siteserv in 2006. The business employed 78 people in 2006. After the sale, Patrick worked as chief operating officer for the Siteserv group until 2012. He 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, and Caramagic which has developed expertise in the area of streaming

voice changer technology and 3D character development.

## Grainne Kelly

Kelly is the chief executive and inventor of BubbleBum UK Ltd, manufacturer of the world's first inflatable car booster seat for kids. The product is now on sale in 26 countries globally including in major stores such as Walmart, Target and Tesco.

## Peaches Kemp

Kemp co-founded Ita with her sister Domini in 1999. Having started with one bagel shop 16 years ago, the Kemps now have 17 outlets. They also run Table Restaurant in Brown Thomas Cork and the Gallery Café in the National Gallery of Ireland.

## Eleanor McEvoy

Now chief executive of Budget Energy Ltd, McEvoy has successfully built and sold two companies; Pembroke Distributors Ltd and Phonecard Warehouse Ltd. Budget Energy entered the Northern Ireland electricity market in June 2011 and has grown a customer base of over 60,000.

## Pádraig Ó Céidigh

Ó Céidigh became part owner of Aer Arann, then serving the three Aran Islands in 1994. He went on to develop Aer Arann into one of the fastest growing regional airlines in the world. He is adjunct professor of entrepreneurship and business in NUIG, and chairman of Fáilte Ireland West.

## Colum O'Sullivan (Sully)

O'Sullivan set up Cully & Sully in September 2004 with Cullen Allen from Ballymaloe

House. Cully & Sully supply over 1,500 shops nationwide, and is exporting to France and the UK. All of the food is produced in Ireland using Irish beef, lamb and chicken.

## Kevin O'Leary

O'Leary has been with QUMAS since its inception and was responsible for the original design and development of the company's first product release. Kevin has worked within regulated industries since 1987 and has extensive knowledge of regulatory compliance solutions.

## Ger O'Mahoney

O'Mahoney 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 being the co-founder of the networking systems integrator Bridgecom Group and its subsequent sale to Denis O'Brien's Esat Telecom.

## Paul Prendergast

Chief executive of Inhance Technology, Prendergast is a serial entrepreneur and has been involved in retail, services, web and publishing start-ups for 12 years. Inhance Technology has a global client base including Best Buy, Virgin, Orange, AIG and Carphone Warehouse.

## Anthony Quigley

Founder of Digital Marketing Institute, Quigley is considered one of the pioneers of digital marketing in Ireland. He was an early internet enthusiast, having launched

MSN for Microsoft in Ireland as far back as 1995.

## Asier Rufino

Rufino is chief executive of Tecnalia Ventures, having 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 of a number of start-ups.

## Sean Ryan

Ryan is founder and chief executive of Aspen Grove Solutions.

Since 1995 Sean has been working on Internet-based business-service solutions and has successfully put the Internet to work as a secure business-to-business service medium in many industries including insurance, legal, education, construction and real estate.

## Pete Smyth

Smyth is the founder and chief executive of Broadlake, a private investment company that is focused on investing in established and growing SMEs. Pre Broadlake he was chief executive of Noonan Services Group where he led the group through a period of high growth, culminating in its sale in 2008.

## Dr Johnny Walker

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.

## George Young

Young is currently engaged in the development of Eisergy Ltd, an early-stage business that is 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).



Neilus Murphy, Grazemate



Emmet Kearney, Jumble



Michael Murray, NVP Energy



David Cleary, Ekte Dairy-Free

lows customers to choose a safe driver. This in turn creates a financial incentive for drivers to drive safely.

Research carried out by the company shows that more than 75 per cent of Rwandans would pay more for a safer driver.

To make trips safer, SafeMotos gathers accelerometer, GPS and gyroscope data from drivers equipped with smartphones.

This technology can show drivers acceleration speeds, if drivers are speeding at rush hour, or if the driver has been on the road for 12 hours straight.

## Yebame

Santiago, Chile and Cork Group: Ideas

Yebame is the first peer-to-peer ride-sharing platform in Latin America focusing on scheduled trips such as events or long-distance journeys. It connects people heading in the same direction and allows them to share the cost.

Yebame was launched as a ride hailing app in August 2014. In five months the company has had more than 2,500 users and over 200 drivers subscribe to its system.

One Friday in November 2014, everything changed for the company. The subway transportation system of Santiago in Chile was paralysed. In less than 24 hours over 450 people joined Yebame. The company realised that ride hailing was not the real solution to the changes in transportation trends. Instead, it opened a real carpooling platform for everyone.

Yebame launched as a carpooling platform for long trips and events this year.

It has received seed funding from Sean O'Sullivan's fund SOS Ventures and moved to Cork to join its carpooling accelerator Carma Axlr8r.

After a month in the market, Yebame had more than 10,000 unique page views, 600 validated register users and more than 60 trips have been published through the platform.

It launched its first event version for the Lollapalooza Music Festival of Chile, called #yebapalooza, this month and has become a popular mode of transport to the event.

The product is produced from a high nut content (up to five times higher than leading brands, according to the company), its use of high-pressure processing and cold pasteurisation technique. This type of processing allows for an extended refrigerated shelf-life while maintaining the flavour, aroma and nutrition of the raw product.

Ekte Dairy Free was awarded funding through Enterprise Ireland's Competitive Start Fund in September 2014. It has since gone on to develop and produce a range of cold-pressed nut milks using its unique methods.

Its first two products – an almond milk and a cashew nut milk – are due to launch in March.

## SafeMotos Ltd

Cork and Rwanda Group: Ideas

SafeMotos aims to make motorcycle taxis safer in Africa and has started its efforts in Rwanda.

It was founded by two Kigali residents, Barrett Nash and Peter Kariuki, who have been exposed to risks associated with taxi motor rides and wanted to improve the quality of the drivers.

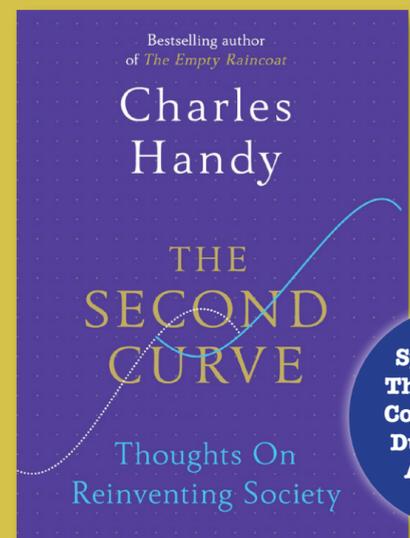
More motorcycles are built every year than cars. In Africa, motorcycle taxis are a key cause of road deaths. According to SafeMotos, every 12 days more than 9,000 people die across Africa from road deaths.

It also says Rwandan police blame motorcycle taxis for 80 per cent of road accidents in Rwanda.

To address this problem, SafeMotos is using a GPS smartphone app which al

“The bracing manifesto of a forward-looking radical.”

Andrew Hill, *Financial Times*



Speaking at  
The Third Act  
Conference in  
Dublin, 22nd  
April 2015

OUT NOW

In *The Second Curve*, Handy builds on a life's work to glimpse into the future and see what challenges and opportunities lie ahead. He looks at current trends in capitalism and asks whether it is a sustainable system. He explores the dangers of a society built on credit. He challenges the myth that remorseless growth is essential. He even asks whether we should rethink our roles in life – as students, parents, workers and voters – and what the aims of an ideal society of the future should be.

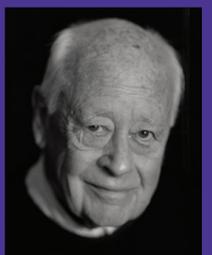


Photo by Liz Handy