



Who we are and what we do



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InterTradeIreland is the only organisation which has been given responsibility by both Governments to boost North/South economic co-operation to the mutual benefit of Northern Ireland and Ireland. By encouraging better use of our collective resources we help to expedite trade and business growth across the island and create an environment where it is easier to do business.

We support SMEs across the island to identify and develop North/South trade and innovation opportunities. We do this through:

- Business programmes
 - Research and statistics
 - Networks and partnerships
-

How can we help?



Business programmes

Our range of programmes offer practical **funding, information, advice and support** to help SMEs:

- Identify and develop new markets to increase sales across the island
- Innovate to develop products, processes and services - improving performance and efficiency
- Raise venture capital and become 'investor ready'
- Make it easier to do business across the island

Full details of our business programmes including funding available and eligibility criteria can be found on our website, intertradeireland.com.



Networks and Partnerships

We bring together networks of companies to help them to become more profitable and competitive through joint marketing, skill-sharing, product or process development, meeting supply needs or joint production opportunities.

Networks and partnerships, whether informal or formal – are key to our work at InterTradeIreland. Connectivity and collaboration across the island enables the pooling of resources, expertise and technology amongst businesses, academics and research institutes – a key element of enabling innovation across the island.



Research and Statistics

Our business and policy research aims to identify appropriate co-operative actions that lead to a better understanding of the dynamics and potential impacts of closer North/South collaboration.

We make recommendations that can help create a better business environment through collaboration in areas such as: Science, Technology and Innovation, Infrastructure, Enterprise & Business Development, Labour Market and Skills, Trade and Investment, and the Regulatory Environment.

This research has also helped us to identify further trade and business development opportunities, address areas

of market inefficiency/failure and optimise the economic outcomes and business relevance of our activities.

We also provide an All-island trade statistics service which includes interactive graphs with commentaries together with a comprehensive view of sectoral and total trade, tourism, transport and student movement and economic indicators, North and South.

Our All-island Business Monitor is the largest survey on the island and measures the business sentiment amongst 1,000 owner/managers each quarter. It provides a review of business performance, intentions and future expectations alongside insights into a range of business themes.

Our achievements and key facts

We are a flexible organisation with a strong track record of delivery

17,000 SMEs have benefited from our cross-border information and advice

2,000 SMEs have taken part in our all-island programmes

GENERATING

£560m/€650m
worth of trade and business development value

8:1 is our return on investment

Over **{50,000}** people are in employment through cross-border trade

c€3bn

is the value of cross-border trade on the island

InterTradelreland at work



Company-to-Company R&D (Innova) Hunter Apparel Solutions & Itronik

Simon Hunter from Londonderry based Hunter Apparel Solutions Ltd and James Bonner from Itronik in Letterkenny participated on InterTradelreland's Innova programme and recently won a five year contract with the Northern Ireland Health and Social Care Services worth £2.5 million to provide uniforms for health and social care workers.



Time for Business Roadshows 2009

Brendan Butler, InterTradelreland, Emma Dillon-Leetch, Radison Blu Hotel and Pdraig O'Ceidigh, Aer Arann pictured at the InterTradelreland 'Time for Business' Roadshow in Galway in June 2009. Six events took place in Cork, Letterkenny, Enniskillen, Waterford, Ballymena and Galway where InterTradelreland engaged with over 900 companies to promote the range of business supports available to them.



Collaborative R&D (Innova) Alltech/Dunbia

John Thornton, Alltech, Jonathan Birnie, Dunbia, pictured with Liam Nellis, InterTradelreland. Alltech and Dunbia received funding from InterTradelreland's Innova programme to develop an organic supplement which can be added to animal feed and which is effectively delivered to the consumer through enhanced red meat.



Women in Technology and Science – Wiser Workforce Initiative

The Wiser Workforce initiative took place between 2007 and December 2009 and was supported by InterTradelreland. The educational and mentoring pilot programme identified, re-trained and supported scientific and technically qualified women to return to the workforce following career breaks. Pictured are Ena Prosser, WITS Chairperson, Ann Fitzpatrick, Programme Manager, Adrienne Bulger, Programme applicant and Bernadette McGahon, InterTradelreland Science and Technology Manager.



All-island Seedcorn Business Competition 2010 launch

Alastair Kerr from SOPHIA Search and Sean Gallagher, InterTradelreland, at the launch of InterTradelreland's All-Island Seedcorn Business Competition 2010. SOPHIA Search which is based in Belfast and St Petersburg, Russia won the award for Best High Growth Company at last year's finals. The company has recently secured £800,000 in funding from angel investors that will allow it to expand into the US.



Venture Capital Conference

A panel of venture capital experts pictured at InterTradelreland's ninth annual Venture Capital Conference which took place in Belfast in May 2010. The event brought together investors with access to over £275 million worth of funds together with entrepreneurs seeking finance.



Halo Business Angel Network Launch

Sean Gallagher, InterTradelreland, Diane Roberts, HBAN and Deirdre Somers, Irish Stock Exchange pictured at the launch of Halo Business Angel Network (HBAN) in September 2009. HBAN, the national network for angel investing in Ireland, supported investment of more than €4 million in 2009 for early stage companies through its regional networks and investment syndicates. HBAN is jointly supported by InterTradelreland and Enterprise Ireland.



Innovation Connections Programme Launch

Enterprise Minister Arlene Foster pictured with Aidan Gough from InterTradelreland at the launch of InterTradelreland's Innovation Connections Programme in 2010. This pilot initiative which focused on the Civil Security sector, provided SMEs with a highly-structured innovation methodology that helps them to innovate and access markets in a new way through a process of user-centred innovation.

InterTradelreland at work



Infrastructure Report

Taoiseach Brian Cowen pictured at the launch of the research report 'Infrastructure for an Island Population of 8 million.' The study was commissioned by InterTradelreland and carried out by the Irish Academy of Engineering and Engineers Ireland. The study estimates that the population of the island will reach 8 million in the 2030s, and makes recommendations on the long term infrastructure requirements to cater for this increased population to support a world class competitive economy.



Economic Forum

InterTradelreland Chairman Dr David Dobbin CBE, pictured with US economist, Professor Barry Eichengreen, and Maeve Donovan, former Managing Director of Irish Times. Professor Eichengreen was part of a panel of leading international economic experts who addressed delegates at the second InterTradelreland All-Island Economic Forum, which was held in April 2010 in Belfast. The Forum provided a high-level audience - including economists, economic commentators and senior policy-makers from across the island of Ireland - with an opportunity to examine the global forces that will shape economic recovery.



Cross-border sales support (Acumen) McElwaine SMART Technologies

John McElwaine, Managing Director of McElwaine SMART Technologies pictured demonstrating the Telecare Alarm system to satisfied customer Rugby Agnew. The Fermanagh based company provides monitoring systems for domiciliary healthcare and security, which allow people with debilitating conditions, particularly the elderly, to continue to live at home with the reassurance of 24-hour a day support. With the help of consultancy support available through InterTradelreland's Acumen programme, the company was able to develop their business in the South of Ireland and saw increased profits in the region of £40k from Southern sales alone.



Technology transfer programme (FUSION) inphoActive

Pictured are Fergus Wallace, inphoActive Managing Director, Lynsey Hughes InterTradelreland FUSION graduate and Margaret Hearty, InterTradelreland Director of Business Services and Programmes. Through the FUSION programme, Belfast based inphoActive was partnered together with University College Dublin (UCD) and business graduate Lynsey Hughes to develop an innovative new product for the healthcare sector. Now, following the conclusion of the research & development project, Lynsey secured a full-time position with inphoActive, the digital solutions company based in the Northern Ireland Science Park, Belfast.



All-island Innovation Programme

Professor Russo, a leading international expert on Innovation and Entrepreneurship, pictured at UCD Dublin in March 2010, as part of InterTradelreland's All-Island Innovation Programme. The programme which is delivered in partnership with Queen's University Belfast, NovaUCD and the Centre for Innovation and Structural Change at NUI Galway, aims to promote and encourage innovation across the island.



Freight Study

Liam Nellis, Ray Doherty and Dr David Dobbin CBE pictured at the launch of InterTradelreland's Freight Transport Report for the Island of Ireland which was carried out in conjunction with the IBEC/CBI Joint Business Council. The report makes 21 recommendations which would benefit trade and business on both sides of the border.

About us

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InterTradeIreland will endeavour to facilitate requests for alternative formats of this publication including Irish Language, Ulster Scots, Braille, disk and audio cassette.

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