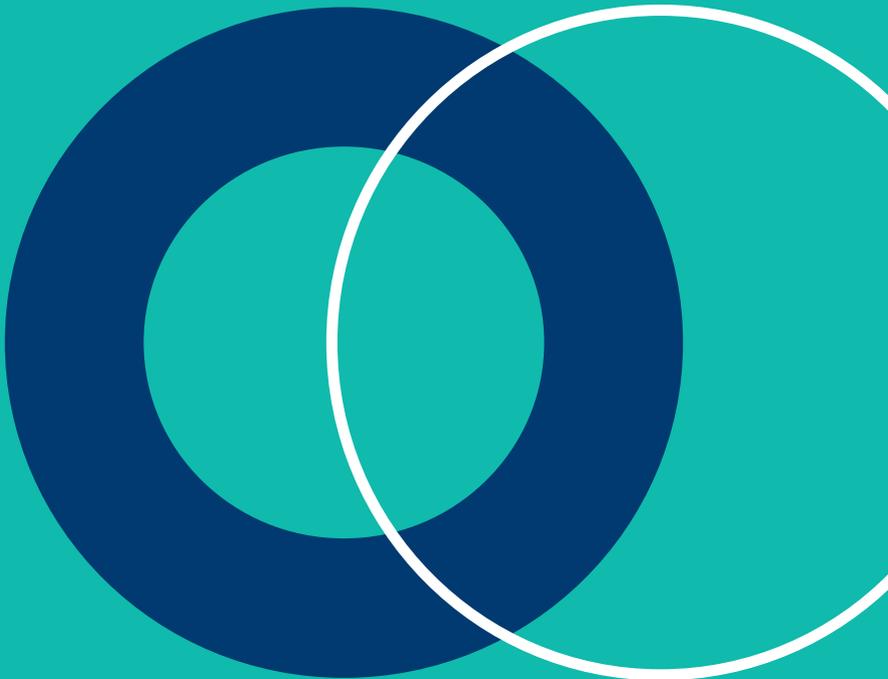


TAKE YOUR RESEARCH OUT OF THE LAB
AND INTO THE MARKETPLACE WITH THE
**COMMERCIALISATION
FUND PROGRAMME**



Enterprise Ireland works with Irish innovators every day and fully understands the challenges of commercialising new ideas.

Our Commercialisation Specialists will work in collaboration with the Technology Transfer Office and relevant research teams to validate potential opportunities, craft robust applications, put the right project plan in place and provide relevant networking supports through industry engagement.

Visit www.enterprise-ireland.com/commercialisationfund or talk to your Technology Transfer Office for more information.

Are you a researcher with a breakthrough idea who's unsure of how to bring it to life?

Enterprise Ireland's **Commercialisation Fund Programme** can help.

Over the last decade, Enterprise Ireland has been working with third-level researchers to support the translation of commercially relevant technology for real world impact.

The Commercialisation Fund is designed to aid researchers on their journey as they seek to bring commercially relevant technology out of the lab and into the marketplace.

Comprising resources and financial support, the fund provides a mechanism through which researchers can transform their ideas into commercially relevant businesses.

Commercialisation Feasibility Fund

- Assess the commercial viability of your research

This fund provides researchers with the opportunity to validate the commercial opportunity for their technology whilst supporting the applicant's engagement with industry.

Commercialisation Fund

- Take your technology to the next level

This fund provides researchers with the resources required to develop and refine their technology for market. Guided by a dedicated Commercialisation Specialist, researchers have access to invaluable networks of industry experts & commercial training supports to support them on their company journey.



Supports/Benefits of the Programme:



COMMERCIALISATION SPECIALIST

With the support of a dedicated Commercialisation Specialist at each stage of the journey, teams can realise the commercial potential of their ideas and develop a commercially-focused project plan.



COMMERCIAL ENGAGEMENT

Through Enterprise Ireland's **Business Partner Programme**, participants have the opportunity to engage with industry professionals who have the commercial expertise necessary to lead and grow new companies

Support is also available via Enterprise Ireland's **Mentor Network** which facilitates access to industry networks with the start-up experience and business skills to provide researchers with tailored advice on company establishment.



MARKET ASSESSMENT AND VALIDATION

Through facilitated industry engagement, researchers can refine their value proposition in line with market insights and identify and validate their potential customer base.



TEAM FORMATION

The Commercialisation Fund supports the placement of the required personnel, both technical and commercial necessary for successful project delivery. Through Enterprise Ireland's Business Partners programme, researchers can access the right blend of skillsets and knowledge necessary to form the basis of a strong co-founding team.



PERSONAL DEVELOPMENT

At an individual level, programme participants have the opportunity to diversify their skillsets, expand capability and widen their pool of opportunity beyond the university and into industry.



AudioSourceRE

A request from the Beach Boys alerted Dr. Derry Fitzgerald to the commercial potential of his research on audio separation technology. To explore its usefulness, Fitzgerald applied for Enterprise Ireland's Commercialisation Feasibility Study to conduct market research, and a Commercialisation Fund project in CIT to develop his first product.

Fitzgerald was introduced to John O'Connell through Enterprise Ireland's Business Partners Programme. Now CEO of AudioSourceRE, O'Connell helped to develop a strong roadmap and accelerate the development of a commercially feasible product. Just three months after setting up the company in 2018, AudioSourceRE launched two products, DeMIX Pro and Essentials, at a major music fair in New York.



Cala Medical

Dr. Jakki Cooney realised that an enzyme she was researching with colleague Todd Kagawa could be turned into a ground-breaking therapy for sepsis. Driven by the importance of the project but aware of her lack of business experience, Cooney applied for Enterprise Ireland's Commercialisation Fund.

Financial support from the Commercialisation Fund enabled Kagawa and former colleague Dr. Brian Noonan, who had spent 16 years as Director of Research at AstraZeneca, to join Cooney and develop a proof of concept. Cala Medical spun out in 2017, strengthening its team with the addition of business and clinical experts. Its goal now is to progress to clinical trials to achieve CE marking and get to market within four years.

Learn more about the Commercialisation Fund at
www.enterprise-ireland.com/commercialisationfund

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