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A Market-Informed Research & Innovation Ecosystem for Food

Teagasc Gateways 24 November 2015

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Research & Innovation Division, EI

Enterprise Ireland - Mission

We work with ambitious Irish-owned companies to help them start and grow through international sales

- **Our vision**: for Irish companies to be a powerhouse of job creation and economic growth in Ireland.
- **Our strategy**: to drive export growth in order to maximise job creation in Ireland.
- **Our focus:** Irish companies with the greatest ambition and capability to achieve scale in global markets.

How We Operate

Develop Strategic business plans

Innovate through access to market-led research & innovation

Fund international growth strategies

Build leadership and management capability

Access to international decision makers, global buyers, customers, investors and research expertise

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Enterprise Ireland Food Portfolio

600+

food & beverage companies

Exports €10.2bn

Jobs >40,000 directly

Strategic support:

Food Wise 2025

Food Sector – Strategy

“Smart, Green, Growth”

New Strategic Context

- Exports by 85% to €19 billion
- Value added in the agri-food, fisheries and wood products sector by 70% to €13 billion
- Primary Production by 65% to €10 billion
- +23,000 direct jobs

‘Local Roots, Global Reach’

Step Change in RDI Required

BERD 0.65%

Good 2X

Best 4X

Ecosystem

teagasc
Agriculture and Food Development Authority

Department of Agriculture, Food and the Marine
An Roinn Talmhaíochta, Bia agus Mara

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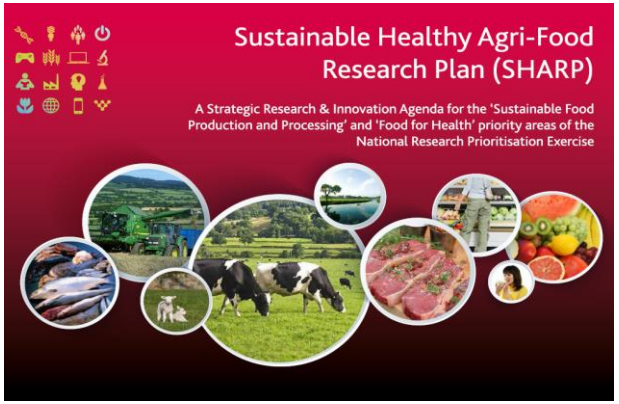
HRB
Health Research Board

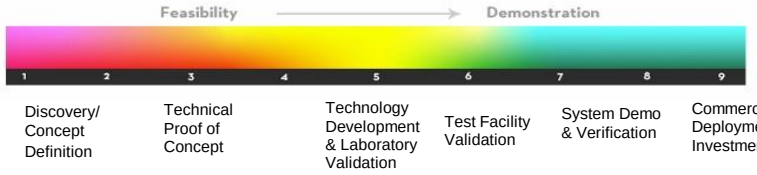
sfi
Science Foundation Ireland

2006-2013
To 2020

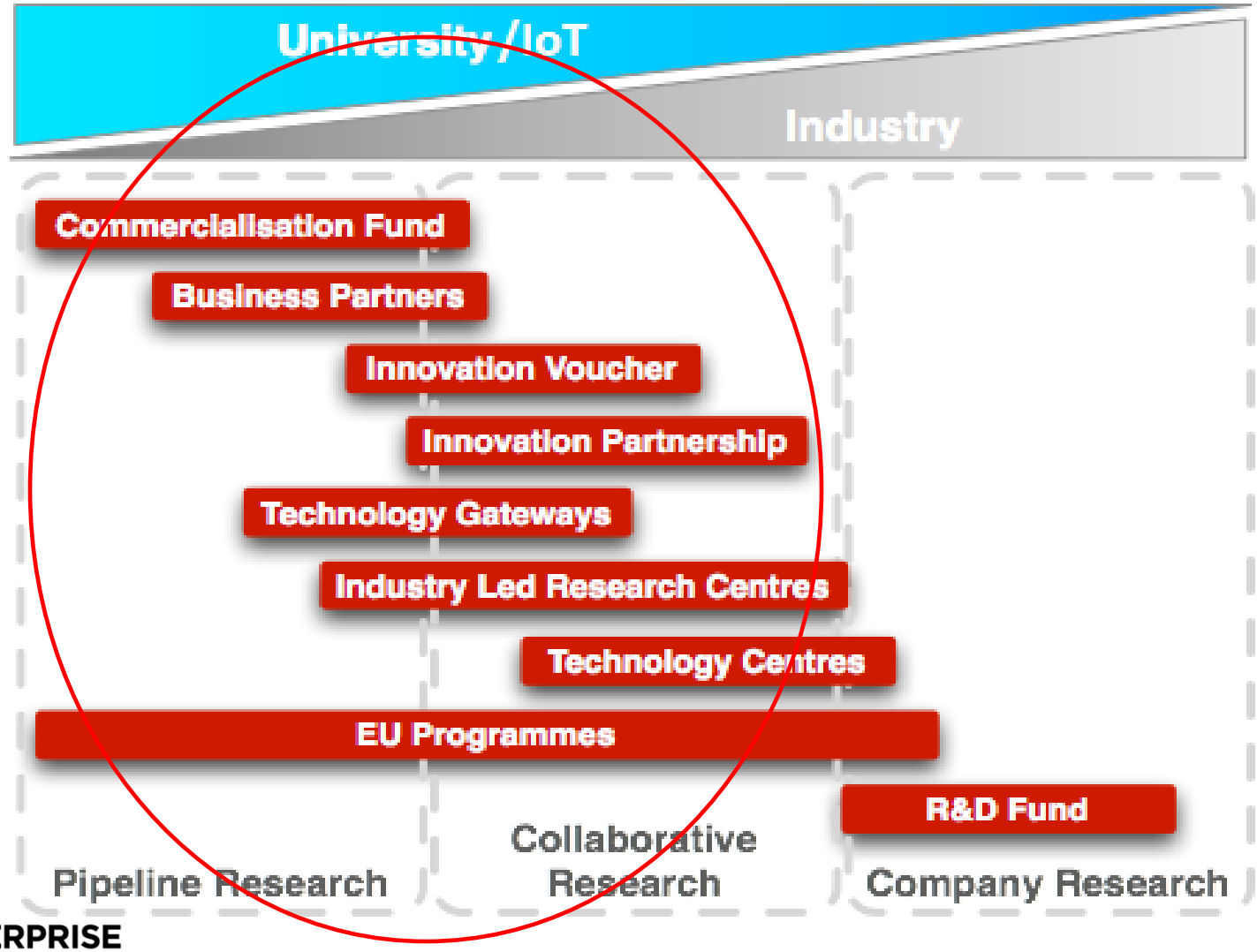
KTI
Knowledge Transfer Ireland
Where Research & Business Connect



Market Readiness Levels (MRL)
Technology Maturity & Distance to Market

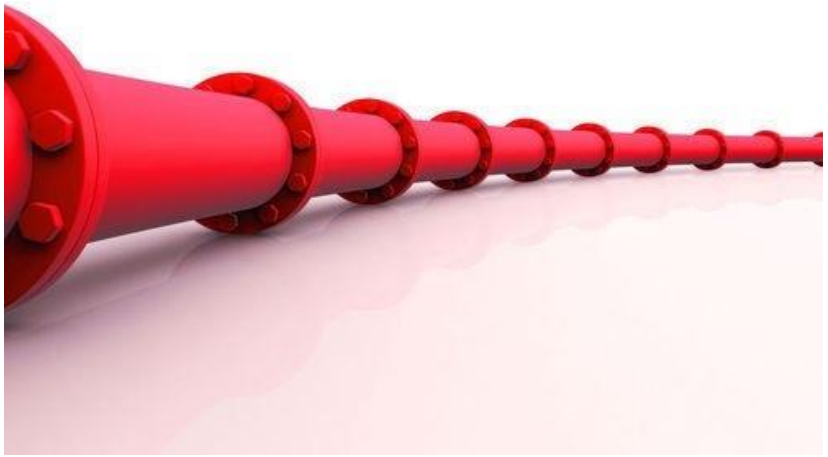


EI Research & Innovation Supports



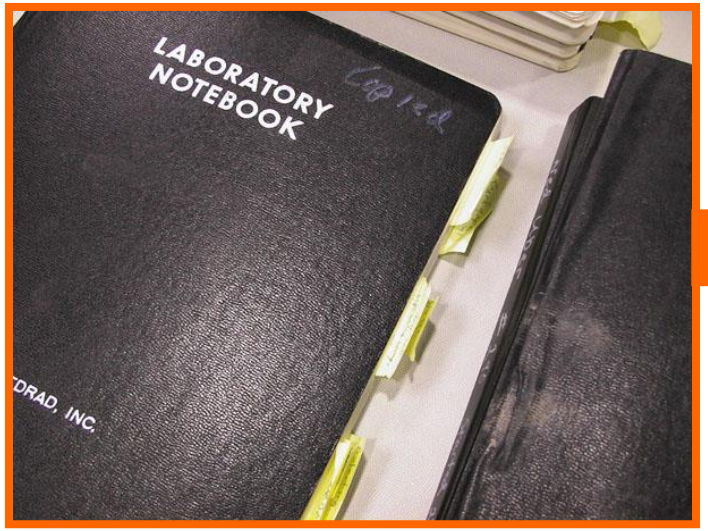
EI Research Strategy – Market Led

Commercialisation



Collaboration

Commercialisation



Ideas, IP, Intent, Market Insights, Business Partners, €€€

Food & Healthcare

MAYO CLINIC

- 5 year partnership
- $16M fund
- 20 new Medical Technologies
- Clinical insights
- Commercialisation in Ireland
- US and Irish Investors

FOOD WORKS
CREATING GLOBAL FOOD ENTREPRENEURS

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eagasc
Agriculture and Food Development Authority

Bord Bia
Irish Food Board

High Potential Start Ups

Collaboration

Technology Centres

Innovation Partnerships

Innovation Vouchers

Impact Measures

Innovation Vouchers

Focus on "opening door"

Encourage engagement – lead to longer term

Low risk (€5K voucher)

Problem solving

Impact: €1 X €7 ROI (2500/5yr; 100% SMEs)

82% want to work with HEI again

Innovation Partnership

Focus on "strategic collaboration" &/or building engagement

Company defined problem – solved by expertise & experience they don't have

Medium risk (~€250K)

Impact: €1 X €7 ROI (60-70/yr; 50% SMEs)

80% of PIs members of research team transferred to industry

SME Engagement

Technology Gateways

Focus on Business Development Resource at HEI

Open access points & proactive engagement

Find problems that HEI can solve

Regional dimension

Impact: €1 X €6 (800/5yr; 85% SMEs)

Technology Centres

Focus on strategic collaborative Centres of research for sectors/cluster

Designed and led by industry

Sector strategic needs – risk/resources beyond scope of industry on their own

Using talent of HEI ecosystem

Higher risk (300+ cos/40% SMEs)

MNC & SME interaction

Technology Centres

- Industry-Academic Collaborative entities
- Research agenda is defined by industry and seeks to address challenging sector or technology specific issues
- Resourced by highly qualified researchers to develop research solutions for the benefit of industry

€145M+

Committed to the Technology Centre Programme to date

Dairy Sector - Lead

Exports

€ 3B

Employment

24,000+

Opportunity

50%

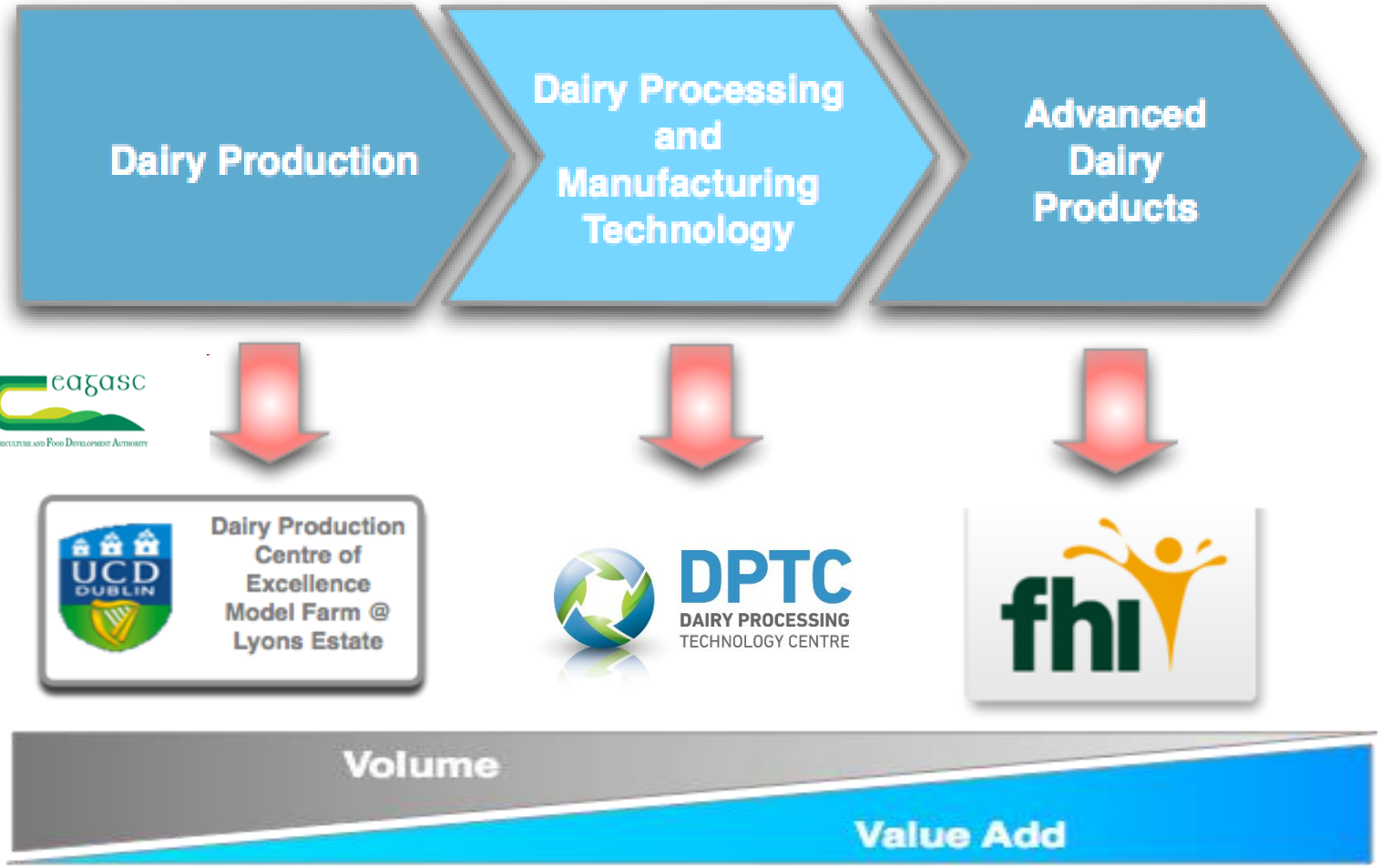
increase in milk volumes post quota

Challenges

- Capacity
- Value creation
- Efficiency
- Sustainability
- Innovation

2012 Figures

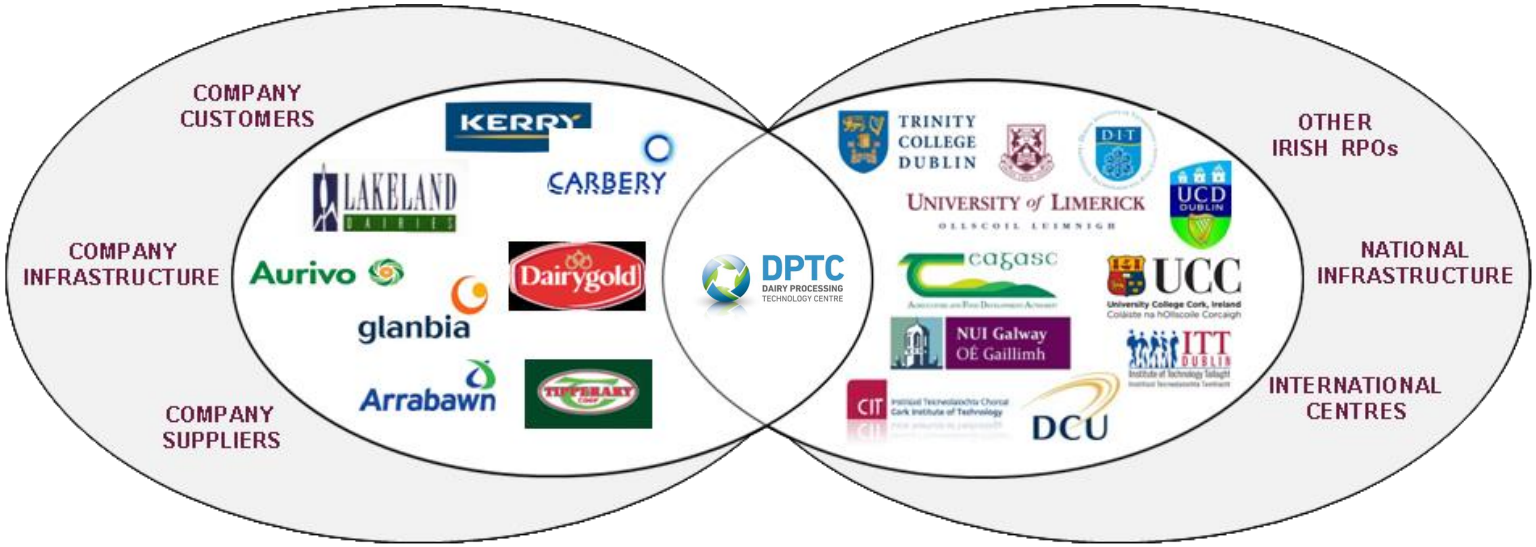
Collaborative Research Supports for the Dairy Industry



Market Insights ⟷ Research Talent

- Collaborative (8 dairy processors/10 RPO's)
- Shared Infrastructure
- Connected Ecosystem
- New & Traditional skill set

- **Industry DDN**
- Integrated research programme – 5 pillars
- Research Horizons (short – long term)



DPTC
DAIRY PROCESSING
TECHNOLOGY CENTRE

€25M Public Private Pship

Cost Competitiveness in Dairy Processing	Next Generation Dairy Processing Science and Technology	Innovating for Value through Dairy Processing	Product Quality and Safety by Design	Sustainability

glanbia

KERRY INGREDIENTS

CARBERY

Aurivo

Dairygold

LAKELAND DAIRIES

TIPPERARY COOP

Arrabawn

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Summary

- Ireland has well developed, cohesive & connected innovation ecosystem for food
- Ireland has prioritised investment in Food research
- EI - market informed RDI strategy
- Commercialisation & Collaboration
- Industry-focussed centres of scale
- Sustained competitive advantage through innovation and collaboration

Thank you...

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