ENTERPRISE IRELAND
where innovation means business

TECHNOLOGY GATEWAYS
delivering solutions for industry
an **Enterprise Ireland** network

# Applied IoT

an **Enterprise Ireland**
Technology Gateway cluster

## A Guide for Companies

**The A-IoT Cluster is a consortium of five of Enterprise Ireland's Technology Gateways, providing a single point of contact for companies looking to access technical capabilities for Internet of Things (IoT) research and development.**

Via the cluster, industry can connect with 300 research professionals in software, hardware, communications/ networks, data analytics, control, UI/UX and trialling. The A-IoT Cluster is open to all companies, of any size, nationally and internationally.

Applied IoT

an Enterprise Ireland
Technology Gateway cluster

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The A-IoT Cluster can help companies use Enterprise Ireland funding mechanisms in the form of Innovation Vouchers, Innovation Feasibility Studies, and Innovation Partnerships. Companies can also engage through direct consultancy with the Gateways.

The business development manager is based in the A-IoT Cluster office in Dublin city centre. His role is to meet with interested companies to discuss their needs and assign one or more of the five gateways which have the relevant expertise and capabilities to deliver the required results.

## Key benefits of working with the cluster

1. Get assistance to investigate the integration of applied IoT solutions into your business, with delivery of near-to-market solutions.

2. Extend your company's R&D capability, with nearly 300 industry-focused researchers and engineers across the A-IoT Cluster.

3. Deliver project feasibility – from short term up to longer product or service research and development projects (two years).

4. Access test bed validation of applied IoT solutions across a range of platforms – smart manufacturing, environment, health and cities.

5. Help with the various funding mechanisms available, including Innovation Vouchers, Feasibility Studies and Innovation Partnerships.

COMAND
Connected Media

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The **COMAND** Gateway based in AIT is delivering solutions for the software industry across multiple media platforms.

## The COMAND Technology offering is:

- Cloud Media Platform: Leverage media processing in the cloud and end user
- Augmented User Interaction
- End to End Applications
- Intelligent Infrastructure
- Interoperability of the Internet of things

The COMAND Technology Gateway concentrates on the research and development of prospective interactive media technologies focused on  Augmented User Interaction, End to End Applications, Intellignet Infrastructure and the interoperability for the Internet of Things.

COMAND works closely with industrial collaborators in all sectors of connected media applications delivery and provides to companies from startups and SMEs to multinationals.

Through its experienced engineers, COMAND provides extensive research outputs, troubleshooting, new architecture design, coding & implementation, evaluation studies, product design & testing.

COMAND provides fast turnaround and the latest technology in IT engineering standards through its highly qualified engineering teams who work with multiple project challenges each year.

**Project:** Cloud based smart image recognition processing solution

Check out our case studies at **www.technologygateway.ie**

"The manual processes we used have now been replaced by an automated system which is faster cheaper and transparently scalable.  This system provides the company with a distinct advantage over our competitors in the marketplace. We see this development as a stand-alone commercial opportunity to market it to Brand owners and the greater retail market worldwide."

**David McDonnell, Managing Direct Visual ID**

**IMaR Gateway Manager**
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IMaR
Technology Gateway
INTELLIGENT MECHATRONICS AND RFID

The **IMaR** Gateway based in MTU - Kerry is applying its core expertise in the areas of hardware (mechatronics, robotics, control systems), software (data management and intelligent systems), IoT (RFID, Sensors) and data analytics to deliver increased productivity in the manufacturing, agriculture and process sectors to industry partners.

## The IMaR Technology Offering is:

- Intelligent mechatronics, process automation and robotics for agricultural technology and advanced manufacturing
- Industrial Internet of Things, RFID and Data analytics for Industry 4.0

The IMaR Gateway is an applied research provider delivering technology solutions for industry. Under direction from an industrial steering committee, IMaR provides expertise in hardware, software, IoT and data analytics innovation for increased productivity in the manufacturing, agriculture and process sectors.

IMaR offers a range of services to industry such as project development and specification, prototype/proof of concept development, consultancy and industry collaborations, as well as assistance in sourcing funding for research and development projects.

IMaR has a proven track record of delivering technology solutions to industry since the Gateway was established in November 2013. A team of 25 researchers are actively involved in projects ranging in value from €5,000 – €2,000,000, while partnering with industry of all sizes from startups to SMEs to multinationals.

## **Project:** Hazardous waste 'track and trace' using Internet of Things technology

Check out our case studies at
**www.technologygateway.ie**

"When Astellas contacted IMaR with the issue of tracking hazardous onsite waste, we found their approach to be very analytical and we are very satisfied with the high professional standard and valuable support provided during the project."

**Eamonn Foley – Astellas**

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The **Nimbus** Gateway based in the Nimbus Centre at MTU, has a team of 40+ hardware and software researchers working with companies who require technical expertise in Smart Technologies, Internet of Things and Cyber Physical Systems. Nimbus supports all levels of innovation from idea filtering to prototype development and commercialisation.

## The NIMBUS Technology Offering is:

- Industry 4.0
- Energy
- Water, Maritime and Environmental
- Smart Cities
- Applications in EdTech, AgriTech, Security and eHealth

The Nimbus Gateway's main domains are energy, water, smart buildings & cities, eHealth, eLearning and location based services. Nimbus assists companies to develop smart technology solutions for the world we live through the Internet of Things, with a focus on devices/things networks software, data analytics, and applications and services. These technologies are applied to the energy, water and location based services and applications sectors.

Nimbus assists clients of all sizes, from startups and SMEs to multinationals, to develop product prototypes. The Nimbus Gateway acts as a resource to bring business ideas to life, acting as an extension of the company's research and development capability. As a result of the assistance received from Nimbus, many of start-up companies in particular have consequently received an increased level of funding, which can support research projects on a larger scale.

## **Project:** Upgrading a liquid mineral injection system

Check out our case studies at
**www.technologygateway.ie**

"The NIMBUS Gateway has done a great job to upgrade our existing controller and the look and feel of our nutrient control centre. This has allowed us to work with companies like Ergonomic Solutions to realise a new product offereing that was launched at the National Ploughing Championships 2017. We anticipate this to be the foundation platform for a more interactive experience for our customers in the future"

**Padraig Hennessy - MD, Terra Liquid Minerals**

**TSSG Gateway Manager**
Miguel Ponce De Leon

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TSSG
TECHNOLOGY GATEWAY

The **TSSG** Gateway based in WIT collaborates with companies involved in delivering mobile services primarily for smart phones and tablets.

## The TSSG Technology offering is:

- Distributed & cloud-based mobile services
- Next generation IP based voice and video
- Virtual and Augmented reality services
- Location, context, smart space and social service enablers
- Data science and mining

TSSG is an advanced software R&D Centre with particular expertise in all aspects of mobile networks and communications platforms and services, hosted at WIT. We have completed over 120 projects over the past five years with companies based in Ireland, including work for multinationals such as IBM and Cisco and EI clients regionally and nationally.

TSSG can help you develop new advanced mobile platforms, mobile services and mobile service enablers. Our team will assist you and your organisation to analyse needs, to design, develop and launch a mobile strategy, from concept to production, using HTML5 and native applications on mobile and tablet devices that will deliver clear advantages over your competitors, what we term 'innovation in a box'.

Collaborating with TSSG will allow your company to build beyond simple mobile applications to create multi-tiered systems allowing you to provide a variety of new services or products to your clients.

## **Project:** Database for sources of GDPR and regulatory information

Check out our case studies at
**www.technologygateway.ie**

"We engaged with TSSG to deliver a critical piece of industry research that facilitates Odyssey's market positioning into the future. We found the team to be excellent in understanding the business problem statement and in then delivering the desired end result. I would not hesitate in recommending the TSSG team"

**Oisin Curran - CEO, OVC**

WiSAR Lab

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The **WiSAR** Gateway based in LyIT provides solutions to Irish industry for The Internet of Things (IoT) using expertise in wireless, embedded systems and related software.

The WiSAR Technology offering is:

- Wearable Tech: Healthcare, Sport & Tourism
- Remote monitoring: Industrial control, Transport, Environmental, Marine
- Power electronics: Renewable Energy and Electric Vehicles
- Communications: WLAN, Zigbee, Bluetooth, UWB, RF and Microwave

The WiSAR Gateway uses expertise in wireless, embedded systems and power electronics to provide solutions for the Internet of Things (IoT). The primary goal of this Gateway is to achieve ultra-low power consumption in Wireless Sensor Networks (WSN). Expertise is provided to Irish industry across many sectors, including sports and tourism, marine, and renewable energies, relating to wearable technology, remote monitoring, power electronics and communications.

The facilities at WiSAR allow for a very high standard of research and development to be carried out on collaborative projects with industry. WiSAR's collaborative services provide companies with a flexible and expert R&D resource, allowing them to examine the potential for wireless technology within their businesses without demanding a large initial investment from their own resources.

WiSAR's competencies allow clients to develop and build prototypes, undergo feasibility studies and perform proof of concept exercises. All the outputs of the research carried out in this gateway is deployed in live test beds.

## Project: Smart wheelchair for pressure sores prevention

Check out our case studies at
**www.technologygateway.ie**

"It's been a very good experience. These devices can be tested in occupational therapy departments. Our aim was to develop wireless alert systems with WiSAR, which will be much more affordable than what's out there at the minute. Embarking on this new venture is exciting and we're pleased to be funded by Enterprise Ireland - its a strong vote of confidence"

**Luke Conway, Managing Director, LC Seating**

# Enterprise Ireland Supports

## Innovation voucher

The Innovation Voucher initiative was developed to build links between Ireland's public knowledge providers (i.e. higher education institutes, public research bodies) and small businesses. Innovation Vouchers worth €5,000 are available to assist a company or companies to explore a business opportunity or problem with a registered knowledge provider.

**Am I eligible?**
The Innovation Vouchers initiative is open to all small and medium-sized limited companies registered in Ireland. Applications are not restricted to clients of Enterprise Ireland.

**How does it work?**
If you own or manage a small limited company and you want to explore a business problem or opportunity you can apply for an Innovation Voucher worth €5,000. The voucher can be exchanged for advice and expertise from knowledge providers. To be successful in your application, your project must require an innovative solution, provide additional value for your company and have on-going benefits.

You can see the full list of participating knowledge providers on the Enterprise Ireland website.

For more infomation on the Innovation Voucher programme please visit
**www.innovationvoucher.ie**

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## Enterprise Ireland Innovation Partnership Programme - Project Feasibility Study

The Project Feasibility Study is not intended to be a standalone, discrete piece of research. It is intended to provide a 'stepping stone' to enable researchers and Third Level Institutions to become involved in full Innovation Partnership projects with industrial partners.

**Am I eligible?**
All manufacturing, processing and internationally traded service companies, with an operating base in the Irish Republic, collaborating with Irish third-level institutions are eligible to participate. Multi-partner consortiums are welcome to submit proposals.

**How does it work?**
The scope of the Programme includes all science and engineering disciplines including environmental sciences, energy efficient technologies, construction technologies as well as internationally traded service industries. The focus should be on new product, process and /or services development. The duration of a Project Feasibility Study project will be not more than six calendar months from agreed start date. An open call programme will operate with monthly approvals. The maximum grant awarded is €9,000.

# Enterprise Ireland Supports

## Innovation partnership programme

The Innovation Partnership Programme encourages Irish-based companies to work with Irish research institutes resulting in mutually beneficial co-operation and interaction. Companies can access expertise and resources to develop new and improved products, processes, services, and generate new knowledge and know-how.

The participating company benefits in terms of its growth, the evolution of its strategic research and development and the creation of new knowledge that it can use to generate commercial advantage. The research institute benefits in terms of developing skill sets, intellectual property and publications.

**Company Contribution**
All Innovation Partnership projects require the company partner to provide minimum cash contribution of 20% of the total project cost. In all cases, the company partner must have the resources to contribute its share of the funding for the research and to fund the commercialisation of the research, when completed.

**Eligibility**
A manufacturing or internationally traded services company with an operating base in the Republic of Ireland that wishes to collaborate with one or more research institutes, also based in the Republic of Ireland, is eligible to participate. The company must be a registered client of one of the following state development agencies: Enterprise Ireland, IDA Ireland, Údarás na Gaeltachta, a Local Enterprise Office.

**Funding - Enterprise Ireland Innovation Partnership**
Programme provides grants of up to 80% towards eligible costs of the research project. Funding from Enterprise Ireland will normally not exceed €200,000.

**For more infomation please visit www.enterprise-ireland.com**

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## Agile innovation fund

This fund supports clients to quickly develop innovations and respond to opportunities and threats in new and existing markets. It is a great fit for companies that need to rapidly develop solutions or are planning a first R&D project. Eligible companies submit a short online application form to get quicker approval for projects with a maximum expenditure of €300,000.

**For more infomation please visit www.enterprise-ireland.com**

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