

# Small Business Innovation Research (SBIR) Ireland

## All Ireland Smart Cities Forum

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## What is Small Business Innovation Research?

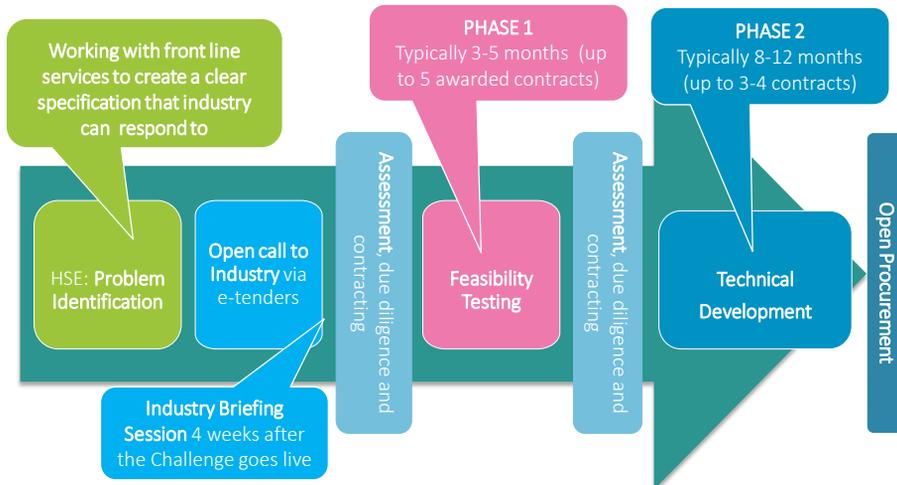
- A global innovative **pre-commercial procurement initiative**
- **Drives innovation** across Public sector via robust engagement with technology rich companies
- Helps the Public Sector address challenges
  - Using Innovation to achieve step function improvement
  - Sourcing external solutions to address '**unmet needs**'
- Accelerates technology commercialisation
- Supports the development of innovative companies in a two phased process
- Companies are awarded a Development Contract

## Through SBIR, SMEs can:

- Compete for each demand driven project in a transparent manner
- **Demonstrate a route to market for their solution** (SBIR is particularly suited to small and medium-sized business, as contracts are of relatively low value and operate in short timescales).
- **Focus on specific identified needs**, increasing the chance of exploitation as developments are 100% funded – it is not a government grant.
- **Retain the intellectual property generated** from the project (with certain rights of use retained by the contracting department)
- Use the reference site to provide credibility for fund raising

## SBIR Journey

*SBIR operates under a robust process of needs identification*



# SBIR Ireland Challenges



WWW.ENTERPRISE-IRELAND.COM

## SBIR Ireland 2018 – Challenges Approved

Public Sector Body	Challenge	Launch Date
Dept. Public Expenditure & Reform	Assisted Digital for eGovernment Services	20 <sup>th</sup> April 2018
Cork City Council	Enhancing Cleanliness of Cork City through Graffiti Removal	3 <sup>rd</sup> April 2018
Office of Public Works	Develop Intelligent Virtual Historic Dublin	18 <sup>th</sup> May 2018
Smart Dublin – Dun Laoghaire Rathdown & Waterford Council	Bathing Water Quality Identification and Communication	26 <sup>th</sup> April 2018
Smart Dublin – Dun Laoghaire Rathdown Council	Facilitating Connections over Internet of Things	26 <sup>th</sup> April 2018
Health Service Executive	To be confirmed	Q4 2018
Clare County Council	Community Driven Solution to Improve Rural Transport	26 <sup>th</sup> March 2018
Smart Dublin & Fingal County Council	Smart Solutions to Engage Unheard Voices in Communities	26 <sup>th</sup> April 2018
Smart Dublin – Dublin City Council & Belfast County Council	Sustainable Deliveries: Redesigning the Delivery of Goods in Cities	26 <sup>th</sup> April 2018
Smart Dublin – Dublin City Council	Sustainable Transport: Improving Mobility in the City	26 <sup>th</sup> April 2018
Limerick Council	Liveability Improvement and Regeneration in Georgian Quarter	14 <sup>th</sup> September 2018



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## SBIR Cycle Challenge

Four companies were each awarded €12,500 in Phase 1 and in March 2017. They they were awarded a further €25,000 in Phase 2 to develop their innovations further, in conjunction with Smart Dublin and pilot their solutions



Fluidedge

SEE.SENSE



"The SBIR funding opened a lot of doors, internationally" Fluidedge Ltd

"We wouldn't exist without SBIR" Bikelook Ltd

## SBIR Cycle Challenge Results

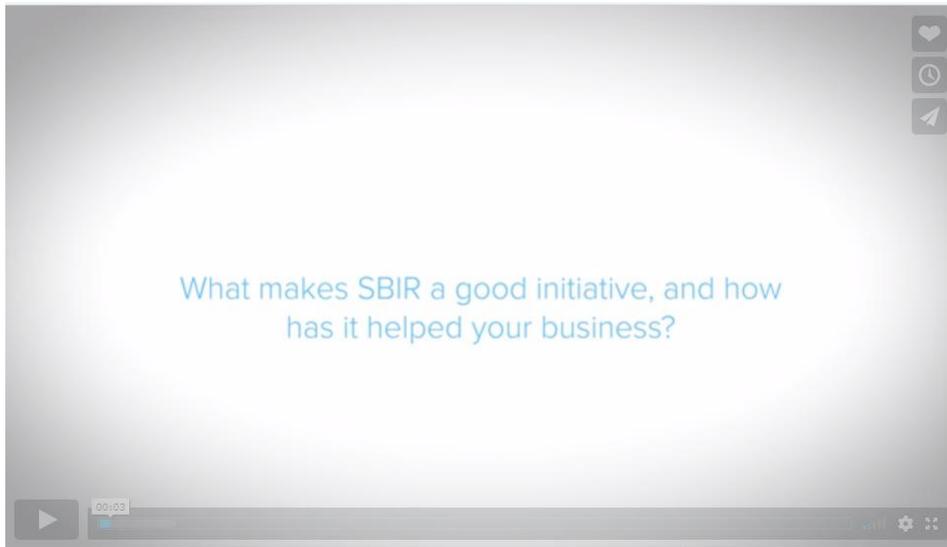
Total number of jobs created =2

Total number of jobs retained =5

% respondents who have reported raising additional funding due to SBIR funding =75%

% respondents who would recommend SBIR funding to partner companies =100%

Additional funding raised as a direct result of SBIR funding: **over €143K**



[Why SBIR works for SMEs](#)

## Upcoming SBIR Challenges

- SBIR Ireland team partnering with Health Service Executive (HSE) to launch a Health and Wellness Challenge
- Limerick City Challenge – improve liveability in Georgian quarter (reduce fire hazards)
  - A briefing event will be held on 3<sup>rd</sup> October in Limerick

# Questions?



## Contact Us

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