

GALWAY STARTUP GUIDE

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2016

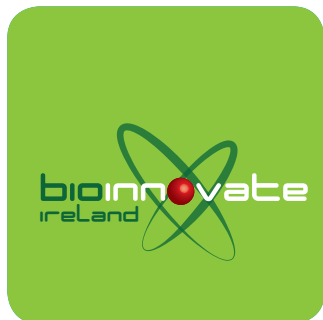
@BioInnovate_Ire

BioInnovate

BioInnovate Ireland's mission is to enable medical device innovators and innovations, and it accomplishes this through a successful fellowship programme (modeled on Stanford's Biodesign) and industry training. The programme is led by NUI Galway in collaboration with other Irish universities. Multidisciplinary entrepreneurial teams are embedded in a clinical setting, and implement solutions towards a particular clinical need. Past Fellowship alumni include Galway company Embo Medical, who recently raised €3 million.

Who: Professor Mark Bruzzi (Programme Director), Dr Paul Anglim (Programme Manager)

Web: www.bioinnovate.ie



@LaunchPadNUIG

Blackstone LaunchPad

Blackstone LaunchPad is a global student entrepreneurship support system, which has expanded outside of the United States for the first time through a €2 million investment from the Blackstone Foundation and matching funding from Irish universities. The aim of Blackstone LaunchPad at NUI Galway is to introduce en-

trepreneurship as a viable career option, regardless of discipline, with an executive director and network of venture coaches available to assist students. Announced by An Taoiseach and Blackstone's Stephen Schwarzman in July 2015, NUI Galway was one of three Irish universities chosen for this international expansion (with TCD and UCC).



The Executive Director is Mary Carty who previously co-founded and ran the Stemettes Outbox Incubator in London.

Who: Mary Carty (Executive Director), Natalie Walsh (Programme Manager)

Web: www.nuigalway.ie/blackstonelaunchpad

@DoSpaceIrl

DoSpace Galway

An Irish startup itself, DoSpace Galway is a coworking space on 16 Mary Street, Galway which was set up by Graham Barker, a former Cisco Galway engineer who also founded his first company in Galway. DoSpace's first space was on a barge in Dublin's Silicon Docks, and is also expanding into London.

Who: Graham Barker (CEO)

Web: www.dospace.ie

featured hub



@GalwayCity

Galway City Innovation District

Attracting creators, innovators and entrepreneurs who wish to work in close proximity to others in a supportive and connected environment, as well as young tech companies with strong growth potential, and eventually larger companies and multinationals. The first step is the PorterShed coworking space.

Who: Dr John Breslin (NUI Galway), Dave Cunningham (StartX6), Conor O'Dowd (KPMG), Maurice O'Gorman (Galway Chamber)

Web: www.galwaycity.com

@EI_WestRegion

Enterprise Ireland West

Enterprise Ireland in Galway (plus Mayo and Roscommon) is represented by the West Region, which as well as supporting Irish enterprises and high-potential startups with skill acquisition, export know-how and funding, runs various local activities and events related to the Enterprise START workshop programme, the IdeaGen networking roadshow, entrepreneurship week, the Student Enterprise Awards, and much more.

Who: Barry Egan (West Region Director)

Web: www.bit.ly/ei_westregion

@EntreSoc

EntreSoc

The Entrepreneurship Society (EntreSoc) at NUI Galway was established in January 2014. Traditionally, entrepreneurs at NUI Galway were not catered for by any one student society (EngSoc, BizSoc, etc.) and the aim of this society was to be cross-disciplinary.



nary. EntreSoc is already one of NUI Galway's busiest and most popular societies, and received funding from EY in 2014 and 2015. Events so far include start-ups2students, Female Entrepreneurs, Triple E (Energy, Engineering, Entrepreneurship), Startup School (with a €1000 prize fund), and Stock School.

Who: Jean Noonan (Auditor)
Web: www.entresoc.com

@ExploreNUIGSU EXPLORE

EXPLORE allows NUI Galway staff and students to work in partnership together and bring collaborative, innovative ideas to fruition. The initiative provides funding for a selected set of innovative projects each year, and is run as a partnership between NUI Galway and the NUI Galway Students' Union. EXPLORE began in 2012, and over 80 projects have been funded so far (including the successful ReelLife Science and Cell Explorers). Projects include ebooks, study aids, educational videos, university apps, entrepreneurial meetups, and more.

Who: Amber Walsh-Olesen (Coordinator)
Web: www.su.nuigalway.ie/explore-home



@Founder_Friday Founder Friday

Founder Friday Galway is a monthly meetup for startup people (engineers, business people, designers, etc.) and is held on the last Friday of every month. The aim of the event is to allow like-minded people to meet, have some fun and relax at the end of the working week. The regular venue for the meetup is

O'Connell's Bar on Eyre Square and it begins at 6 PM.

Who: Tracy Keogh (Bank of Ireland), David Newell (EntreSoc), Jean Noonan (EntreSoc)
Web: www.meetup.com/Founder-Friday-Galway

@GalwayBeta GalwayBeta

Modelled on SFBeta, BoulderBeta and DublinBeta, GalwayBeta allows early stage startup companies to demo their apps to the local startup community (including other founders, developers, designers, growth hackers and investors). A precursor to GalwayBeta was DemoBar in 2011. The first GalwayBeta event was held during the Startup Gathering week in 2015, and more are planned on a quarterly basis. Betas are usually held in a relaxed environment with drinks and snacks, wifi and power.

Who: Dorothy Creaven (Element Wave), Mic FitzGerald (OnePageCRM), Paul Killoran (Ex Ordo), Roisin Masterson (Ex Ordo)
Web: www.galwaybeta.com

Galway Data Meetup

The Galway Data Meetup brings together people working on big data technologies in Galway. This regular series of talks focuses on topics like the Apache stack, NoSQL-related technologies, data analytics, data processing at scale, and is of interest to data scientists, technologists and developers.

Who: Dr Maciej Dabrowski (Altocloud)
Web: www.meetup.com/Galway-Data-Meetup

Galway StartupDigest

The Galway StartupDigest is a free regular email that highlights the best startup events for the coming weeks/months in Galway. StartupDigest is now part of Techstars, and there are digests curated by volunteers for

infographical



Galway Tech and Medtech Maps

Published in 2014, and revised in 2015, the Galway Tech Map was created to show the cluster of ICT companies (both software and hardware) in the Galway area. This was followed up by a medtech version later in 2015, highlighting Galway as a hub for medical devices. The maps were made available under a Creative Commons license for reuse, sharing and modification by others, and have appeared in Forbes and various newspapers.

Who: Dr John Breslin (NUI Galway)
Web: www.bit.ly/galwaytechmap and www.bit.ly/medtechmap

hundreds of cities all around the world.

Who: Donncha Hughes (Vo-technik)
Web: www.startupdigest.com/digests/galway

@GalStartWeekend Galway Startup Weekend

Also a part of the Techstars network, during Startup Weekend developers, designers and businesspeople come together to pitch an idea and launch a business, all in 54 hours over a single weekend. Galway Startup Weekend has been run on two occasions in Galway (at GMIT and NUI Galway). The Galway events have had a roughly 50/50 split between student and non-student participants, with most teams having a student member. The top two teams in 2014 were led by women, and in 2015 the winning team was Chef Delivered by Eimear Tyrrell and Daniel Fahy.

Who: Tracy Keogh (Bank of Ireland), Dr John Breslin (NUI Galway)
Web: www.up.co/communities/ireland/galway

@GalwayTech

Galway Technology Centre

A subsidiary of Galway Chamber, the GTC is one of Galway's original and most-in-demand tech hubs, recently renovated with flexible office space and facilities for various size technology companies and startups.

Who: Niamh Costello (General Manager)
Web: www.gtc.ie



Galway Young Entrepreneur Awards

JCI Galway organises the annual Galway Young Entrepreneur Awards, which have now been

running for over 17 years. With up to €50,000 in prizes, they were set up to recognise and reward the achievements of County Galway's best young entrepreneurs, aged 18 to 40.

Who: Keith Killilea (JCI Galway and BuilderEngine)

Web: www.jcigalway.org/page-ge-awards.html

@GMITiHubs

GMIT Innovation Hub

The GMIT iHubs (Galway-Mayo Institute of Technology Innovation Hubs, formerly the Innovation in Business Centres) are business innovation centres located at GMIT's campuses in Galway and Castlebar. These hubs provide support and facilities for startups in the area, including space for businesses and the New Frontiers accelerator programme which operates out of both hubs.

Who: George McCourt (Head of Innovation and Enterprise)

Web: www.gmit.ie/gmit-innovation-hubs

@GDGGalway

Google Developers Group Galway

GDG Galway is a community group and meetup for developers who are interested in Google's developer technology: everything from the Android, Chrome, Drive, and Google Cloud platforms, to product APIs like the Cast API, Maps API, and YouTube API. The first GDG Galway meetup was held in September 2015, with follow-up events and workshops being held roughly every two months.

Who: Suad Al Darra (Fujitsu Laboratories), John O'Reilly (Cisco Systems), David Renton (Synapse)

Web: www.bit.ly/gdggalway

@Health2Galway

Health 2.0 Galway

Health 2.0 Galway is a grassroots chapter of the Health 2.0 organi-

sation. It brings together a group of innovators who meet regularly with the mission to cultivate and propel health technology in the Galway community, with a particular focus on the intersection between information technology and health/medicine.

Who: Lochlann Scott (C9Health and Helpink Support Services)

Web: www.meetup.com/Health2Galway

Ibec West

Ibec West offers information and advice to startups on health and safety, as well as providing representation and information on all aspects of environmental policy and legislative requirements.

Who: John Brennan (West Regional Director)

Web: www.ibec.ie/west

ICE

Innovation, Creativity and Enterprise is a final year module offered to Commerce and BIS students, where project teams work on their own startup idea assisted by business mentors.

Who: Michael Campion (NUI Galway)

Web: <http://innovation.nuigalway.ie/programme/142>

@NUIGInnovation

Ignite Business Innovation Centre



The Ignite Business Innovation Centre at NUI Galway, operated by the Technology Transfer Office, is home to various spinouts and campus companies, as well as a variety of high potential tech and medtech companies.

bring it back!



@OCGalway

Galway OpenCoffee Club

Galway OpenCoffee Club was a regular coffee meetup last held in 2012. Based on a concept created by Saul Klein, one of the founders of Skype, the goal of the Galway OpenCoffee Club was to encourage local entrepreneurs, developers and investors to become acquainted with each other at informal gatherings (held at a fixed time in a fixed place) where they could chat, network and grow, thereby encouraging entrepreneurship in Galway.

Web: www.galwayopencoffee.com

Who: Fiona Neary (Business Development Manager)

Web: <http://tto.nuigalway.ie/en/business-innovation-centre>

@InnovatingWest

Innovating West

First run in 2015, this one-day summit gathers together the top innovators and leaders from the West of Ireland's business community for a series of discussion panels and talks, across all sectors (sports, technology, hospitality, manufacturing, etc.), with speakers from Fintrax, Connacht Rugby, HP, JFC, GAME GOLF, Harvey's Point, and Portwest.

Who: Dave Cunningham (Co-Founder)

Web: www.innovatingwest.com

@ibye_2015

Ireland's Best Young Entrepreneur Galway

The local heat of this nationwide competition, IBYE Galway is run by the Local Enterprise Office in Galway each year to find the county's best emerging startup founders. The national competition has a €2 million prize fund.

Who: Breda Fox (LEO Galway)

Web: www.ibye.ie

@ITAG_IE

ITAG

The Information Technology Association of Galway frequently runs free events of interest to startups as well as SkillsNets in the ICT field.

Who: Caroline Cawley-O'Neill (CEO)

Web: www.itag.ie

@JCIGalway

Junior Chamber International Galway

JCI Galway (Junior Chamber International Galway) is a voluntary, worldwide, independent, personal development organisation for young professionals and entrepreneurs aged between 18 and 40. It runs a variety of training workshops and other events in Galway, including the TechGate talks/awards/expo and the Galway Young Entrepreneur Awards.

Who: Keith Killilea (President)

Web: www.jcigalway.org

@GalEnterprise

Local Enterprise Office Galway

Primarily dealing with early-stage companies, LEO Galway is a support office for new entrepreneurs jointly facilitated by Galway City Council and Galway County Council, and replaces the former Enterprise Board. LEO Galway also manages the local heats of the IBYE competition.

Who: Breda Fox (Head),
Caroline McDonagh (Network Manager)
Web: www.localenterprise.ie/Galway

New Frontiers Galway

New Frontiers is Ireland's national entrepreneur development programme, delivered locally by GMIT and funded by Enterprise Ireland. It is targeted at those who have an innovative business idea with a plan to establish their own company, or those already at an early stage of development. Successful candidates are provided with funding, help and support to accelerate.

Who: Tony O'Kelly (Programme Manager)
Web: www.gmit.ie/new-frontiers

@NoiseyGenXYZ

NoiseyGen.XYZ

This ezine from Galway aims to promote awareness of how extraordinary people with extraordinary ideas from generations X, Y and Z are impacting on and shaping the future entrepreneurial landscape.



Who: Trevor Clohessy (Researcher and Editor), Saima Clohessy (Creative Editor)
Web: www.noiseygen.xyz

NUI Galway MakerSpace

Following in the tradition of local makerspaces such as 091 Labs, a new NUI Galway MakerSpace is being established in the James Hardiman Library. This room will be a resource for all students and staff in the University who may want to make and prototype their ideas, and will also feature 3D printing resources.

Who: Cillian Joy (Digital Library Developer)
Web: N/A

@GalwayMarketing

Online Marketing in Galway

OMiG is a successful community network for those interested in the digital and online marketing space in Galway. As well as organising various workshops, this non-profit group runs an annual Digital Summit early in the year, which now commands great speakers and significant audiences.

Who: Maricka Burke-Keogh (Co-Organiser), Ashlee Chin (Co-Organiser)
Web: www.galwaymarketing.ie

@PorterShed

PorterShed

The first step in a downtown Galway City Innovation District, the PorterShed is a coworking space and accelerator housed in a former Guinness supplies building, which in total will house about 100 people from up to 20 companies. An events room will also hold up to 100 people for regular talks and workshops.

Who: Dr John Breslin (NUI Galway), Dave Cunningham (StartX6), Mic Fitzgerald (One-PageCRM), Paul Killoran (Ex Ordo), Conor O'Dowd (KPMG), Maurice O'Gorman (Galway Chamber)
Web: www.portershed.com

featured group



@091Labs

091 Labs

Galway's first makerspace has been on the go since 2010, and is currently looking for a new home. Its goal is to provide a shared physical space for any and all creative projects: art, woodwork, software, photography, electronics, etc., and for everyone to be able to learn and share their knowledge, skills and creative ideas.

Who: Oisín Greaney (Board Member)
Web: www.091labs.com

@SCCULEnterprise

SCCUL Enterprises

Originally established as a charity under the auspices of St Columba's Credit Union Limited, SCCUL Enterprises is a very successful and now independent enterprise support structure for Galway City, consisting of the SCCUL Enterprise Centre in Ballybane, the SCCUL Mentoring Programme, and the annual SCCUL Enterprise Awards. The awards are held in January, for the past few years with a guest celebrity judge from RTÉ TV's Dragons' Den, and are one of the highlights of the Galway entrepreneurial calendar.

Who: Michael Smyth (General Manager)
Web: www.sccul.com



@BOIStartups

StartLab

Bank of Ireland announced the first intake of companies to their new StartLab incubator on Eyre Square, Galway in January 2016. Located in a fantastic location, this promises to be a great supplier of high potential startups to the region, with such tech luminaries as BuilderEngine and ExerWise in the first batch of startups.

Who: Tracy Keogh (Community Manager)
Web: www.startlabhq.com

@AIBBiz

Startup Academy

A partnership between AIB and the Irish Times, the Startup Academy is a mentoring and training programme linked into a series of national Startup Nights, with the Galway event held during the summer of each year. About 400 startups apply to be part of the Startup Academy annually, with 10 selected for the final group.

Who: Gary Quinn (Irish Times)
Web: www.irishtimes.com/business/aib-start-up-academy

Startup Galway Pitches Meetup

The Startup Galway Pitches Meetup was formed in early 2015 by nomad entrepreneur Eli David of StartupBlink.com. In April 2015, the group was accepted as a subgroup of Startup Galway to take on a specific and practical role, namely to provide meetups where startup founders and promoters can practice pitches and examine ideas while receiving feedback from members and mentors.

Who: Donncha Hughes (Votechnik), Conor O'Donovan (Capita Procurement Solutions)
Web: www.meetup.com/Startup-Galway-Pitches

@StartupIreland

Startup Gathering Galway

Startup Gathering is a national startup week of events organised by Startup Ireland with support from Bank of Ireland and DJEI. Galway was the focus of the last day of the event, with 30-40 events held in the Galway area that week. It is anticipated that this will be a yearly exercise.

Who: Eoin Costello (Startup Ireland), John Breslin (NUI Galway), Donncha Hughes (Votechnik)
Web: www.startupgathering.ie/events/galway



@StartX6Galway

StartX6

StartX6 was born out of serial entrepreneur Dave Cunningham's observation that there was nowhere downtown for early stage but potentially disruptive startups to find their feet and get going. As a result, StartX6 was created

(ten entrepreneurs, six months), and has since had some successful alumni including Express Empire, recently inducted onto NDRC's accelerator programme.

Who: Dave Cunningham (CEO)
Web: www.startx6.com

@SuperPixelLabs

SuperPixel Labs

More than just a coworking office space, SuperPixel Labs aims to provide an ecosystem designed to help entrepreneurs and startups succeed. Initially based on New Dock Street, SuperPixel Labs have recently expanded their offering to Fairgreen Road with a much larger (and extremely cool looking) space.

Who: Tara Dalrymple (Community Manager)
Web: www.superpixellabs.com



@SynapseGalway

Synapse

Synapse is a student-led showcase of some of Ireland's top technology companies. While not necessarily startup focused, the event does feature a mixture of smaller, medium and larger technology companies, all pitching tech jobs, internship opportunities and product demos to interested students.

Who: David Renton (Founder), David O'Dea (Organiser)
Web: www.synapsegalway.com

TechGate

Begun in 2014 as the brainchild of local tech entrepreneur Keith Killilea and run with volunteers from JCI Galway, TechGate is an annual technology- and startup-focused night with leadership talks, startup awards

featured event



@StartupGalway

Startup Galway

An initiative to build an entrepreneurial ecosystem in Galway. It kicked off with the Galway Tech Meetup in December 2013 and a fireside chat with Pat Phelan (Trustev). Recent speakers include Paul Kenny (Cobone), Mark Bowles (ecoATM), and Sean O'Sullivan (SOSV). Also co-organises a series of Galway Tech Workshops.

Who: Dr John Breslin (NUI Galway), John Brosnan (Netfort), Tara Dalrymple (SuperPixel Labs), Mic FitzGerald (OnePageCRM), Barry O'Sullivan (Altocloud) **Web:** www.startupgalway.org

and an expo. As well as recognising local success and providing an opportunity to network with others, TechGate allows leading startups from the West of Ireland to showcase their products and brands.

Who: Keith Killilea (JCI Galway)
Web: <http://techgate.jcigalway.org>

@TechInnovate_

TechInnovate

With the tagline "enabling technology innovators and innovations", TechInnovate is a newly-developed technology entrepreneurship fellowship programme and related set of intrapreneurship industry training workshops at NUI Galway. Based on the successful BioInnovate Ireland initiative, which is in turn

based on a Stanford model, TechInnovate kicks off in 2016.

Who: Dr John Breslin (Programme Director)
Web: www.techinnovate.org

@TEDxGalway

TEDx Galway

Modelled on the famous TED Talks series, TEDx Galway is an independently organised TED event that follows the same general format ("give the talk of your life in 18 minutes or less"). Filling a gap left by the now defunct Ignite Galway meetup (which featured short, snappy talks on innovative topics from inspiring speakers), TEDx Galway is being held in the Town Hall Theatre.

Who: Conor Stitt (Organiser)
Web: www.tedxgalway.org

@VentureWest_ie

Venture West

Held in conjunction with the first meeting of the Irish Venture Capital Association outside of Dublin, Venture West was a one-day conference held in Galway and organised by Galway Chamber to discuss various venture capital-related topics. Invited speakers and panellists discussed match-



ing the needs of business investment and the needs of successful venture capital investment, the roles of the State in funding venture capital, raising capital on the Irish Stock Exchange, and how to fund innovation, creativity and entrepreneurship in the West of Ireland.

Who: Maurice O'Gorman (Galway Chamber)

Web: www.venturewest.ie

@West_BIC WestBIC

WestBIC provides advice and services for entrepreneurs planning or starting a new business in the West of Ireland. Established in 1997, WestBIC is the official EU Business and Innovation Centre (BIC) for Ireland's Border, Midlands and Western Region. On a public-private partnership basis, WestBIC has invested in making a global standard of innovation support available in the West of Ireland region, to startups, early-stage SMEs, and to its wider stakeholder networks.

Who: Joe Greaney (CEO), Dr Chris Coughlan (Chairperson)

Web: www.westbic.ie



Western Development Commission

WDC assists in the strategic economic and social development of the Western Region. The WDC Investment Fund provides investment funding for SMEs, community and micro enterprises.

Who: Ian Brannigan (Regional Development Head), Gillian Buckley (Investment Manager)

Web: www.wdc.ie

@WTMGalway

Women Tech-makers Galway

Google's Women Techmakers program provides visibility, community, and resources for women in technology. The Galway instantiation of this programme is run in conjunction with the Google Developers Group Galway meetup, and held its first event in 2015.

Who: Suad Al Darra (Fujitsu Laboratories)

Web: www.bit.ly/wtmgalway

@BOISstartups

Workbench



Bank of Ireland have opened a free coworking space upstairs in their Mainguard Street branch, where entrepreneurs and startups can drop in and make use of the space. The Workbench is not limited to Bank of Ireland customers, and the space is also used for various community startup events.

Who: Annie Claffey (Enterprise Manager), Tracy Keogh (Community Manager)

Web: www.bit.ly/mainguardst

@GalwayInnovator

Young Innovators Galway

Young Innovators Galway aims to promote young innovators, founders and entrepreneurs in the Galway community through a series of talks and panel discussions with Galway's youngest innovative minds.

Who: Edel Browne (Free Feet and EntreSoc)

Web: www.ti.to/young-innovators-panel

who are we?

techinnovate

@TechInnovate_

TechInnovate

TechInnovate is a 10-month stipend-supported Fellowship from NUI Galway that aims to create interdisciplinary teams of technology entrepreneurs (techpreneurs) who are embedded in a particular domain for 6-8 weeks to identify real needs, following which they invent, implement and iterate solutions.

TechInnovate is inspired by BioInnovate Ireland, a medtech fellowship that is an affiliate of Stanford BioDesign, and follows the TechInnovation process of identify, invent, implement, iterate.

identify

Needs finding

Observations
Needs statements

Filtering and specifications

Wicked problems
Market analysis
Competition
Needs specs

invent

Concepts

Brainstorming

Concept selection

Intellectual prop
Business model
Legal risks
Prototyping

implement

Development strategy

Legal/stakeholder/marketing
Competitive advantage

Development plan

Manufacturing
Business plan
Trials
Finance

iterate

Constant improvement

Test
Evaluate
Refine

Complete product

User feedback
Problems
High value features

In parallel, industry sponsors send key staff to learn and participate in a series of ten day-long workshops that mirrors the TechInnovation process undertaken by the Fellowship teams.

Who: Dr John Breslin (Programme Director)

Web: www.techinnovate.org

Facebook: www.facebook.com/techinnovate

TechInnovate is supported by



NUI Galway
OÉ Gaillimh



Galway University
FOUNDATION

