



Oifig  
Fiontair  
Áitiúil

Local  
Enterprise  
Office

National  
Enterprise  
Awards



#NEAwards  
#MakingItHappen

# Celebrating the Achievements of Ireland's Micro-Enterprises 2020/2021

Thursday, February 11<sup>th</sup>, 2021

Watch Online:  
[www.LocalEnterprise.ie/Awards](http://www.LocalEnterprise.ie/Awards)



# Welcome Address

By **Mr. Oisín Geoghegan**,  
Chair of the Network of Local Enterprise Offices



As Chair of the Network of Local Enterprise Offices, I am privileged to welcome all our clients who have reached the final of the National Enterprise Awards 2020/21.

Getting to this point has been no mean feat. We are celebrating these awards 10 months later than normal, and in a virtual capacity, due to the Covid-19 pandemic.

Each of our lives has been impacted by this crisis in some way, whether at home or in our local community. Our business community has been seriously impacted too.

The Network of Local Enterprise Offices has played a vital role in helping businesses to navigate through this difficult time.

During this period we approved more than 11,000 Trading Online Vouchers and 12,000 Business Continuity Vouchers, worth Euro 2,500 each. We provided Covid-specific mentoring or training to 55,000 LEO clients.

From the start of this crisis the message to business owners and their employees from both Government and the LEO network is that we want to help you to get through this. Together we can and will return to prosperity and growth.

Despite the difficulties of the past year, the National Enterprise Awards competition remains a highlight of the LEO calendar.

Its objective is to acknowledge and celebrate the invaluable contribution small businesses make to Ireland's economic success. It is more important than ever that we do that.

This year we introduced the inaugural Outstanding Achievement award, acknowledging the strength, local impact and longevity of the businesses supported by the LEO network. A new Future Focus award recognises businesses that have taken actions to boost their environmental sustainability and a Brexit Ready award acknowledges businesses that have adapted successfully to a new trading landscape.

Of course, not everyone can win an award tonight, but it is important to say that every business participating this evening has demonstrated resilience, innovation, and excellence.

You should all be immensely proud of your accomplishments.

Together with my colleagues throughout the Local Enterprise Office network, I wish you every success as you continue to grow your business.

**Oisín Geoghegan**  
Chair of the Network of Local Enterprise Offices



**Difig Fiontair Áitiúil**  
Local Enterprise Office

Funding for the Local Enterprise Offices in local authorities is provided by the Government of Ireland through Enterprise Ireland

# Programme of Events



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6.00pm Opening of National Enterprise Awards  
Welcome address by Oisín Geoghegan  
*Chair of the Network of Local Enterprise Offices*

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6.10pm Announcement of inaugural  
Outstanding Achievement Award Winner

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6.20pm Announcement of Regional Awards Winners

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6.50pm Address by Damien English T.D.  
*Minister of State for Business and Employment*

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7.00pm Announcement of Category Winners

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7.20pm Announcement of the Overall Winner

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7.30pm Acknowledgements by Breda Fox  
*Chair of the National Enterprise Awards Committee*

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7.40pm Closing of National Enterprise Awards

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*Master of Ceremonies for the evening is Noel Davidson*

See this event online at  
**[www.LocalEnterprise.ie/Awards](http://www.LocalEnterprise.ie/Awards)**



# Award Categories

## Regional Awards

8 regional awards: Dublin Region, South West, Mid East, South, South East, North West, North East & West.

## Export Award

Recognises the achievements of clients who have grown their customer base outside Ireland. Winners clearly demonstrate a successful approach to growing their export business through research undertaken prior to market entry, strong market development strategies and effective execution with sales.

## Innovation Award

Showcases businesses that demonstrate excellence in new product or service development, successfully bringing them to market. Winners here have a proven ability to respond quickly to changing market trends including short product lifecycles and a structured approach to research and development.

## Future Focus [New Category]

This category recognises actions taken to improve sustainability, improving a business's carbon footprint, and improving energy efficiency. Winners showcase the implementation of environmentally friendly business practices, the use of future technologies, and savings made through the introduction of Lean practices.

## Pivot Award [New Category]

The winner of this award has successfully pivoted their business in the face of challenging conditions in the last 12 months. The business has taken specific actions to address Covid -19 business disruption challenges, either in new product or service development or innovating its process of doing business with new customers, using new technologies and platforms.

## Brexit Ready Award [New Category]

A new category to acknowledge a business which has excelled in its preparation for the Brexit transition period, particularly where Brexit created specific challenges for them. The business has demonstrated new market development, taken action to improve competitiveness and maximise opportunities to grow its market, or made an opportunity of the challenges posed by Brexit.

## Overall Award

In addition to demonstrating exceptional results in other categories, the Overall Winner has shown leadership in management and team capability, growth and employment potential, as well as strategic focus. It recognises the entrepreneurial skills of a founder with vision, drive and commitment, who has also made a clear contribution to local employment and the economy.

## Outstanding Achievement Award

Presented for the first time this year, the Winner of the Outstanding Achievement Award exemplifies the strength, local impact and longevity of the businesses supported by the LE0 network over the past 22 years.

# Outstanding Achievement Award from the Local Enterprise Offices



*Congratulations to the inaugural winner  
of the Outstanding Achievement Award!*

## **David Walsh, Co-Founder of Netwatch and HaloCare**

To mark an outstanding career in entrepreneurship and celebrate one of Ireland's top innovators, David Walsh is the inaugural winner of the 'Outstanding Achievement Award' from the Local Enterprise Offices.

Hailed as a pioneer, an innovator, a strategic thinker, a passionate advocate of entrepreneurship and a job creator, here are some of David Walsh's career highlights:



- *Co-Founder of Netwatch and former CEO of the Netwatch Group, a provider of real-time, proactive video monitoring services headquartered in Carlow, serving 250,000 customers across four continents with over 500 employees.*
- *Co-Founder and Group CEO of HaloCare, a healthcare start-up founded in 2020 to help track movement and health data of older people in their home using digital diagnostics, with the support of Local Enterprise Office Carlow.*
- *Former President of County Carlow Chamber of Commerce and previously a Board Member of Enterprise Ireland.*

## Meet our National Finalists



### DUBLIN

#### Dublin City – VRAI

VRAI creates data driven virtual reality simulation training for high hazard environments. Its customers range from International Airlines Group (IAG) to the United Nations to a Fortune 500 pharmaceutical company. Its HEAT solution combines authentic virtual training environments with cutting edge data capture and analytics capability, allowing organisations whose activities are risky, remote or rare to train more effectively.



**Promoters:** Niall Campion / Pat O'Connor   **E:** [hello@vraisimulation.com](mailto:hello@vraisimulation.com) / [hello@vrai.ie](mailto:hello@vrai.ie)   **W:** [vrai.ie](http://vrai.ie)

#### Dún Laoghaire-Rathdown – ZiggyTec

ZiggyTec has a turn-key solution for property managers and asset owners that extracts data about electricity, water, gas, heat and air quality from buildings, stores it in the cloud, and uses internet of things technology to manage it in a cost-effective way. It lends customers the equipment they need, and customers pay a monthly fee to have their data collected, processed and displayed.



**Promoters:** Peter & Kieran Murphy   **E:** [info@ziggytec.com](mailto:info@ziggytec.com)   **W:** [ziggytec.com](http://ziggytec.com)

#### Fingal – Kianda Technologies

Kianda provides an easy-to-use automation platform helping businesses replace manual processes with intuitive online applications, to eliminate inefficiency and increase productivity. Currently with customers across the globe, Kianda is transforming business processes in HR, quality, finance and more.



**Promoters:** Osvaldo & Derya Sousa   **E:** [discover@kianda.com](mailto:discover@kianda.com)   **W:** [kianda.com](http://kianda.com)

#### South Dublin – The Artisan Pizza Company

Since 2007, the Artisan Pizza Company has manufactured and supplied superior quality artisan pizza bases fresh to the Irish market under the 'Pizza da Piero' brand. Its bases are handmade and par-baked in Rathcoole ready for the retail and foodservice sectors. Currently supplying all major retail multiples in Ireland, the company plans to develop a wider product range and export to the UK.



**Promoters:** Gianpiero & Cliona De Vallier   **E:** [info@pizzadapiero.ie](mailto:info@pizzadapiero.ie)   **W:** [pizzadapiero.ie](http://pizzadapiero.ie)

## Meet our National Finalists



### SOUTH WEST

#### Clare - WowWee.ie

WowWee.ie is the home of personalised gifting, bringing joy to people around the world with wonderful products for all occasions. From weddings to new baby to special events, it has established itself as the 'go to' online store for personalised gifts. Innovation is central to its success – last year saw it launch special 'working from home' products too.



**Promoters:** Áine Gleeson **E:** aine@wowwee.ie **W:** WowWee.ie

#### Kerry - Lorge Chocolatier

Lorge Chocolatier supplies a wide range of chocolates and confectionery to gourmet shops including handmade truffles, bars, nougat and hot chocolate powder. It has two retail stores, one of which incorporates the factory where its beautiful products are made. Beloved at home, it ships confectionary worldwide through its website too.



**Promoters:** Benoit Lorge **E:** info@lorge.ie **W:** lorge.ie

#### Limerick – Odyssey Studios

Odyssey Studios is one of the largest permanent model and prop making studios in Europe. Its state of the art 9000 sq. ft. studio supplies blockbuster film and TV productions with miniature models, weapons, armour, props and prosthetic makeup. Odyssey's next generation facility houses the latest in design and production technology including 3D scanning, 3D modelling, 3D printing, 7 axis robotic CNC machining and laser cutting equipment. It employs a world class team of human modelmakers, artists and designers too.



**Promoters:** Mark Maher & Sean Reidy **E:** mahermodels@gmail.com **W:** odysseystudios.ie

#### Tipperary – The Old Barracks Coffee Roastery

The Old Barracks Coffee Roastery is an artisan roastery that specialises in the premium and specialty coffee sector. The company currently supplies coffee to a range of wholesale clients, as well as direct to consumers both online and through retail. It also offers highly popular coffee roasting demonstrations at its flagship store in Birdhill.



**Promoters:** Alan Andrews **E:** hello@theoldbarracks.ie **W:** theoldbarracks.ie

## Meet our National Finalists



### MID EAST

#### Kildare – QPQ

Fintech innovator QPQ was founded in February 2018 to develop the kind of network infrastructure that enables the digital world. It is developing innovative proprietary technology such as its Digital Financial Network, dedicated to a future of democratised finance for all sizes of businesses globally.



**Promoters:** Greg Chew   **E:** gchew@qpq.io   **W:** qpq.io

#### Laois – IntegriLeads

IntegriLeads is a lead generation company that schedules qualified appointments for the sales teams of companies within the IT sector. It works with clients all over the world and can take over their whole business development function or work on specific campaigns. Its appointment-setting expertise helps ensure a sales team has more valuable conversations with decisionmakers in their target audience.



**Promoters:** Jayne Delaney, Aisling Kirwan, Eimear O'Connor   **E:** info@integrileads.com  
**W:** integrileads.com

#### Offaly – Euro Stallions

Euro Stallions is a stallion semen agency that enables breeders to access semen from top class stallions worldwide. Artificial reproduction makes it possible for semen to be chilled, frozen and used to inseminate a mare anywhere, removing the limits of logistics in horse breeding – a growing sector in Ireland.



**Promoters:** Dr Emma-Rose Conroy   **E:** info@eurostallions.ie   **W:** eurostallions.ie

#### Westmeath – Bevcraft Group

Bevcraft Group provides mobile canning and related 'craft can' products and services to craft beverage producers. Started in 2016, the business now operates from four facilities across Ireland, the UK and the Netherlands and is the largest such business in Europe. Bevcraft is currently handling over 20m cans a year.



**Promoters:** Darren Fenton & Ciarán Gorman   **E:** info@bevcraft.ie   **W:** Bevcraft.ie



## Meet our National Finalists



### SOUTH

#### Cork City – Submit Software Solutions

Submit is an enterprise software solutions provider. Its secure cloud platform helps organisations to collect and manage online submissions and is designed to simplify all kinds of form management, data analytics and compliance processes, making them easy, versatile, and fast.



**Promoters:** Patrick Dineen   **E:** Pat@submit.com   **W:** submit.com

#### Cork North & West - Travelmaster Events Ireland

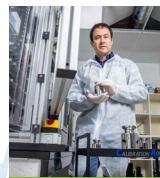
Travelmaster provides transport to events including concerts, festivals and sporting fixtures all over Ireland. Customers book individual bus seats from their local pick-up point in a dedicated same-day service, providing a technologically advanced, cost effective, safe and environmentally friendly transport option to and from their chosen event.



**Promoters:** Damien Long & Jennifer Allan   **E:** info@travelmaster.ie   **W:** travelmaster.ie

#### South Cork - Complete Calibrations

Complete Calibrations has been calibrating and supplying temperature measuring equipment to the food industry, and test weights to the pharmaceutical industry, since 2006. In recent years it has leveraged research and development activities to automate the calibration processes within the laboratory and developed new intuitive products to expand sales globally.



**Promoters:** Darren O' Sullivan   **E:** darren@completecalibrations.com   **W:** CompleteCalibrations.com

#### Waterford - Knockanore Farmhouse Cheese

Knockanore Farmhouse Cheese produces a selection of raw milk artisan cheddar cheeses. A true farmhouse cheesemaker, its cheese is free from artificial flavourings and preservatives. Products are sold via distributors to major retail chains, independent retailers, and the food service sector in Ireland, as well as to customers in UK, France, the UAE and US.



**Promoters:** Eamonn Lonergan   **E:** eamonn@knockanorecheese.com   **W:** knockanorecheese.com

## Meet our National Finalists



### SOUTH EAST

#### Carlow - Irish Fluid Controls

Irish Fluid Controls (Chemfeed) provides specialised chemical feed equipment to industry. The company manufactures turn-key chemical dosing systems, has developed a further division to complement its core manufacturing solutions, and has signed a sole distributor agreement with Suez, a global supplier of industrial water treatment chemicals and service.



**Promoters:** Killian Doyle **E:** Killian.doyle@irishfluidcontrols.ie **W:** irishfluidcontrols.ie

#### Kilkenny – LoanITT

LoanITT is an innovative fintech that has become the largest credit intermediary of its kind in Ireland and provides technology-based solutions that improve the credit application process for consumers and financial institutions alike. Established in 2019, it currently employs 14 people, a figure set to rise significantly over the next 12 months.



**Promoters:** John Duggan & Padraig Nolan **E:** johnduggan@loanitt.ie **W:** loanitt.ie

#### Wexford – Dulann

Dulann is a highly effective digital transformation business that delivers efficient, compliant and safer workplaces via seamless and cost-effective cloud-based eLearning and online management systems. Clients to date have included well-known names such as Danone, Adare Manor, Jones Engineering and Boston Scientific.



**Promoters:** Damian Donlon **E:** damian.donlon@dulann.com **W:** dulann.com

#### Wicklow – Gravitie Data

Gravitie Data enables connected planning, forecasting and budgeting with immediate visual impact. It cuts the complexity of financial calculations, administration and billing with proprietary formulas that empower users to act where and when it matters most, removing dependency on error prone or outdated systems and spreadsheets.



**Promoters:** Peter McParland **E:** peter@gravitie.cloud **W:** gravitie.cloud

## Meet our National Finalists



### NORTH WEST

#### Donegal - O'Donnell's Bakery

O'Donnell's Bakery is a family run business based in Laghey just outside Donegal Town. It produces and supplies a wide range of freshly baked goods to restaurants, hotels, cafes and supermarkets across Ireland and also exports to the USA.



**Promoters:** Andrew McElhinney **E:** [info@odonnellsbakery.ie](mailto:info@odonnellsbakery.ie) **W:** [odonnellsbakery.ie](http://odonnellsbakery.ie)

#### Leitrim - Dromod Boxy

Dromod Boxy has been producing high quality artisan products for 30 years across two generations. Áine Faughnan, who took over in 2015, has added youth and enthusiasm to the brand, helping to grow the business substantially. Dromod Boxy is available nationwide and exports to the UK and USA too.



**Promoters:** Áine Faughnan **E:** [dromodboxy@gmail.com](mailto:dromodboxy@gmail.com) **W:** [www.dromodboxy.ie](http://www.dromodboxy.ie)

#### Longford - 5Global

Education expert 5Global is the force behind new education provider Longford International College. The college offers blended online courses in business, sports and law, from diploma to doctoral degree level, and has been developed in conjunction with international learning institutions such as Leeds United College. Its accredited qualifications allow students to study from anywhere in the world.



**Promoters:** Vincent English **E:** [venglish@5iveglobal.com](mailto:venglish@5iveglobal.com) **W:** [longfordcollege.com](http://longfordcollege.com)

#### Sligo - StoryLab

StoryLab is a content and PR company which uses its heritage in quality journalism to tell companies' stories and raise their profiles. Headquartered in Sligo, it provides quality written, visual, video and audio content for private companies and public sector organisations across the country and is expanding its client base outside Ireland too.



**Promoters:** Martha Kearns & Ciaran Byrne **E:** [martha@storylab.ie](mailto:martha@storylab.ie) **W:** [storylab.ie](http://storylab.ie)

## Meet our National Finalists



### NORTH EAST

#### Cavan - Cootehill Precision Engineering

Cootehill Precision Engineering provides machined parts to a range of sectors including the wind, heat, energy, pharmaceutical, quarrying, and glass industries. The company has invested in state-of-the-art machining, scanning and 3-D printing equipment. Its highly skilled staff provides a top-notch customer service 24-hours a day, 365 days a year.



**Promoters:** Gerry McIntyre    **E:** [Gerry@cootehillprecisionengineering.com](mailto:Gerry@cootehillprecisionengineering.com)

**W:** [cootehillprecisionengineering.com](http://cootehillprecisionengineering.com)

#### Louth – Spoonful Botanical

Spoonful Botanical is a blend of highest quality medicinal grade herbs, spices and fermented fruits, including turmeric, ginger, black pepper, cinnamon and cayenne. The handmade product, which is designed to help combat inflammation in the body, is currently stocked in over 200 stores and pharmacies in Ireland and has recently begun exporting to the UK too.



**Promoters:** Conor Grimes & Jayne Gavin    **E:** [Info@spoonfulbotanical.com](mailto:Info@spoonfulbotanical.com)    **W:** [spoonfulbotanical.com](http://spoonfulbotanical.com)

#### Meath - Qualitas Electronics

Qualitas Electronics provides electronics assembly services to the tech sector, including PCB prototyping, low to mid volume production runs and consultancy. Its national and international clients come to the Duleek based business to access the kind of expert knowledge and experience that ensures effective collaboration from the very beginning of a project right through to the finished product.



**Promoters:** Alan Jackson    **E:** [admin@qualitaselectronics.ie](mailto:admin@qualitaselectronics.ie)    **W:** [qualitaselectronics.ie](http://qualitaselectronics.ie)

## Meet our National Finalists

### WEST

#### Galway – Armour Interactive

Armour Interactive is a digital agency creating products that offer a great user experience and help drive business goals. It has created a SaaS (software as a service) product called Ordú in response to market demand for an enterprise-level online ordering and fulfilment platform for the quick service restaurant industry – a product designed for scale and export.



**Promoters:** Andrew Dewdney & Jamie Casey **E:** [hello@armour.ie](mailto:hello@armour.ie) **W:** [armour.ie](http://armour.ie)

#### Mayo – Velvet Cloud

Velvet Cloud produces sheep's milk yogurt and cheese on the family farm. Its digestion-friendly products are available in over 100 Irish stores and are on the menu in top restaurants across the country, including five Michelin-starred establishments. Velvet Cloud also sells direct to a loyal and growing customer base via its website.



**Promoters:** Aisling & Michael Flanagan **E:** [aisling@rockfielddairy.com](mailto:aisling@rockfielddairy.com) **W:** [velvetcloud.ie](http://velvetcloud.ie)

#### Roscommon – Lidan Designs

Lidan Designs is a construction company specialising in highly energy-efficient buildings, from home offices to schools and housing. Its modular manufacturing system takes place off-site using sustainable materials and processes. The company operates nationwide for clients such as OPW Heritage Sites, Bus Éireann, Dún Laoghaire-Rathdown County Council, the Department of Education and private sector clients such as the Castle Leslie Estate.



**Promoters:** Dan O'Brien & Liam Casey **E:** [dan@lidandesigns.com](mailto:dan@lidandesigns.com) **W:** [lidandesigns.com](http://lidandesigns.com)



## Meet our previous winner ... Pestle & Mortar

*Winning the National Enterprise Award was a highlight of 2019 for Sonia Deasy, founder of Kildare-based global skincare brand Pestle & Mortar.*

*Participating in the awards process brought many benefits while the publicity the business received along the way led to an immediate bounce in sales. "Every bit of exposure we got led to an increase in business, whether direct from consumers or from stockists," says Sonia.*

Such positive publicity opens doors.

*"It's very good if you are going on the investment trail. If you are calling somewhere, people are more likely to know you and you are more likely to be seen," she says.*

It can even facilitate entry to overseas markets.

*"We are in 32 countries now and, when it comes to meetings with distributors, we find that in countries such as China, they love awards, so it's a huge help."*

Pestle & Mortar, winner of the Overall National Enterprise Award in 2019, is supported by Local Enterprise Office Kildare and Enterprise Ireland [Pestleandmortar.com]



## Meet the National Enterprise Awards Committee Members

Committee Member	Local Enterprise Office
Breda Fox [Chair]	Galway
Ann Marie Costello	Galway
Honor Deevy	Laois
Sinead Dixon	Clare
Joe English	Meath
Lorna Cooney	Meath
Anna Kinnerk	Enterprise Ireland
Deirdre O'Mahony	West Cork
Olive Guerin	Cork City

## A special thank you to our judges



Sincere thanks to our judging panel: Kevin Buckley [Spearline], Sheelagh Daly [Enterprise Ireland] and Michael Hanley [Chair] for their dedication and commitment to the National Enterprise Awards.



# Oifig Fiontair Áitiúil

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## Local Enterprise Office

**#MakingItHappen**  
for small businesses  
all over Ireland

Get all the latest updates  
and news for your business at:

-  [www.localenterprise.ie](http://www.localenterprise.ie)
-  [@Loc\\_Enterprise](https://twitter.com/Loc_Enterprise)
-  [@LocalEnterpriseOffices](https://www.facebook.com/LocalEnterpriseOffices)
-  [company/local-enterprise-offices/](https://www.linkedin.com/company/local-enterprise-offices/)
-  [/LocalEnterpriseOffice](https://www.youtube.com/LocalEnterpriseOffice)

