



Michéal Dyer and Conor McCallion, of Clean Cut Meals

CLIENT FOCUS

A HELPING HAND DURING COVID-19

IF ANYTHING GOOD HAS COME OUT OF THIS CURRENT CRISIS, IT IS SURELY THE FACT THAT SO MANY ARE LOOKING OUTSIDE OF THEIR USUAL CIRCLES TO SEE HOW THEY CAN HELP OTHERS IN NEED.

Clean Cut Meals in Galway

During the current crisis, our population is either working at the frontline, cocooning to keep safe or simply staying at home away from others. But no matter what role they are playing, everyone needs to eat. Clean Cut Meals, which received a Business Expansion Grant and Trading Online Voucher from Local Enterprise Office Galway, have diversified in order to help those who need food to keep them going.

Established in 2015, the company has supplied over 750,000 meals across 32 counties since it began. Handmade by a team of 18 in Clarinbridge, Co Galway, Clean Cut Meals had been looking into branching into multiple retail stores across Ireland and possibly abroad in the near future while still focusing on a huge number of their customers online.

However, since the start of the pandemic, the company has seen many of its customers lose their employment, resulting in a drop in revenue while still maintaining the same staff count. So with food hygiene and extra safety measures a priority, they have adopted a marketing strategy to promote buying online to avoid supermarket crowds. To do this, the company is offering a generous 30% off all-inclusive plans during the pandemic. They also have a menu to pick from that allows you however many meals you want - including their most popular dishes.

And in an effort to help frontline workers during the pandemic, they have dedicated much of their efforts to provide ready-made, healthy meals to medical staff and vulnerable members of the community and have created a crowdfunding initiative to fund the not-for-profit campaign, reaching out to members of the community using hashtag #FeedtheFrontline.

The response so far has been very positive, with medical teams all over Ireland delighted to receive deliveries.

“We wanted to feed our heroes and help in some way,” says Michéal Dyer. “We had a text from a nurse in ICU who said we made her day and it is these simple things which are important and now, more than ever, we are all realising this.”

“In the past few days, we have provided meals to over 1000 medical front line staff who don’t have time to shop and prepare something nutritious to eat. Food is a basic human right and we need our front line, vulnerable and elderly people to be as fit and healthy as they can be, which is why we launched the GoFundMe page.”

Donations can be made at gf.me/u/xsjc3i

www.cleancutmeals.ie



Ben Keohane, founder of Neighbouroo

Neighbouroo in South Cork

Staying apart from others might be the best way to help reduce the spread of Coronavirus but relying on each other is also what's keeping us all going. And developed by Ben Keohane in 2020, Neighbouroo [backed by Local Enterprise Office South Cork] is a safe social networking app which connects neighbours as well as businesses and customers.

Since the outbreak, it has spiked in popularity as people are looking for more ways to come together to support their communities, especially their elderly and vulnerable neighbours.

To help break down the barriers of communication, the Cork-based entrepreneur has changed his business model by completely waiving Neighbouroo's initial sign-up fee in order to provide this platform of support.

"But now all financial projections are out the window and we don't expect much income over the rest of the year - so I've decided to self-fund and we've dropped all fees, made the services free and are launching neighbourtasks.com as a volunteer service where members can post requests and taskers nearby can offer to help for free."

The start-up has relaunched a new free version of their app and have been working with PayPal to redesign how their crowd funding platform FundMyIdea works. Businesses can now sell vouchers without taking payments upfront - this will happen when they reopen so members have a risk-free way of supporting local businesses who will in turn have customers onboard the day they reopen.

Other functions include Neighbouroo Tasks where volunteers can help people in their locality, Neighbouroo Business to keep customers updated, FundMyNeighbourhood which allows crowdfunding for local businesses, carpooling with Neighbouroo RideShare and Neighbouroo HomeCooks where members make extra portions of food to deliver for a small fee or free-of-charge.

It's all about community spirit and Keohane believes this will see us through the crisis.

"Nobody knows what business will look like in a few months, but I think Ireland will come back stronger than before and be a friendlier place," he says. "Looking at how communities are supporting each other, I feel it will make us better as a people."

www.neighbouroo.ie



James Wall & Jacqui O'Connor, of 3D Technology

3D Technology in Galway

Supported by Local Enterprise Office Galway with a Business Expansion Grant and the Technical Assistance for Micro Exporters' Grant (TAME), 3D Technology was able to expand their company which provides 3D printers and offers consultancy and support to medium and large-scale businesses.

It also operates a separate division, MedScan3D, which provides medical models for surgeons and medical device companies for presurgical planning and testing.

And it is this side of the business which has come into its own during the current crisis; supporting the healthcare sector and providing production and industrial scale manufacturing of plastic components including respirators and their components. The West of Ireland based firm is also completing trials to print masks and visors - free of charge - for the protection of healthcare staff.

Jacqui O'Connor says that the company has adapted and are using their expertise to support the battle to contain the virus. "We are utilizing efforts in our technology in order to fight this virus in the best way we can, which at the moment is supplying PPE. We are making 3D printed face shields and have set up a GoFundMe page for people to help cover the cost of supplies for the shields which we are donating to nursing homes, care centres, hospices and charities around Ireland - and also to any individual carer which needs one. It's getting a lot of traction and is definitely making us feel worthwhile during this uncertain time.

"We have also sold a few different higher spec face shields to private hospitals and companies which are reusable and autoclavable and designed in conjunction with a private hospital. But this is looked at as a different project to the donated ones.

"We don't feel it's right to make a profit from what we are supplying, so although on paper it's a success, financially it wouldn't be. But I would advise other companies to use supports [as we are] which are available from the Government and from the Local Enterprise Offices until we get out the other side."

www.3dtechnology.ie

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