



Oifig Fiontair Áitiúil
Local Enterprise Office

Oifig Fiontair Áitiúil Chathair Bhaile Átha Cliath

Local Enterprise Office Dublin City

**Driving Dublin's Tech Growth:
How Local Enterprise Office Dublin City is helping tech
companies start and grow.**

What is LEO Dublin City?

- We're the Local Enterprise Office for Dublin City. We help start-ups and small businesses to plan, start and grow.
- We're part of the national network of 31 Local Enterprise Offices, and we're housed within Dublin City Council.
- We provide funding, mentoring, training and networking opportunities for businesses at various stages of growth.
- We support all types of companies, ranging from retail to tech.
- In the tech sector, our clients encompass everything from Blockchain, IoT, medtech and fintech to more traditional online services.

How We Help Tech Companies

- We offer support to tech companies in many ways, from financial assistance to one-to-one advice on developing a business.
- Our financial support falls under many grants, according to the size and stage of the company. For example:
 - We provide feasibility grants to allow tech entrepreneurs to test their business idea and assess its viability.
 - Our exports grants allow growing tech companies to expand into new markets.
- We regularly run LEO clinics around the city. We assign one of our mentors to spend a half day or a full day on site to meet with companies for an hour each to discuss their project and advise them on the right LEO supports for their business (and / or other supports outside of the LEO).
- The mentor meets clients and provides a mentor report to the LEO with recommendations on next steps for the client.

Driving Tech Growth in Dublin

- Since 2014, Local Enterprise Office Dublin City has supported 157 clients in the tech sector.
- We've provided €2,254,909.40 in grants to tech businesses over that period. That means, we invest – on average – over €610,000 per year in growing tech enterprises.
- At present, we have 414 active clients, and over 24 per cent of those are in tech.
- This report provides a snapshot of some of the tech companies we've worked with over the past four years; and the impact our support has had on their growth and success.
- The companies featured have received diverse supports at different stages of their development, including financial backing.



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Some of the companies we've helped since we were established in 2014....

A photograph of Richard Branson, an older man with white hair and a beard, speaking into a microphone. He is wearing a white shirt. In the background, a woman with dark hair is partially visible, looking towards the speaker. The scene is set in a dimly lit room with warm lighting.

Coroflo

Being namechecked by entrepreneur Richard Branson as a company to watch and raising €900,000 in funding topped off an impressive 2017 for Coroflo.

The Coro Breastfeeding Monitor is a revolutionary device that records how much milk a baby is receiving when being breastfed. The sensor is non-invasive and tiny and, paired together with an app, records useful data such as how feeds change over time, left / right balance, and how feeds compare with babies of a similar age.

Coroflo received a Feasibility Study Grant of €15,000 from Local Enterprise Office Dublin City to fund the first Coro prototype, allowing the company to test and enhance its core technology.

Coroflo expects to bring its product to market in coming months, and is preparing to launch in the UK in 2019.

Liberty Bell

A teal bicycle bell is mounted on a brown handlebar. The background is a wall with vibrant, abstract graffiti in shades of pink, orange, yellow, and blue. The number '18' is visible in the upper left area of the graffiti.

From Dublin to Colorado, Liberty Bell has been on an upward spiral since its inception. Liberty Bell is a field research platform, which uses smart bicycle bells and pedestrian wristbands to collect and map data on the experiences of cyclists and walkers. The platform captures often undetected or under-reported data, including both positive and negative incidents encountered while cycling or walking. This helps inform cities about where best to focus resources on reducing barriers to active travel. Cities worldwide are encouraging people to embrace active travel to reduce the costs of traffic congestion - economic, health and environmental.

Liberty Bell received a Feasibility Grant of €12,500 from Local Enterprise Office Dublin City and was also awarded funding from the Smart Dublin Small Business Innovation Research Cycling Challenge. the LEO's Technical Assistance for Micro-Exporters (TAME) grant, which part-funds the costs incurred in investigating and researching export markets

Liberty Bell won the international Bicycle and Pedestrian Challenge run by the Colorado Department of Transport and has been used in field research trials in Dublin and Finland, with plans to expand further in the coming year

usheru



75% of cinema seats go unsold. usheru is a tech company that specialises in analytics for the film industry. Its main product connects film marketing campaigns to the cinema ticketing process.



usheru received €40,000 in funding from Local Enterprise Office Dublin City. This included a Priming Grant, which helped the company to grow its staff team in its first 18 months; and a Business Expansion Grant, which helped usheru to transition out of the start-up phase.



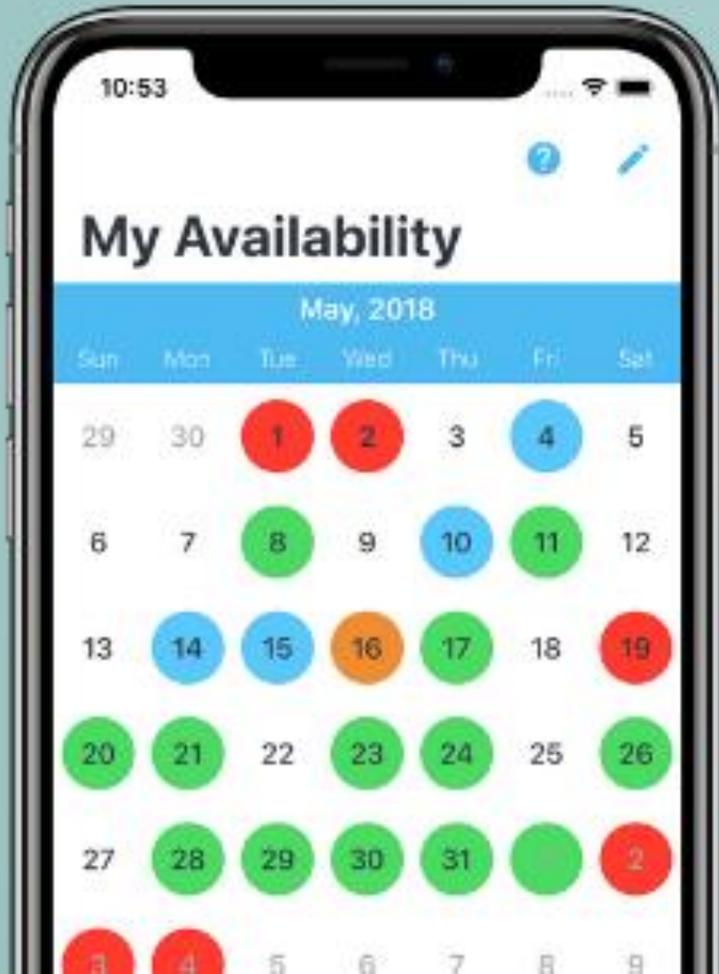
usheru



usheru is now operating in Dublin and London, and was a finalist in the Local Enterprise Office's 2018 National Enterprise Awards.

CliniShift

CliniShift is an online platform that connects hospital managers and the entire hospital staff to ensure each shift gets filled efficiently.



Since receiving funding of €30,000 from Local Enterprise Office Dublin City in 2017, CliniShift has opened two additional offices – in North America and the UK – and has won:

- The 2018 Bolton Trust Innovation Award - an annual competition for start-ups seeking investment;
- The 2018 digital DNA upstart competition, a European-wide start-up pitch competition; and
- Local Enterprise Office's Best Startup Dublin.

Founder Aimée Madden has also been nominated for a 2018 IMAGE Businesswoman of the Year Award in the 'Start-Up' category.



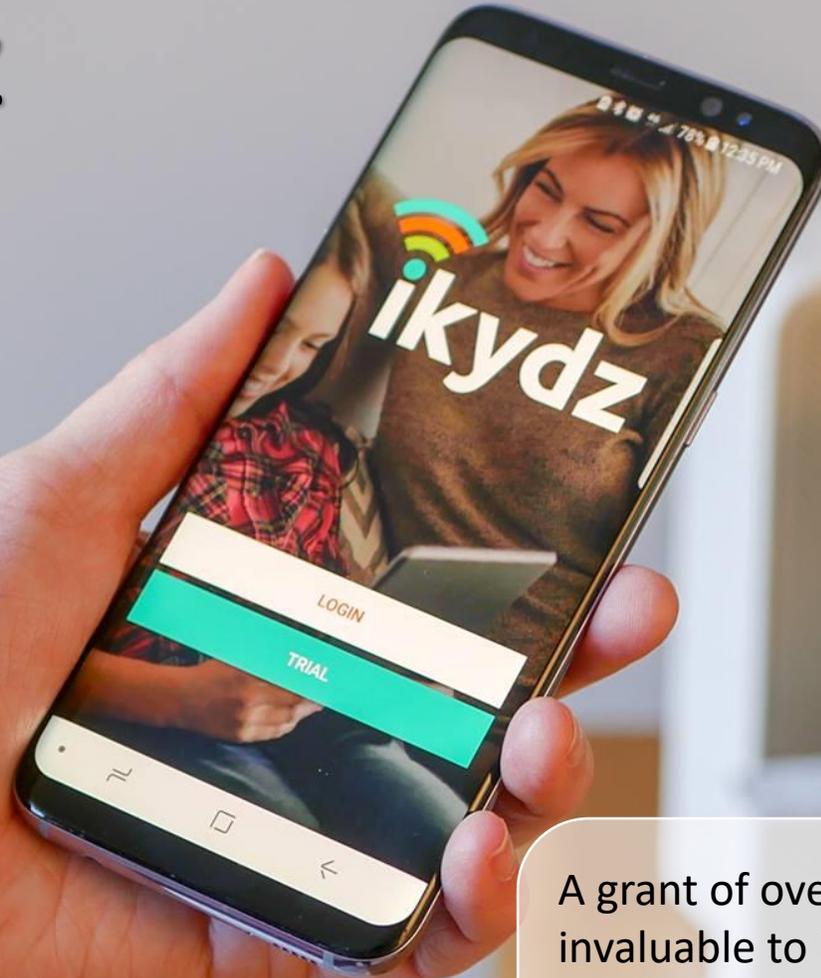
DwellDown



Founded in 2016 after a negative rental experience, DwellDown is a platform for renters to rate the standard of their accommodation, with the aim of increasing transparency in the private rented sector.

DwellDown received funding of almost €10,000 from Local Enterprise Office Dublin City, which went towards researching the viability of the business. In March of this year, DwellDown joined forces with property search website MyHome.ie to help renters tackle issues such as misleading ads and substandard accommodation being promoted in the current rental market.

iKydz



iKydz provides total internet control for parents for all in-home wifi connected devices, in addition to mobile phone connected 3-4G devices . It was founded in 2015 by John Molloy. A small device plugs into home modems and creates a new safe network for children. Parents then download the iKydz App and connect all their children's devices to the new safe network. The parents can then control access, and apply filters and internet schedules to their children's devices.

A grant of over €37,500 from Local Enterprise Office Dublin City was invaluable to iKydz in its first 18 months of existence. iKydz has since become an Enterprise Ireland-backed High Potential Start-Up; has developed a range of products; and unveiled the new iKydz smartphone at the 2018 Mobile World Congress in Barcelona. iKydz is currently deploying its service to a number of international telecommunications companies.

Komeer

Komeer is a secure two-way messaging service that saves schools up to 85 per cent on their communication costs, makes parents lives easier and provides a 24/7 Child Safety Alerts service.



Komeer provides communications, events, payments and GDPR solutions all in one system. To date, it has delivered over one million alert messages. Komeer is a LEO Innovation Investment Fund recipient and has been awarded funding of €25,000 to assist with business scaling and growth.



Bloom Magic is an e-commerce platform that offers luxury flower delivery to everywhere in Ireland and the UK.



A Priming Grant of €20,000 from Local Enterprise Office Dublin City enabled Bloom Magic to grow the team that proved a successful business concept in Ireland. A further €20,000 Expansion Grant will support Bloom Magic in its expansion to the UK.



Bloom Magic

BookGolf365

Founded by professional golfer Peter Lawrie, BookGolf365 moves the cost of golf bookings software away from a 'barter and payment model', funded by golf clubs, to a more democratic system, favouring the players.

Founded in 2016, BookGolf365 was awarded €17,500 under Local Enterprise Office Dublin City's 'New Frontiers' support package. This has helped accelerate the business and equip the founders with the skills and contacts to successfully grow the company. In May, 2018 BookGolf365 was endorsed by the Golfing Union of Ireland.



Understand more about your child's learning and development

Child Paths

Since receiving mentoring support and a Priming Grant of €20,000 in 2016, Child Paths has signed up thousands of paying customers, is currently looking to expand into primary schools and has been named as one of Bank of Ireland's ThinkBusiness.ie's 'Ones to Watch in 2018'. Child Paths is now taught as part of the curriculum in Ireland's largest further education college, Cork College of Commerce.

Child Paths helps childcare practitioners communicate more effectively with parents, and work quicker and smarter, eliminating the need for large volumes of paper records. The app also tracks and communicates to parents their child's attendance, food and medicines, activities, sleeping schedule, nappy changing, observations and milestones, as well as featuring an early intervention tool and curriculum.

Child Paths Childcare Software – Supporting Parental Involvement

In January 2018, patientMpower was named one of three overall winners at the IPF Catalyst Challenge in Chicago. The company took home a cash prize of \$333,000. In 2017, patientMpower had received funding of €32,250 from Local Enterprise Office Dublin City through a LEO Priming Grant and, subsequently, a Business Expansion grant.

patientMpower

patientMpower is a healthcare company providing digital therapies to people with lung and kidney disease to empower a better health outcome.



patient M power

empowering better outcomes

Olytico is a digital analytics tool, developed and founded by Stephen O'Leary and launched in 2009. Olytico mines all online information that's relevant to a particular brand, industry, product or topic and delivers concentrated, easy-to-understand reports with actionable insights.

In 2017, Olytico received the LEO Business Expansion grant, which helped the company develop during its growth phase. Olytico also received the Technical Assistance for Micro-Exporters Grant, which allowed it to explore new market opportunities. Olytico has provided services to clients such as RTÉ, TV3, BBC, The Washington Post, Fáilte Ireland, ESB and Liberty Insurance.



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With thanks to all of the companies featured in this report.



Further information about the Local Enterprise Office for Dublin City is available at:

www.localenterprise.ie/DublinCity



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