



Local Enterprise Office 
Making It Happen

Grow: RIVVAL

LOCAL ENTERPRISE OFFICE MONAGHAN HELPS RAILWAY ENGINEERING COMPANY STAY ON TRACK AND GO FURTHER

Making It Happen: Michael Murphy,
founder of RIVVAL

Those who travel by train may never consider it, but getting trains on track takes thousands of parts and processes operating in perfect sync.

Monaghan-based RIVVAL helps keep the show on the rails by supplying a huge range of railway signalling, traction and rolling stock products to rail operators in Ireland, Europe and around the world.

“Our products include anything that attaches to the track, along the track and into the control centre,” Michael explains.

“We manufacture and design products and solutions, including switch mechanisms, electrical connections, track circuits for train detection, signal points and gantries.”

Building a global business

Set up in 2004 by Michael Murphy following almost two decades working at a multinational railway engineering company, RIVVAL now supplies much more

than products. It also builds, assembles, installs and services railway equipment, provides 3D printing and offers signalling project management services.

RIVVAL employs seven and counts Irish Rail, Translink in Northern Ireland, and Network Rail in Britain as its main customers. The company is also targeting growth in mainland Europe and has customers as far afield as Hong Kong, Singapore, Thailand, Malaysia, Australia, India and China.

“The railway game is changing all the time,” says John McEntegart, Head of Enterprise with Local Enterprise Office Monaghan. “And RIVVAL is constantly upping the ante by moving up the value chain and meeting those challenges.

“They are operating in highly specialised niche markets and succeeding through constant innovation and an ability to see new opportunities and take advantage of them.”



Making It Happen: John McEntegart, Head of Enterprise with LEO Monaghan.

TOP TIPS FROM RIVAL

- It's vital to work with the Local Enterprise Office at an early stage to establish the correct supports to meet your needs, as these needs are different for every company. Each funding package has an approval process, so work early on with the Local Enterprise Office.
- Stay focused on your company's development plan and remember that any funding or support you access needs to be part of that plan.

Focus on service and innovation

RIVAL prides itself on being able to help railway engineers with any challenge. "They come to us for a solution, which might be a new product design or a service that improves existing processes," says Michael. That openness to new challenges is a hallmark of the company, says John, pointing out that RIVAL will create a product for customers if necessary. "The company is built on innovation," he says.

Partnering for growth

Supporting that drive to innovate has been a key pillar of Local Enterprise Office Monaghan's support for RIVAL, which was a National Enterprise Award regional winner and national finalist in 2019.

"It's been great working with the Monaghan LEO," says Michael. "The team there works continuously with our business on improvement and development opportunities. We've had some great support over the years and our business would have struggled to implement business improvements such as an ISO Integrated Management system without this support."

The firm received approval for Business Expansion Funding in 2018, which it used in 2019 to purchase new equipment.

Local Enterprise Office Monaghan also referred RIVAL to Intertrade Ireland, from which it received funding, and to Enterprise Ireland, which funded a consultant to mentor them.

Becoming Brexit-ready

With 50% of its business coming from UK clients, getting ready for Brexit was naturally a concern for RIVAL. "We did a lot of planning

for it with the support of Local Enterprise Office Monaghan," says Michael. "They have helped us with a Business Expansion Grant to grow and we have received support under TAME to go to a European rail event in Strasbourg and to go to the Rail Live trade fair in the UK."

"It's been great working with the Monaghan LEO. The team there works continuously with our business on improvement and development opportunities."

Michael Murphy, RIVAL

RIVAL also availed of other Brexit support programmes through Local Enterprise Office Monaghan, including a six-week training course in customs clearance.

Asking for help

Entrepreneurs inspired by RIVAL's continued growth should definitely engage with their Local Enterprise Office, says John.

"If you're considering setting up or growing a business, talk to us," he says. "We can help you access training, education and other supports. We also have an ezine that goes out every month with updates on training availability and what grant aid is available. We would encourage people to talk to us on a regular basis. We're here to help."

TOGETHER, WE CAN MAKE IT HAPPEN. TALK TO YOUR LOCAL ENTERPRISE OFFICE TODAY.

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Grow

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