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InterTradelreland

Who we are & what we do.

We are the only organisation which has been tasked by both Governments to boost North/South economic co-operation for the mutual benefit of Northern Ireland and Ireland.

We support SMEs across the island to identify and develop North/South trade and innovation opportunities. We do this through:

Business programmes

Research & statistics

Networks and partnerships

Our achievements and key facts.

25,000 SMEs have benefited from our cross-border information and advice

12:1 is our return on investment

5,000 SMEs have taken part in our all-island programmes

c€2.5bn

is the value of cross-border trade on the island

GENERATING

£650m

worth of trade and business development value

{ 3,000 }
Jobs

At a glance business support

Our range of cross-border business initiatives offer practical funding, information, advice and support to help SMEs.

Sales & Marketing

- Sales and marketing support - Acumen
- Sales development support for small business - Elevate
- Tender workshops, training and mentoring - Go-2-Tender
- Meet the Buyer events
- Trade accelerator voucher scheme for cross-border business advice on legal, financial and regulation issues

Innovation & Collaboration

- Company-graduate-academic partnership - Fusion
- Business transformation and strategic planning - Challenge
- Horizon 2020 supports - voucher scheme and information service
- Innovation events, workshops and masterclasses - All Island Innovation Programme

Equity Finance

- All-island Seedcorn Investor Readiness Competition
- Business Angel Networks and Syndicate groups
- Equity advisory service - one to one advice from our equity expert
- Venture Capital Conference annual event
- Business plan workshops, guides and events
- Regional Equity Advisory clinics
- Entrepreneurship master classes

Cross-Border Business Advice

Trade accelerator voucher scheme

- Get professional advice in areas such as:
 - market research, taxation & VAT
 - finance
 - employment law & HR issues
 - tendering
 - currency issues
 - regulatory issueswhen doing cross-border business
- Up to **£1,000** worth of expert advice available through our Trade Accelerator Scheme
- Download our 'Simple guide to doing cross-border business' from our website - publications

intertradeireland.com

Sales Development Support

- Elevate - Sales development programme for small business (less than 10 employees)
 - Up to **£5,000** worth of advice and assistance from an experienced market expert is available through 'Elevate'
 - Choose from a wide range of industry experts to help you develop a winning sales plan and kick start your cross-border sales

intertradeireland.com/elevate

Sales & Marketing Support

- Explore new cross-border markets and increase your sales
- Employ a full-time or part-time salesperson, get market research support or employ a high calibre sales & marketing graduate
- Up to **£15,000** funding available through 'Acumen Programme' to cover 50% of salary costs for the first year

intertradeireland.com/acumen

Collaborative Innovation

- FUSION is an innovation partnership between an SME, third-level institution in the opposite jurisdiction and a high calibre science/engineering or technology graduate
- 12 month/18 month project to develop products, services and processes
- Attractive support package through 'FUSION' to fund 50% of the graduate's employment costs and 100% of other eligible costs

intertradeireland.com/fusion

Public Tendering

All-island tender workshops, events and training support available to smes.

Find out how public sector organisations buy goods and services, who the buyers are, what they are looking for, how to prepare a winning tender and how to find new tender opportunities

Meet with some of the key public sector buyers at all-island 'Meet the Buyer' events.

Download the free Go-2-Tender iPhone app and android app to receive tender alerts from Northern Ireland, Ireland and the EU

intertradeireland.com/public-procurement

Tender Workshops Go-2-Tender

- Go-2-Tender is a workshop programme which aims to give your business the confidence, knowledge and practical skills to tender successfully for public sector contracts across the island
- The all-island public procurement market is worth approximately £10 billion and represents an untapped market opportunity for many SMEs
- Companies get two days of workshops and an additional 1/2 day mentoring for every company taking part
- Eligible participant companies can also apply for up to a further three days of mentoring from an experienced consultant to help with tender development, scoping potential markets and tailored advice and guidance

Tender Workshops Advanced Go-2-Tender

Advanced Go-2-Tender is a workshop programme aimed at smes with tender experience who need specific tailored support to increase their success in public sector contracts across the island

Companies get two days of workshops and an additional 2 days mentoring for every company taking part

Companies must demonstrate experience and capacity to undertake the course and potential tender pipelines

Pilot Tender Workshop

G-2-T Lite

- Go-2-Tender Lite is a pilot workshop for micro-enterprises (<10 'ees) giving confidence, knowledge and practical support to public tender novices.
- Half day workshop followed by one hour advice clinic /mentoring for every participant.
- Participants are then encouraged to develop tender know-how, look for opportunities and new potential markets.
- Partnership with Wicklow County Council & the Local Enterprise Office Wicklow

Public Tendering - Meet the Buyer Events

Ramada Hotel, Belfast – 22nd October
City West Dublin – 12th November

The aim of these events was to provide SMEs with an opportunity to engage with some of the key public sector buyers across the island as well as the main business support agencies.

Further details will be available on our website www.intertradeireland.com/public-procurement

Public Tendering - Consortia Facilitation

The aim of the service is to support smes who are considering collaborating for upcoming public tenders.

Smes must be experienced in submitting tenders and demonstrate commitment to working collaboratively.

Mentoring / Consultancy Support of up to 5 days is available.

Further details will be available on our website www.intertradeireland.com/public-procurement

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www.intertradeireland.com

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