



**MYRIAM CRONIN**  
**MANAGER**



**Nuálaíocht**  
**Innovation**





# Mission

**“ To identify, support and accelerate the development of UCC IP based start-ups, pre-start ups, spin-out and spin-in companies, translating research into commercially successful, export focused businesses ”**



# GatewayUCC – Facts at a Glance

**370 jobs**

created by  
**GatewayUCC**  
supported  
companies

**60**  
**Start-Ups**

primarily HPSU  
IP researcher lead  
companies

**40**

IP pre-startups  
through **SPRINT**  
**Accelerator**

**10**

Hotdesk  
Spaces

**€40m+**

investment  
raised both public  
and private

**24**

Business Units

**8**

Web Lab  
Units

**€22m+**

per annum  
in salaries to the  
local economy

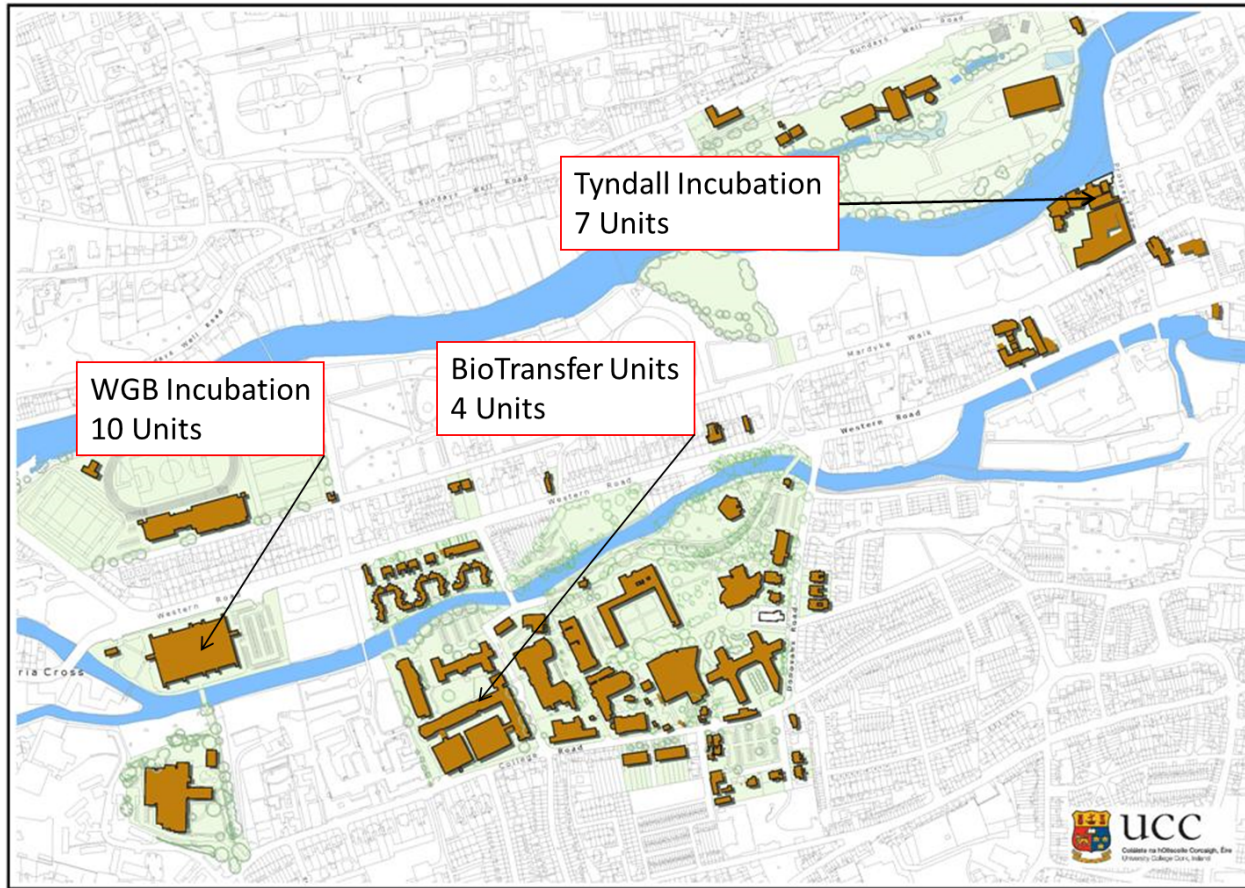
**100**

currently  
employed  
on campus in  
**GatewayUCC**  
Business  
Incubator  
companies

**€7.5m**

Tax return p.a.  
from jobs at  
**GatewayUCC**  
supported  
companies

## Gateway UCC Incubation Locations



- **1,300 sq metres**
- **24 Business Units**
- **3 Locations**
- **8 Wet Laboratory units + write up offices**
- **10 Hot Desks**





- **GatewayUCC *SPRINT* Accelerator Programme**
  - Launched February 2016 by Julie Sinnamon
    - CEO Enterprise Ireland
- Providing a backdrop for a University Wide Exposition of its entrepreneurship support initiatives



- The Launch of the GATEWAY **SPRINT** program is to support the Research community in UCC.
- Designed to support early stage start-ups, entrepreneurs and UCC-based researchers.
- The **SPRINT** Accelerator focuses on commercialization of UCC-generated technologies and routes to market.



## SPRINT Programme

- **10 researchers** and early stage companies, from cross campus disciplines
- **20 modules** and workshops,
- Over an **8 month period** and develops them from concept to pitching stage.
- Participants are also assigned an experienced Entrepreneur as mentor to work with business plan scoping and delivery.





- Early Stage Start Ups
- Working with **Seasoned and Successful Business** Mentors
- Working on a **GatewayUCC** developed programme
- Business Development Coaching
- Scaling and International Growth under the guidance of the **GATEWAY** Manager



- ***SPRINT*** is a unique Accelerator as it reaches back into the Research Centres such as
- **APC Microbiome Institute,**
- **Tyndall National Institute,**
- **INFANT**
- **INSIGHT**
- **MaREI**
- School of Medicine & Health,  
School Chemistry etc.



- **SPRINT** covers all the areas on this start up journey
- From idea stage to customer and product validation,
- From legal and regulatory requirements right through to development of business plan,
- Development of sales plan, route to market, funding strategy, pitching to investors and raising capital.



- **Identifies** pre and early stage companies and researchers working on cutting edge technologies and platforms,
- Gives the tools and **assistance** needed prior to spin out for the development of their business.
- Navigates the **business landscape** and introducing them to the **networks** and connections that can help them succeed.
- This typically happens **6 months to 2 years** prior to the spin out taking place. This has never been done before in the University



## Program Outline

Business Strategy Outline  
Product Validation  
Legal Responsibilities & Obligations  
Business Plan Development  
Customer Validation/Market  
Opportunity  
Brand Creation  
Channels to Market  
Funding Options/Strategy  
Pitching to Investors  
Building a Team ..... To name a few.....



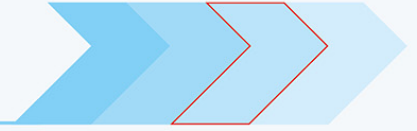
## Past Participants

*“Undoubtedly I have learned something useful in all of the modules. Hearing about their own business start-up experiences from the speakers has brought to my attention the areas that we need to focus on such as the need to identify our markets, route to market, the emphasis on high sales and how to retain customers, branding, etc., and potential pitfalls such as the need to protect our IP. “*

*“Advice regarding the legal side brought to my attention how to avoid potential conflicts regarding company partnerships.*

*Emphasis on agents with credibility and market contacts was not something I had thought about before. Thank you very much for organising the programme and for accepting my application to attend. I have learned a lot of useful information and being aware of potential stumbling blocks and also opportunities early rather than later, will undoubtedly be very helpful in our company start-up and development.”* **Audrey Michel, BioInfomatics**





The UCC **SPRINT** programme has provided an invaluable and refreshing opportunity to gain firsthand experience of startup entrepreneurship.

The personal lessons gained through the experiences of successful entrepreneurs are openly shared and discussed with the programme participants,.” **Conor O Shea, Skellig Surgical**



The best way to achieve success is to not make the mistakes of others and ***SPRINT*** with its tailored offering of sound business best practice and practical advice from those who have done it and lived to tell the tale is best positioned to do so.



**SPRINT COSTS THE UNIVERSITY €3500 PER PARTICIPANT**

**BUT IS FREE TO THE RESEARCHER COMMUNITY TO HELP UP SKILL AND ENCOURAGE COMMERCIAL THINKING AS A PATHWAY TO BRING CUTTING EDGE RESEARCH TO MARKET IN THE FORM OF NEW TECHNOLOGIES AND SERVICES**



## Gateway Supported Researcher Led Ventures

**Mairi Medical** - Cancer Research Project –  
Raised €1.8m in first round

**Food Choice at Work** – Epidemiology – Raised  
€600k+ and currently on a second funding  
round

**Exceedence Ltd** – MaREI Research Centre –  
Raised 800k+

**Methabolomic Diagnostic** – INFANT Research  
Centre – Raised in excess of €8.5m to date

**Atlantia Food Trials Ltd** – APC Research Centre  
– employing 50 people and turning over in  
excess of €5m p.a.