Civil Security and Defence R&D Prospects for an Irish SME

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Regional Smart Specialisation for the EU Defence Sector

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Overview

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Drivers of success for an SME

Challenges for an SME

Support for SMEs in Ireland

SME clusters related to defence in Ireland

EU SME policy support

Considerations for the future

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Where did we start?

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- Develops Government Security Solutions

- Participates in EU R&D projects

EDA Joint Investment Programme on Force Protection

Call on "Data Analysis, including Data Fusion from various Sources"

EUROPEAN DEFENCE AGENCY

MEDUSA NEC Enabler

D-FUSE

FP7 Security

SEVENTH FRAMEWORK PROGRAMME

virtuoso

SCIIMS

- Developed relationships with larger organisations in Defence and Civil Security

Isdefe indra VERINT POWERING ACTIONABLE INTELLIGENCE AtoS ARINC

CASSIDIAN AN EADS COMPANY BAE SYSTEMS THALES VITROCISET

Drivers of success for an SME

- Motivated to grow
- Be flexible and react to niche opportunities
- Support from national development agencies
- Collaboration in EDA / FP7 R&D projects
- Relationships with R&D partner organisations
- Partnerships with larger organisations as channels to market for R&D results
- Strategic management – constantly review opportunities
- Qualified personnel that are both commercial and technical minded

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Challenges for an SME

- Finding the right contact in a larger organisation that will support an SME in entering the supply chain
- Time and resource commitment - closing a supply order with a larger organisation can take time
- Getting started in EU R&D - from the initial proposal stage it can take 1-2 years for the 1st successful EU R&D project to start
- Payment delays in EU R&D collaboration projects

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Support for SMEs in Ireland

- Extensive support available from Enterprise Ireland (state agency for indigenous industry development)

For example:

- High potential start-up funding
- Innovation Partnerships
- FP7 proposal preparation support grants

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SME clusters related to defence in Ireland

- Agile opportunistic approach on civil security and defence sector
  - mixed group from industry and academia
  - sector is cross cutting and offers opportunities in a rapidly changing technology world for SMEs
- Geographic proximity to partners – not always important for e.g. ICT suppliers
- Micro-cluster planned around Digital Forensics (Dr Michael Murphy, Enterprise Ireland)
- IMERC - Irish Maritime and Resource Cluster (Lt Cdr Brian Fitzgerald, Irish Naval Service)

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EU SME policy support

- FP7 SEC / EDA Joint Investment Programme
- Excellent networking (knowledge transfer, ideas, new projects)
- Forming new collaborations
- Potential source of funding for innovation work we want to do anyway

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Key considerations for the future

EDA Joint Investment Programme R&D projects

- Opportunities post research should be followed up
- Support for participating SMEs to enter the supply chain in their niche areas

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Thank you!

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