

Small Business Innovation Research (SBIR) Ireland

IPA – Local Authority Heads of Information Systems Conference
October 11th 2017

Maria Gavin
Manager - SBIR Ireland

WWW.ENTRPREISE.IRELAND.COM

What is SBIR?

- *SBIR is a pan-government, structured process, enabling the Public Sector to engage with innovative companies*
- Helps the Public Sector address challenges
 - Using Innovation to achieve step function improvement
 - Sourcing external solutions to challenges
- Accelerates technology commercialisation
 - Providing a route to market
- Supports the development of innovative companies
 - Providing a lead customer/R&D customer
 - Providing funding & credibility for fund raising

WWW.ENTRPREISE.IRELAND.COM

SBIR Key Features

- Development contracts
 - 100% funded R&D – not grant!
 - SBIR Ireland operates under EU Pre-Commercial Procurement rules rather than state aid rules
 - Deliverable based rather than hours worked/costs incurred
- IP rests with Supplier
 - Co.'s own IP
 - Certain usage rights with Public Sector
 - Co.'s encouraged to exploit IP
- Reporting
 - 'Light touch'

WWW.ENTRPREISE.IRELAND.COM

Potted history of SBIR

- Created in US by Congress in 1982
- 11 Federal agencies participating
- Research budgets of >\$100m required to set aside a %
- 2017 requirement % is 3.2%
- To date \$43bn has been awarded by SBIR to small business
- Worth \$2.5bn annually, 160,000 awards granted, 10 patents per day
- 450,000 Engineers & Scientists involved = one of largest STEM talent concentrations in the world
- Other countries undertaking SBIR – Japan, Netherlands, UK originally launched 2001 re-launched 2009 (NI 2013, Wales 2013, Scotland 2015)
- Currently a strong momentum towards adoption & embedding of SBIR/SBRI

WWW.ENTRPREISE.IRELAND.COM

UK SBRI Healthcare 2012-16

- €69m total funds awarded
- 2015-16 alone £17.5m spent, 2016-17 £10.9m spend
- 224 contracts awarded to co's
- Over 5 years >788 jobs created or safeguarded
- Leveraged external Investment - £140m has been secured
- *Independent Health Economic Evaluations on 46 products has est. savings to the NHS of between £1-£2bn*
- 20 co.'s have reached market with validated technology based solutions meeting clinical 'unmet' needs – many more in pipeline
- SBRI Healthcare has run 31 competitions over last 4 years
- >1,265 applications assessed (2012-16)
- 135 patents, copyrights, trademarks & scientific publications applied/awarded
- 18 co.'s exporting products to international markets

WWW.ENTRPREISE.IRELAND.COM

SBIR in Ireland

- Strong Government Mandate
- Embedded in the National Action Plan for Jobs – Section Innovation
- Tasked to identify a pipeline of potential Small Business Innovation Research projects

WWW.ENTRPREISE.IRELAND.COM

SBIR Ireland launched July 2014 - 3 Projects

SBIR Ireland was launched in July 2014. To date, EI has successfully managed three pilot SBIR projects.

- 1) Collaborative project between ESB Ecars, SEAI and EI seeking smart technology solutions for Electric Vehicles (EVs) in shared access parking areas (July 2104)
- 2) Collaborative project with partners SEAI and EI to develop smart technology solutions to assist BER and users interpret the data and datasets available through the BER scheme (October 2015)
- 3) Collaborative project with Dublin City Council and EI to seek low cost, smart and innovative solutions to increase the number of people cycling in Dublin city (March 2016)

www.enterpriseireland.com

SBIR Ireland – SBIR Process of Selection

- €1m SBIR Ireland Fund
- 4 Thematic areas – Lifesciences/ Health, ICT & the Digital Economy, Smart Cities, Regional Collaboration
- Call for Eols (competitive) from Public Sector bodies late September 2016
- EI co-funding model no greater than €100k
- Aim - 5 funded SBIRs p.a. 2017 & 2018
- Criteria: 1) Potential to benefit citizens 2) Challenge/problem requiring improving/solving 3) Scope for innovation 4) Scope for Broader Market Potential 5) Value for money 6) Commitment to SBIR process 7) Sustainability

www.enterpriseireland.com

Key SBIR Ireland Dates Call 1

- SBIR Ireland Proposers Conference Sept 27th Call 1 launched seeking Eols - September 27th 2016
- Call closed November 4th 2016
- Assessment undertaken November 9th - Panel of 3-5 drawn from across the Public Sector (DEPR, DJEI)
- Assessment based upon Eols – additional info may be requested as points of clarification
- Projects to commence by March 2017

www.enterpriseireland.com

SBIR Ireland Proposals – Evaluation Outcome

- 29 Eols rec'd from 19 Contracting Authorities
- 10 projects approved – 12 Contracting Authorities
- Cork University Hospital, Irish Rail, Dublin Airport, Cork Airport, Grangegorman Dev Authority, Cork County Council, Donegal County Council, Dublin City Council, Kerry County Council
- EI Funding >€500k in total
- Variety of projects – see the following table
- SBIR Ireland dedicated website – www.sbirireland.ie

www.enterpriseireland.com

SBIR Ireland Call 1 – Projects Approved

Organisation	Project
Cork Airport & Dublin Airport	The complete story on Passenger Feedback in Real Time
Cork Airport & Dublin Airport	How to eliminate or significantly reduce wildlife activity in and around Dublin Airport, thus reducing the potential risk of strikes to aircraft
Cork Airport & Dublin Airport (with GDA)	How to facilitate the smooth transition of passengers with reduces mobility through Dublin Airport, including but not limited to autism, dementia, hearing impairment, vision impairment etc.
Cork County Council	Discover Your Day – Creating a dynamic itinerary for citizens and visitors
Cork County Council	Improve the quality of life of vulnerable, elderly or socially excluded people in Cork.
Cork University Hospital, Outpatients	Utilisation of Digital Technology to enable the health system to reduce DNA's
Donegal County Council (with Kerry Co Co)	Real – time sensing of tourism numbers in the rural County of Donegal.
Dublin City Council + 3 other Dublin Councils	Tracking the illegal dumping issues in Dublin City, South Dublin & Fingal County Council administrative
Dublin City Council	Low cost innovative solutions that can monitor and predict blocked gullies in high risk flooding areas of Dublin
GDA, Fingal Co Co	Smart wayfinding in an urban quarter
Irish Rail / Eireann / Irish Rail	The development of Innovative Warning, Pre-emptive Bridge Strike Systems
Kerry County Council (with Donegal Co Co)	Smart Tourism Management using ICT

www.enterpriseireland.com

SBIR Ireland What next?

- Required: Interested & willing CAs
- CAs with innovative problems – “unmet need”
- Dedicated resources & guidance
- Commit to process driven R&D
- Co-funding available

www.enterpriseireland.com

Q&A

Maria Gavin
Enterprise Ireland

sbireland@enterprise-ireland.com
<http://www.sbireland.ie/>