

Silicon Valley Global

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JOHN STANTON
Discusses "Open Innovation"



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Man with a Telescope



LIVING THE DREAM
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CLADDAGH RESOURCES
Talent on Tap



THE CONVENTION CENTRE DUBLIN
World Class Venue

JULIE SINNAMON

The New Face of Enterprise Ireland



Building A European Tech Cluster

Denis Collins, Chairman of the Board, it@cork, European Tech Cluster, discusses the role of innovation in driving growth.

This is an important moment for Ireland Inc. Global perception, economic recovery, national social fabric needs are being intensely debated across political and social lines. This is a good thing, and part of a healthy democratic system. In support of these critical national needs, innovation will be an integral part of driving a progressive political, economic, and social agenda. A robust dialogue about what real innovation means forms part of this discussion.

Innovation is not simply about a new invention where people can say “hey, that’s cool”. Innovation is about hard work, and the ability to take ideas, and lead for results. It’s a process that integrates the ability to identify good ideas, thought leadership skills to enhance, drive relevant change and collaboration, and most importantly, ability to deploy a tangible economic, academic, social or political result. It’s all about the results.

I have seen innovation deployed in many forms. My experience in global

leadership roles with IBM, various boards, and as Chairman of the Board of it@cork European Tech Cluster has provided me with a wonderful vantage point across global and local implementations.

From an IBM perspective, all successful companies are in the same business – the business of innovation. It is a risky venture. From start-up to multinational, the companies that sustain and grow are those that know how to create solutions to fulfill customer needs.

The world and industry is becoming more instrumented, interconnected, and intelligent. These improvements are allowing leaders and citizens alike to take advantage of these smarter systems for progressive ideas and implementation of solutions based on thought leadership, analytics, and address pressing problems.

This drives true innovation and a Smarter Planet, from helping Government innovate and streamline effectively, helping Ireland Inc businesses grow globally, supporting traffic or pollution control in Dublin, Galway SmartBay project, Water Management model in Cork, IBM Global Entrepreneur Program for start-ups among others.

As Chairman of the Board, it@cork European Tech Cluster, I have also seen an exciting Cluster model develop. The European Tech Cluster is an innovative organization. It is industry-led, comprised of 300 IT companies, driving more than \$300 billion of revenue globally, and \$1Billion in Ireland. Multinationals, mid-size companies and Start-ups – IBM, EMC, McAfee, McKesson, Dell, KPMG, Moog, GXP Systems, PFH, Smarttech, Supply.ie, Zartis Ourland.ie, Cameo, Initiate Events, among many others.

Regional roots, National impact, Global reach... innovation in motion.

This innovative vision is driving a collaborative team and strategy across industry, government, academia, for economic, social and academic results and it's working.

Economic results include Upstart model helping start-ups grow, where its first foray called Dealstart has already driven collaboration and deals between start-ups and multinationals. The Innovation That Matters program has also helped start-ups penetrate the Chinese marketplace.

From an academic perspective, the Adopt-a-School scheme has driven industry teaming with more than 30 schools and growing, helping national and secondary schools with investment and skills tools. Fit4Work is enabling university students to be prepared with communication and interview skills.

From a Corporate Social Responsibility (CSR) perspective, the Smarter Senses Program has teamed industry with Shine Ireland, helping pre-school autistic children for potential mainstreaming with technology,



investment and application development, and received the 2012 Outstanding Achievement Award for these efforts.

There are many other relevant streams in progress supporting innovation - Skillsnet education, annual Tech Summit, European Tech Cluster Leaders Awards, Tech Tuesday teaming events, the Executive Forum, Heads of IT among others.

This led to the European Tech Cluster being selected by European Union Framework 7 (FP7) for the BeWiser programme. This selection by the EU will enable investment and integration with other selected Clusters across Europe to collaborate, learn, and grow. We are also discussing

potential replication with Silicon Valley. We will drive this for further innovation. I believe the cluster model has significant innovation opportunities, and encourage aggressive investment and focus in this area.

I'm excited and positive about the future. Ireland Inc is an entrepreneurial and innovative nation that has made incredible impact across the globe in many ways, and has access to a powerful diaspora.

The timing is right to further accelerate relevant innovation and collaborative leadership for economic, academic, social, political results. Together, we can make an innovative difference.

Innovation. It's all about the results.