



Enterprise Ireland
Supports Directory

Helping Irish business go global

April 2024

 Enterprise
Ireland



On the journey with Irish business

Our mission

At Enterprise Ireland, we're here to help Irish businesses go global. From start-ups to multinationals, we support ambitious companies at every stage of their journey. Our work starts at home, helping to develop businesses so they can compete internationally. And, it takes us to every major global market, where our teams connect Irish exporters with opportunities that drive their growth.

Your journey

Your journey to becoming an international business starts with your ambition. To compete internationally, your product or service needs to solve a problem for international customers, and you need to innovate to keep up with their changing needs. It's essential to harness digital technologies while embracing sustainability. Additionally, your team needs the expertise to operate on a global level.

Your Enterprise Ireland team

Enterprise Ireland's team of specialist advisors, based both in Ireland and across our 39 international offices, work on a one-to-one basis with clients and offer personalised support at every stage of your business journey.

While approval for support is subject to factors such as state aid rules, our Development and Market Advisors are here to guide you through each step with the commitment to helping your business succeed.

The role of the

Development Advisor

Our Development Advisors are sector-aligned experts that partner with your business, helping to drive its growth and development. Their goal is to understand your business challenges and opportunities and help you to scale sustainably. Development Advisors work closely with you and the wider team in Enterprise Ireland to identify the right funding, advisory and capability supports, based on a strategic review of your business needs and stage of growth.

What you can expect

- A one-to-one, collaborative approach to helping you grow your business
- Tailored help to identify and apply for appropriate business supports
- Constructive, expert advice and guidance on your business growth plan



"I work with clients to help them identify their barriers to growth, and work with them to access the many supports available to help build successful international companies."

Michelle O'Grady, Senior Development Advisor

The role of the

Market Advisor

Our Market Advisors are based on the ground across Enterprise Ireland's international office network. With a deep understanding of their markets and industries, they can advise and facilitate the best approach to growing your international sales, including facilitating market study visits, and introductions to buyers and partners. Market advisors leverage a wide-reaching local network and work closely with clients to unlock opportunities that will accelerate your international market success.

What you can expect

- Direct introductions to international buyers and partners
- Strategic advice and insights on entering and growing in international markets
- Support to promote your business at international trade events or buyer visits



"I deliver strategic guidance, share local market expertise and facilitate introductions to global buyers to help Irish companies propel their international sales growth."

Patrick Stoetzner, Senior Market Advisor

We're here to help

Begin your journey by discussing your business and ambitions with our expert Development Advisors who can help address the potential challenges and opportunities at any business stage. From here, we are ready to help in a range of ways:



Capability Development

Helping you build business capabilities

To succeed in today's fast-paced world, businesses can't stand still. We offer management development programmes to help your business scale, raise capital and enhance capabilities in areas like innovation, digitalisation and sustainability.



Funding & Grants

Helping you fund growth

Growing a business is expensive. You may need to adapt your product or service, build your team or expand production. We can provide grants to help your business become more competitive or productive – and we invest directly in innovative start-ups that have strong international market potential.



Market Access

Helping you scale internationally

Entering and growing in new markets requires the right preparation and strategy. From conducting market research to improving digital sales and marketing – we can support you at every step. Our advisors in 39 international offices help clients to identify opportunities and provide direct introductions to potential customers and partners.

What you can expect on your journey with Enterprise Ireland

As an Enterprise Ireland client, you have access to a range of expert teams that work closely with Development Advisors to support your business ambition with in-depth industry knowledge.

It's your journey but we're with you all the way



Advice



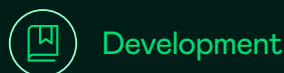
An unwavering commitment to helping you achieve your global ambition and overcome challenges along the way.



Expertise



Guidance on key initiatives such as lean, green and digital – based on a track record of helping thousands of businesses scale internationally.



Development



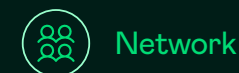
Learning and capability building to help your business stay ahead of the competition and grow sustainably.



Funding



Grants and investment to help your business grow in scale, reach and performance.*



Network



Access to global connections through 39 international offices and Ireland's enterprise and innovation ecosystem.

Accessing supports

Starting or growing a business can be challenging, but we're here to support you every step of the way. To avail of our supports, contact your Development Advisor for more information.

* Potential funding and funding percentages will be dependent on clients passing the various Value For Money (VFM) guidelines i.e.

- Ratio of Increased Export Sales to Enterprise Ireland Support (Minimum of 3:1)
- Benefit to Cost Ratio (Minimum of 1:1)
- Total Support per Existing and Projected Employee (c. €15K)

Regional Aid grant rates will be determined by location.

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Capability Development

Helping you build business capabilities

We're here to help you to build new capabilities or enhance existing ones. With changing market conditions, evolving technology and rising costs, business agility is key to responding to challenges and opportunities as they arise. A culture of continuous improvement should be a priority for businesses that want to scale internationally.

Our capability development supports include strategic transformational programmes and flexible short-term programmes to address business issues.

These are aligned with six key areas:



Leadership
& Scaling



Operational
Excellence &
Digital



Advisory &
Mentorship



Cashflow
& Strategic
Planning



Sales &
Marketing



Strategic
Policy
Supports

Leadership & Scaling

Enterprise Ireland delivers a range of customised leadership and capability building programmes and supports. They are designed to influence the leadership mindset and grow the ambition of Irish leaders, to sustain and accelerate business growth. For all our supports, visit www.enterprise-ireland.com

Leadership for Growth

[Learn more >](#)

How does it help:

This programme helps to equip business leaders with the visionary, strategic and innovative capabilities to scale sustainable companies on the global stage.

What is the offer:

Over the course of a year, ambitious CEOs embark on an immersive and transformational leadership development journey that involves world-class education, peer network development and learning, intensive personal and cohort coaching, business advisory and implementation support and the wider involvement and development of their senior leadership teams.

Business Navigator

[Learn more >](#)

How does it help:

The programme provides a data-driven structured approach to strategic development for leadership teams. Companies develop a simple and practical strategic growth plan to give clarity and direction for the achievement of growth ambitions.

What is the offer:

This 8-week online programme provides instruction, tools and templates to structure conversations and drive decisions in the leadership/management team. It involves three live online masterclasses, each followed by one-to-one consultancy from the programme provider.

Operational Excellence & Digital

Enterprise Ireland supports clients to achieve operational excellence and digital transformation. Through advisory services, grants, funding and skills development, businesses are enabled to improve processes and efficiency, and drive performance and productivity. For all our supports, visit www.enterprise-ireland.com

LeanStart

[Learn more >](#)

How does it help:

With LeanStart, your company can begin an Operational Excellence journey – by introducing Lean Thinking and Continuous Improvement practices in your operations.

What is the offer:

Up to 80% of eligible expenditure, up to a maximum grant of €5,000.

LeanPlus

[Learn more >](#)

How does it help:

LeanPlus funds projects that embed Lean practices to improve quality while reducing waste through staff engagement and empowerment.

What is the offer:

Up to 50% of eligible expenditure, up to a maximum grant of €50,000.

Digital Discovery Consultancy Grant

[Learn more >](#)

How does it help:

This grant encourages and assists companies in creating a strategic roadmap for their digital transition, involving activities such as exploring new opportunities and planning for an increasingly digital world.

What is the offer:

Up to 80% of eligible expenditure, up to a maximum grant of €5,000.

Digital Process Innovation

[Learn more >](#)

How does it help:

Support your company to develop new production or delivery methods in your operations – leading to greater operational effectiveness.

What is the offer:

Up to 50% of eligible expenditure, up to a maximum grant of €150,000.

Operational Excellence

[Learn more >](#)

How does it help:

This grant supports companies to address their competitive challenges and growth opportunities through a transformation project that includes investment into digital process innovation, new technologies and equipment, and training in the areas of Lean, Leadership, Innovation and Digitalisation.

What is the offer:

This grant offers support in 3 areas:

- Up to 35% of the cost of new equipment
- Up to €150,000 (50% of the cost) of a digital process innovation project
- 50-70% grant for training and management development

Advisory & Mentorship

Enterprise Ireland provides strategic guidance, expertise and access to a network of experienced mentors who assist in business development plans and identifying growth opportunities. For all our supports, visit www.enterprise-ireland.com

Mentor Network

[Learn more >](#)

How does it help:

This grant helps provide new, early-stage or established business owners with an experienced business mentor.

What is the offer:

Companies can get grant support towards the cost of a mentor for up to 10 sessions (to a total of €1,750).

Strategic Consultancy Assignment

[Learn more >](#)

How does it help:

This grant supports businesses to hire Strategic Consultants for business growth initiatives.

What is the offer:

Companies can receive a grant for up to €35,000 for long or short-term projects that focus on updating their strategy for greater efficiency and growth.



Cashflow & Strategic Planning

Enterprise Ireland assists in developing robust financial plans and managing cashflow to ensure clients have the necessary resources for sustainable growth. For all our supports, visit www.enterprise-ireland.com

Evolve Strategic Planning

[Learn more >](#)

How does it help:

This grant helps businesses to develop a strategic response to address business disruption.

What is the offer:

Up to €5,000 to support short-term projects that identify how companies can effectively respond to emerging threats and opportunities in the changing trading environment.

Marketing Support

From market entry strategies to product positioning and international networks, Enterprise Ireland offers marketing support and advice for reaching new customers and expanding market reach. For all our supports, visit www.enterprise-ireland.com

Strategic Marketing Review

[Learn more >](#)

How does it help:

This programme transforms senior management teams with a market-driven business strategy for rapid scaling and international growth.

What is the offer:

Companies can work with a consultant for 5 or 10-day engagements to address their sales and marketing challenges and opportunities.

Digital Marketing Capability

[Learn more >](#)

How does it help:

This support aims to improve your company's digital channel capabilities for business development.

What is the offer:

Up to 50% of project costs, to a maximum of €35,000, towards training in digital marketing strategy development.

Market Discovery Fund

[Learn more >](#)

How does it help:

This fund helps you to undertake market research and develop viable and sustainable market entry strategies.

What is the offer:

Up to 50% of eligible expenditure, up to a maximum grant of €150,000.

Market Research Centre

[Learn more >](#)

How does it help:

It provides businesses with access to a wide range of market intelligence to support informed decision-making and market expansion strategies.

What is the offer:

Access to comprehensive market data, industry reports, competitor analysis, and consumer insights to facilitate market research.

Policy and Ecosystem Engagement

Enterprise Ireland works collaboratively with the Department of Enterprise, Trade and Employment and the wider enterprise policy ecosystem that includes government, investors, research and educational institutions, industry associations and the private sector. The aim is to meet the needs of enterprises at all stages of growth and development – from new entrepreneurs to large Irish multinationals. For all our supports, visit www.enterprise-ireland.com

Work Permits, Government Consultations/ Submissions

[Learn more >](#)

Enterprise Ireland can work with your business to understand areas where you need support and connections across this ecosystem. This can include advice and support in areas such as work permits, input to government consultations or connections with key organisations. We are also frequently consulted by Government bodies to provide strategic input to policy matters and bring our clients' views together.

On an annual basis, we survey our clients on their business results and this data gives us a rich base of knowledge about benchmark levels of innovation and productivity that are used to inform policy and interventions with our client base.





Funding & Grants

Helping you fund growth

Enterprise Ireland provides clients with access to funding in order to start up and scale. We provide equity and grant funding for expansion, innovation, training, employment and capability building.



Employment Supports



Climate & Sustainability



Capital Funding



Start-Up Funding



Research & Innovation



Government Schemes

Employment Supports

Enterprise Ireland provides support for talent acquisition and workforce planning to ensure businesses have the right talent and skills to drive growth and competitiveness. For all our supports, visit www.enterprise-ireland.com

Key Manager Support

[Learn more >](#)

How does it help:

This grant provides partial funding towards the cost of recruiting a full-time or part-time Key Manager with skills that are critical to the future growth of your business. It also supports companies in attracting senior leadership by offering flexible work arrangements.

What is the offer:

Businesses can access up to €75k (50%) to cover costs for an employee earning up to €150K.

Employment Funding Support

[Learn more >](#)

How does it help:

Employment funding support can be provided to companies advancing projects with the potential to increase international trade.

What is the offer:

Grant support towards the recruitment of a minimum of 3 new employees over and above a company's base employment position, maximum grant per employee €15,000.

GradStart

[Learn more >](#)

How does it help:

This grant offers financial and practical support to assist businesses in effectively competing for graduate talent to embed innovative graduate capability and a broader skills base within the business.

What is the offer:

A 24-month placement to embed higher levels of graduate capability in your business, with financial support of up to €30k (€15k per year) or up to 50% of individual graduate salary costs, with a limit of up to three graduates at any one time.

Climate & Sustainability

Enterprise Ireland helps to develop and integrate sustainability plans and energy efficiency and decarbonisation initiatives, so businesses are positioned to reach net zero by 2040. For all our supports, visit www.enterprise-ireland.com

Climate Action Voucher

[Learn more >](#)

How does it help:

The objective of the Climate Action voucher is to help companies prepare a plan for the low-carbon, more resource-efficient economy of the future whether a company is starting out on their green transformation journey or has already started.

What is the offer:

An €1800 voucher to access up to 2 days of independent technical or advisory services and support.

Capital Investment for Decarbonisation

[Learn more >](#)

How does it help:

This grant supports companies to reach EU standards for environmental protection and achieve a higher level of energy efficiency. Specifically, it helps companies to decarbonise their manufacturing processes related to heat, through investment in carbon abating equipment and technologies.

What is the offer:

Grant aid is provided against eligible project costs, with a minimum of €20,000 and a maximum of €1m per project, depending on the size of the business.

GreenStart

[Learn more >](#)

How does it help:

This grant helps to improve environmental performance through greater resource efficiency. Projects can range from the implementation of a management and reporting system to understanding the carbon or environmental footprint of products or services.

What is the offer:

Up to €5,000.

GreenPlus

[Learn more >](#)

How does it help:

This grant supports medium-scale training projects that are facilitated by an external environmental expert, to develop a high level of environmental management capabilities, driving environmental efficiencies and achieving improved sustainability through improvement systems and frameworks.

What is the offer:

A maximum of €50,000 to cover up to 50% of the eligible project costs.

Energy Monitoring & Tracking Systems (EM&T)

[Learn more >](#)

How does it help:

This grant supports companies to implement energy monitoring and tracking systems to begin accounting for the carbon footprint of their activities. As part of the Green Transition Fund, the overall objective is to accelerate the decarbonisation of Irish enterprises.

What is the offer:

Up to €50,000 to cover 50% of eligible costs (up to €100,000).

Environmental Aid

How does it help:

The objective of Enterprise Ireland's Environmental Aid Support is to improve the levels of decarbonisation, energy efficiency, renewable energy generation, resource efficiency in client companies (undertakings).

The project must adhere to EU and national laws, following the "Do No Significant Harm" principle. Eligible activities are those that significantly and directly enhance the environmental performance of business operations or production processes.

What is the offer:

- Investment aid for environmental protection, including decarbonization. These types of projects concern investment aid for environmental protection, including aid for the reduction and removal of greenhouse gas emissions.
- Investment aid for energy efficiency measures. Energy efficient buildings to be included as part of transformational manufacturing process but not as a standalone support.
- Investment aid for the promotion of energy from renewable sources.
- Investment aid for resource efficiency and or supporting the transition towards a circular economy.
- Environmental studies and consultancy services on environmental protection and energy matters.

The grant aid rates depend on the size of the company and the specific nature of the project.

Capital Funding

Enterprise Ireland assists businesses to improve productivity and compete internationally through the successful adoption of appropriate business models and the acquisition of new and improved capital equipment. For all our supports, visit www.enterprise-ireland.com

Capital Funding Support

[Learn more >](#)

How does it help:

This support aims to assist client companies taking on a development plan to increase international trade through improving productivity and competitiveness. It can be used to support a Digitalisation journey as companies seek to invest in newer technologies and increased automation.

What is the offer:

10 to 35% of allowable capital costs, depending on the size and location of the business.

The grant aid rates depend on the size of the company and the specific nature of the project.

Research & Innovation

Innovation is key for future growth and helps your business to remain agile and ready to respond to any challenges that might emerge. Enterprise Ireland's Research & Innovation supports are designed to help your business leverage research and deliver impact. This includes boosting competitiveness, reducing costs, staying ahead of changing customer needs, increasing efficiency and bolstering capabilities to drive growth. For all our supports, visit www.enterprise-ireland.com

Innovation Vouchers

[Learn more >](#)

How does it help:

This programme helps businesses to build connections with Ireland and Northern Ireland's publicly funded Knowledge Providers (i.e. higher education institutes, public research bodies etc) to explore business problems and uncover opportunities.

What is the offer:

Access a maximum of three €5,000 vouchers and one 50-50 co-funded voucher.

Innovation Partnership

[Learn more >](#)

How does it help:

This programme encourages collaboration between Irish companies and research institutes, driving innovation, impactful change, and the development of new products, processes, and knowledge.

What is the offer:

Up to 80% of the cost of research work (up to a maximum of €200,000).
The optional IPP Feasibility Grant provides up to €9,000 in funding for the partnering research institute to scope out an IPP project.



Exploring Innovation Grant

[Learn more >](#)

How does it help:

This grant aims to support better planning of Research, Development and Innovation or international and 3rd level collaboration projects.

What is the offer:

Companies can access up to €35,000 (up to 50% of the costs) to explore an innovation project. The outputs should include a project plan that could form the basis of an application for R&D or other relevant funding from Enterprise Ireland.

Research, Development & Innovation Fund

[Learn more >](#)

How does it help:

The Research & Development Fund supports the innovation and development of new and/or improved products and services in order to grow sales and employment for your business.

What is the offer:

Companies can receive a grant covering 25%-50% of the cost of an eligible R&D or Innovation project.

IP Start

[Learn more >](#)

How does it help:

This grant supports companies in acquiring expert IP advice and support services for immediate IP needs, such as prior-art research, IP audits, and patent drafting and filing.

What is the offer:

Companies can receive a grant for up to €2,160 (80% of the total cost).

IP Plus

[Learn more >](#)

How does it help:

This grant supports companies to obtain external expert IP advisory services and build in-house capabilities that are needed to develop a comprehensive IP strategy.

What is the offer:

Companies can receive funding of up to €35,000 (up to 50% of the maximum project cost).

Horizon Europe

[Learn more >](#)

Enterprise Ireland leads the National Support Network team for Horizon Europe, which works with Ireland's researchers, innovators and enterprises to help them compete for and win funding to advance their research and innovation ambitions.

How does it help:

Horizon Europe is the EU's €95.5 billion funding programme for research and innovation. It is designed to support and advance scientific research, technological development and innovation to increase competitiveness and drive economic growth in Europe.

What is the offer:

Horizon Europe can help in a range of ways, including:

- Funding research and innovation through grants and collaborative programmes for researchers, scientists, universities and research organisations across Europe and worldwide.
- Addressing major societal challenges such as climate change, cancer, clean oceans and water, carbon-neutral cities and soil health.
- Promoting collaboration and partnerships among researchers, institutions and industry to facilitate knowledge sharing and exchange of expertise.



Disruptive Technologies Innovation Fund

[Learn more >](#)

How does it help:

This €500 million fund supports innovative projects that leverage disruptive technologies for business growth. The aim is to drive better collaboration between Ireland's world-class research base and industry. The fund is for clients of Enterprise Ireland, Údarás na Gaeltachta, IDA Ireland and research-performing organisations in the State that are collaborating on industrial research and / or experimental development in highly innovative projects addressing one of the six National Research Priority Areas: ICT, health and wellbeing, food, energy, climate action and sustainability, manufacturing and materials, and services and business processes. Participants can avail of funding by means of a competitive application process.

What is the offer:

- All projects should be seeking minimum funding of €1.5 million over three years.
- Each project should have at least three independent partners seeking funding from DTIF, including at least one SME and one other enterprise partner.
- SMEs can claim up to 50% of their eligible costs.
- Large companies can claim up to 40% of their eligible costs.
- Research organisations (including colleges) can claim up to 100% of the eligible costs (but can receive no more than 50% of the total DTIF grant aid per project).



Market Access

Helping you scale internationally

Enterprise Ireland supports Irish businesses to go global and helps them take a strategic approach to international growth planning. This helps to maximise procurement and scale in global markets, and is enabled by:



International
Network



Market
Research &
Insights



Trade Missions &
Trade Events



International
Promotion &
Client Showcase

Market access

Enterprise Ireland provides a range of support to help Irish businesses enter and scale in new markets. Enterprise Ireland's success relies on a deep understanding of the products and services of our client companies. We match this with global intelligence, regional market demands and trends and knowledge of international buyers.

Our international trade mission and trade event programmes, inward buyer visits and promotional activity are instrumental in supporting Irish companies to grow and scale internationally. For all our supports, visit www.enterprise-ireland.com

International Office Network

[Learn more >](#)

How does it help:

Our 39 international offices support you to increase your export sales in the global market.

What is the offer:

Our Market Advisors offer businesses vital market insights, business development support, market entry guidance and ongoing assistance in international markets. Our international network also provides valuable access to hot desks and office facilities for our clients.

Enter the Eurozone

[Learn more >](#)

How does it help:

Enter the Eurozone aims to open Europe's doors to ambitious Irish exporters via the development of a strategic Market Entry Plan.

What is the offer:

This is a 5-month sales accelerator programme assisting companies to enter new markets and build the capability to assess exporting opportunities.

Trade Missions & Events

[Learn more >](#)

Enterprise Ireland organises group trade visits, led by a member of government, to our major and emerging export markets. These visits can provide your business with opportunities for market expansion, market insights, relationship-building, promotional support, and access to resources that facilitate international growth and expansion.

We also organise networking events in various locations worldwide to enable clients to retain and build relationships with existing and potential customers and partners, facilitating business growth and international trade expansion.

International Promotion

[Learn more >](#)

Through our international digital marketing and promotional campaigns we showcase the best of Irish innovation to international buyers, helping to grow Ireland and our clients' international reputation.

Client Showcase

[Learn more >](#)

Our client showcase directory is promoted to international partners and showcases the breadth of clients' expertise, grouped by industry.

How can we help?

To learn more about our supports,
contact your **Development Advisor**
or call the National Enterprise Hub on
01 727 2100

For general enquiries, visit
www.enterprise-ireland.com
or call **01 727 2000**

