CRYSTAL VALLEY

PROUDLY CRAFTING TECHNOLOGY

THE TECH COMPANIES OF CRYSTAL VALLEY

2019 EDITION

IN ASSOCIATION WITH IDA Ireland

CRYSTAL VALLEY

PROUDLY CRAFTING TECHNOLOGY

Crystal Valley Tech is now the go-to Industry Tech group in the South East Region, showcasing and promoting the growing Tech Cluster which consists of both Irish and Multinational companies. Crystal Valley Tech also helps IDA Ireland to promote the Region and they have met with numerous companies as we continue to promote the South East Region as a destination for Tech.

Brendan McDonald,
South East Regional Manager, IDA Ireland

THANK YOU IDA IRELAND

Brendan McDonald, South East Regional Manager, IDA Ireland as well as the wider IDA Ireland Team were instrumental as advisors to Crystal Valley Tech when the new Industry Tech Cluster was being formed. IDA Ireland has been an ongoing source of support to Crystal Valley Tech and we are very grateful to them for supporting the printing of this booklet

CRYSTAL VALLEY

PROUDLY CRAFTING TECHNOLOGY

Larry Breen
Director, Crystal Valley Tech
VP Software, Routematch

Elaine Fennelly
CEO, Crystal Valley Tech

WHO ARE CRYSTAL VALLEY TECH

Elaine Fennelly - *CEO, Crystal Valley Tech*
Larry Breen - *Director, Crystal Valley Tech*
VP Software, Routematch

ADVISORY BOARD

Professor Willie Donnelly - *President WIT*
Pat Bruen - *Former General Manager & Financial Controller, SE2*
Donna Tilson - *Director of Data Insights, Sun Life*
Ciaran Cullen - *Director of Chamber of Commerce Waterford & CEO, Handheld Technologies Ltd.*
Ann Marie McSorley - *Founder & CEO, Veri*
Sandra Whelan - *Co-Founder & COO, Immersive VR Education*

Christine O'Neill - *Programme Co-ordinator*

www.crystalvalley.io
info@crystalvalley.io

CRYSTAL VALLEY

PROUDLY CRAFTING TECHNOLOGY

Giving a voice to the ever growing ICT community in the South East

A community of innovative, like minded companies committed to driving development, growth and policy within the ICT industry in the Southeast. We promote a regional reputation as a location of choice for the front runners in leading edge technology development.

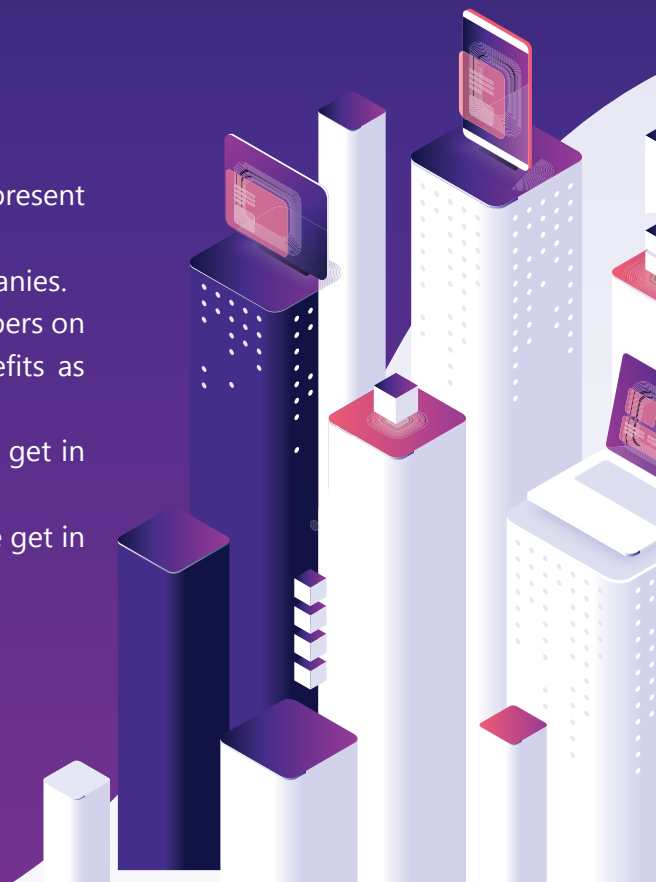
CRYSTAL VALLEY

PROUDLY CRAFTING TECHNOLOGY

- Crystal Valley Tech's Directors and Advisory Board represent companies across the South East.
- We represent Enterprise Ireland and IDA Ireland companies.
- Our member companies have formally joined as members on www.crystalvalley.io and in return receive many benefits as listed on our website.
- If you have an ICT company in the South East, please get in touch with us.
- If you are considering a move to the South East please get in touch with us.

SIGN UP NOW! If you have an ICT company

If you want to sponsor a Crystal Valley Tech Event
contact us - info@crystalvalley.io



CRYSTAL VALLEY

PROUDLY CRAFTING TECHNOLOGY

What we have achieved to date

On July 20th 2019 Crystal Valley Tech partnered with career zoo to bring 1000 professionals, mainly from Dublin to a recruitment event and tech summit in Waterford marking the 50 year celebration of the moon landing.

Achievements to date

- Successfully launched our website and LinkedIn page which showcase the tremendous work of our companies along with links to hiring pages
- Raised the profile of the Southeast and put the region on the map as a Digital Region
- Attended Jobs Fairs in Cork and Dublin with groups of Southeast Companies to show the strength of our cluster
- Awarded Enterprise Ireland funding
- Participated in SERSF's ICT Skills Survey
- Hosted WLR FM Radio Shows with an emphasis on Tech
- Launched Ireland's first Workplace Direct Portal with Bank of Ireland
- Showcased our companies in Tech Ireland's book "Innovation Nation"
- Held an R&D Tax Credits Seminar
- Started a Women in Technology Subgroup
- Helped individual candidates relocate to the Southeast
- Took part in national events eg. Cyber Ireland launch in Galway, Women in Design Steamworks at Boxworks, Ireland South East Development's Office - Relocate to the Southeast event in Dublin, Crystal Valley Tech open day in the Hatch Lab Gorey and the AI conference in Kilkenny
- Visited many companies to see what they do and how we can help promote them
- Assisted in connecting individuals with relevant contacts both inside and outside the region
- We continue to create and raise awareness nationally of our region as a Digital Region which is one of our most important and ongoing initiatives
- Sponsored and mentored in Techstars Startup Weekend
- Commenced quarterly Tech Leaders working lunch

raceIX

VISION WITHOUT ACTION IS MERELY A DREAM.
ACTION WITHOUT VISION JUST PASSES THE TIME.
VISION WITH ACTION CAN CHANGE THE WORLD.

Love boats? Been waiting for the game-changing technology you've seen in your phone and car to come across to your boating lifestyle? This one's for you!

Whether you go boating for family fun, fishing or watersports, we're about to truly rock your world. We're not just playing 'catch-up' with other sectors - we're taking your boating into a whole new era.

www.raceix.com

In Waterford, we have created a highly collaborative culture built on continuous improvement. We hire exceptional people from graduate level through experienced professionals who are eager to learn and share their knowledge with others. We offer a rich learning environment with real world training in technical and business skills and the opportunity to explore different career paths with many opportunities for advancement.

Dave Forristal,
Ireland Site Lead

SE2 provides the technology solutions that USA life and annuity insurers need to simplify operations, variabilise costs and bring new products to market fast. As a result of our ability to innovate, we have become one of the fastest growing technology and services companies in the USA Insurance Industry.

Contact us

SE2 Ireland Limited, IDA Technology Park, Butlerstown, Co. Waterford

HRIreland@se2.com

051 359300

Having access to a network of highly talented individuals with the drive to take tech to the next level has made our operations in the Crystal Valley region a phenomenal success.

Larry Breen, Vice President of Product

Routematch

Routematch is a leading software provider of passenger transportation and mobility technologies. We are committed to ensuring a world where accessibility, mobility and spontaneity are achievable for every rider and transit fulfills its promise to be the heart of every community.

Contact us

ireland@routematch.com

051 306 272

Veri

Veri streamlines and digitises the nightmare that is training compliance records. Currently on construction sites, hospitals and skills-based businesses, training requires a paper trail for historic and on-the-job training that is often chaotic but mandatory for regulatory audit evidence.

Veri replaces spreadsheets and paper forms. Its modular format ensures training delivery can be benchmarked to track quality, milestones, skills, feedback & outcomes in real time via a simple mobile app that can be customised to the company's internal training or external sub-contractor. This data is viewable in custom reports or as an aggregate in data analytics to remediate problems quicker and ensure a better return on training investment.

www.veri.ie **www.fioru.ie**

> *The availability of experienced tech personnel in the South East makes it a natural choice to locate a business. Add quality tech companies and their willingness to engage and collaborate with other local companies means there is a bright future ahead for the Crystal Valley region.*
>
> ***Shane Barron, CTO***

Contact us

Veri, Kilkenny Research & Innovation Centre,
Burrell's Hall, St. Kieran's College, Kilkenny

sales@veri.ie
01 906 0969

Sun Life

Sun Life Financial is a leading global financial services organization with 150 years' experience. We provide a diverse range of wealth accumulation and insurance products. We are based in Canada, the U.S., the U.K., Ireland, Hong Kong, the Philippines, Japan, Indonesia, India, China, Australia, Singapore, Vietnam, Malaysia and Bermuda. In our Waterford office we provide software development, business administration and a technical service desk to our North American, Canadian and International divisions. Established over 19 years ago in Waterford, Sun Life Financial has grown significantly and now employs over 400 employees.

Over the years, attracting high calibre IT and Business professionals has contributed to the growth in headcount but also demonstrated the capability to lead and influence the success factors in the US business to service its clients.

Contact Us:

Sun Life Information Services (Ireland) Ltd.
Unit 324, IDA Industrial Park, Cork Road, Waterford

051 333 300

www.sunlife.ie

Life's brighter under the sun

Scurri has the most innovative offer

- We've been first to market more often than any competitor
- The best team with industry leading service scores
- Unbeatable carrier integrations & UK coverage
- We have the most dynamic product
- We release new code daily, which is unprecedented

Scurri

Scurri connects and optimises your online ordering, shipping and delivery. It's a dynamic platform & API designed to be simple, effective & adaptable to your needs. Absolutely essential software for anyone selling online.

We talk about 'connecting commerce' as Scurri adds value at multiple stages along the eCommerce journey: from helping get the purchase over the line in the basket, to selecting the most effective delivery option for each package, creating accurate labels, tracking the packages, and running analytics to deliver insight so we are continually helping improve the entire process for our clients.

Contact us

Scurri, Common Quay Street,
Ferrybank South, Wexford

sales@scurri.co.uk
051 596 044

IMMERSIVE EDUCATION

LEARN THROUGH EXPERIENCE

Immersive VR Education Ltd is a multinational award winning virtual reality software company dedicated to creating quality educational experiences for all students. Virtual reality is a new industry, and the benefits both inside and outside the classroom are only now being discovered. Our vision for the future is to see virtual reality become a staple tool for education and we strive to produce quality experiences that demonstrate this. CEO, David Whelan, says, "Our work is nothing short of a total disruption to the entire education market; the use of VR/AR is the biggest change in education since the introduction of computers."

Contact us

Immersive VR Education Ltd,
Unit 9, Cleaboy Business Park, Waterford

info@immersivevreducation.com
051 585 837

emagine

BRAND | WEB | VIDEO | VR

Contact Us

Emagine, 21 William Street, Waterford City, Waterford

waterford@emagine.ie

051 364 040

Emagine is a digital creative agency specialising in experiential storytelling for the tourism and heritage sectors.

Using the power of the latest immersive technology and cinematic storytelling techniques, we have just launched the new 'Gates of Hell' experience in Wicklow Gaol. Emagine are the proud creators of award winning projects such as 'King of the Vikings' VR which became a turning point and a case study on how tourism and visitor experiences should be delivered in Ireland.

We create the highest quality content for commercial and creative projects. With highly-skilled in-house production teams we identify the message, create the mood, develop the narrative and communicate a real story thus fostering emotion, wonder and empathy within seconds.

Emagine will transport your audience to places they could only dream of and immerse them in scenarios at points in time, whether that be the past, present and even the future.

BLACKNIGHT
SOLUTIONS

Blacknight is Ireland's leading web hosting company and ICANN-accredited domain registrar. Based in Carlow and 100% Irish-owned, Blacknight provides innovative solutions to more than 84,000 customers in 130 countries, with dedicated servers and colocation, a comprehensive range of Microsoft Windows and Linux-based hosting plans, domain name registration services, email, productivity and digital marketing tools.

Our success is built on leading-edge technology, backed up by international partnerships and an enviable reputation for customer service and support. We operate data centres in Carlow and Dublin and are certified to ISO 27001 for information security management systems.

www.blacknight.com

Contact us

Blacknight Internet Solutions Ltd., Unit 12A,
Barrowside Business Park, Sleaty Road, Graiguecullen, Carlow

059 918 3072
sales@blacknight.com

eishtec

Challenging the Standards of Service

Eishtec's reputation as one of the UK & Ireland's most innovative service providers allows us to compete on a global stage. Strategically located across Ireland & the UK and staffed with highly skilled agents, our four state of the art centres allow Eishtec to be agile and responsive to clients' ever changing service needs. This is delivered through our absolute focus on process, delivery, insight and analysis.

> *Our mission is to be the best. To excel in achieving our clients business outcomes through aligning our processes to deliver excellence in customer experience. Our location in the south east has allowed us access a highly qualified and engaged workforce - the backbone of our success.*
>
> ***Brian Barry, Owner***

Contact us

Eistec, Unit 2, Cleaboy Business Park,
Old Kilmeaden Road, Waterford, Ireland

info@eishtec.com
051 337 800

spearline

Spearline's pro-active testing service identifies critical outages across global customer-facing contact numbers such as Toll / Toll Free. With Spearline's SAAS service, organisations all over the world have the ability to identify in real time if contact numbers are failing to connect or experiencing audio quality issues. Spearline provides a full range of end-to-end testing solutions for large enterprise customers including Manual, Automated, Mobile and Hybrid IVR testing.

We are delighted that some of the world's greatest brands are using Spearline and getting great business benefits. This year we anticipate impressive growth and we continue to invest in the platform to ensure it offers customers outstanding value.

Liam Dunne, Sales Director

Contact us

TSSG, ArcLabs Research & Innovation Building, WIT, West Campus, Carriganore, Waterford, X91 P20H, Ireland

sales@spearline.com

086 383 4105

When companies and third level institutions work together, they become a powerful engine for innovation and economic growth. Such collaborations in the South-East region have given rapid rise to new synergies and transformed industries whilst also informing the Institutes of Technology of the current needs of commercial contractors like CipherTechs.

Paul Power
General Manager - Ireland

CIPHERTECHS

CipherTechs EU MSSP - Managed Security Service Provider - offers both proactive and reactive support packages to assist clients with the operation and the monitoring of cyber security controls that protect corporate assets. Expertise is available in many security control technologies to produce fast, reliable, actionable outcomes. CipherTechs operates two redundant (failover) Security Operations Centres on a 24/7 basis.

Contact us

CipherTechs EU Ltd., Hebron House,
MacDonagh Junction, Kilkenny City, Ireland

contact@ciphertechs.eu

056 77 80033

ireland website design

Ireland Website Design - Helping Retailers Unlock The Potential Revenue In Their Businesses Since 2010.

Our team of strategists, designers, writers, developers and marketers are dedicated to crafting unique online experiences for our clients.
We specialise in fresh, modern, creative and user-friendly eCommerce websites that are supported by innovative digital marketing strategies that connect our clients to their customers.

www.irelandwebsitedesign.com

Our mission is to provide the best end user experience by developing the best online experiences for our clients. We're a proud Waterford company working hard to help other businesses perform in the competitive online world. We strive to help our customers grow and empower their businesses with modern technology. In an ever-changing online world, our company is committed to innovation and progress. Waterford is the perfect place for this!

Abbygail Wood

Contact us

Ireland Website Design, Unit 12D,
Six Cross Roads Business Park, Waterford City

info@irelandwebsitedesign.com
051 393 524

We're thriving in fabulous Kilkenny. Why? Because some of the smartest minds in technology love life here. Together TransferMate, Immedis, & Taxback are developing innovative technology solutions for the world's biggest brands including Uber, Google, Harvard, Wells Fargo & Canon. Do you have what it takes to bring us to the next level? If so, we'd love to hear from you.

Terry Clune
CEO and Founder of
Taxback Group

Taxback Group

Taxback Group is a collection of global companies that delivers focus driven, digitalised solutions to simplify the complexity of global business.

Established in 1996, Taxback Group is headquartered in Ireland and employs over 1500 staff across 33 countries.

www.taxbackgroup.com

Contact us

- Taxback Group, IDA Business & Technology Park, Ring Road, Kilkenny
- info@taxbackgroup.com
- 056 77 83400

WATERFORD
TECHNOLOGIES
Email & File Compliance Solutions

Waterford Technologies are experts in compliance and storage management for email and file data (unstructured data). We enable organisations to deliver the power of information to those that need it, get more value from their email and file data, build deep insights, and meet best practices for compliance and legal risk mitigation. Our cutting-edge technology helps prepare a company's data for data compliance regulations such as GDPR and MiFID II.

www.waterfordtechnologies.com

Our success in developing cutting edge technology has been fuelled by a talented and dedicated workforce here in the South East. Waterford Technologies is committed to innovation, progress and best in class results for our clients.

Lorcan Kennedy
Chief Commercial Officer

Contact us

Waterford Technologies, Confederation House,
Cork Road, Waterford, Ireland

051 334 967

SNAPSIM

SNAPSIM is a smart analytical platform designed to provide meaningful real-time data on employees' leadership capabilities for top managers and HR professionals and a fully autonomous learning and development process for employees.

SNAPSIM was founded with a simple goal: to fuel people with the knowledge and skills they need to impact business results. We are a small, high-performing team based in the sunny South-East of Ireland. This location allows us to enjoy the high quality of life, stay focused on our product and work with our clients.

Yan Fedyanin, Managing Director

Contact us

Snapsim, 24 Queen Street,
Tramore, Co. Waterford

hello@snapsim.com

+353 (0) 51 347 600

The South East of Ireland is where I have chosen to build startups. I've experienced success with FeedHenry and nearForm. Now with Voxgig, my latest, as in all cases, our location was not a weakness but a strength. Great community, internationally experienced people who want a better quality of life and the embrace of remote-working make the South East a vibrant emerging tech hub.

Richard Rodger, CEO

voxgig

Voxgig is a SaaS conference and event company located in Waterford, Ireland with a remote international team. Our solutions help equip speakers, organisers, and exhibitors with the tools they need for the very best event creation, management and experience. Through our employment and business practices, we are also fully committed to supporting diversity and social inclusion in the South East.

Contact us

Voxgig, Boxworks,
40 Patrick Street, Waterford.

hello@voxgig.com

Technical Support Services

CGM, LLC is a software development firm that designs, develops and delivers software systems and outsourced solutions to Telecom Service Providers.

CGM Ireland provide quality assurance, testing and support development activities for CGM's online enrolment and auditing systems.

CGM had been developing software in the U.S. for several years and when the need arose to open an additional centre, Ireland, and Waterford in particular, seemed the best fit for our company. Waterford provides a strong combination of access to resources, stability of job force and technical infrastructure.

Ger Kehoe, General Manager, CGM Ireland

Contact us

CGM Technical Support Services,
ArcLabs Research & Innovation Centre,
WIT West Campus, Carriganore, Co. Waterford

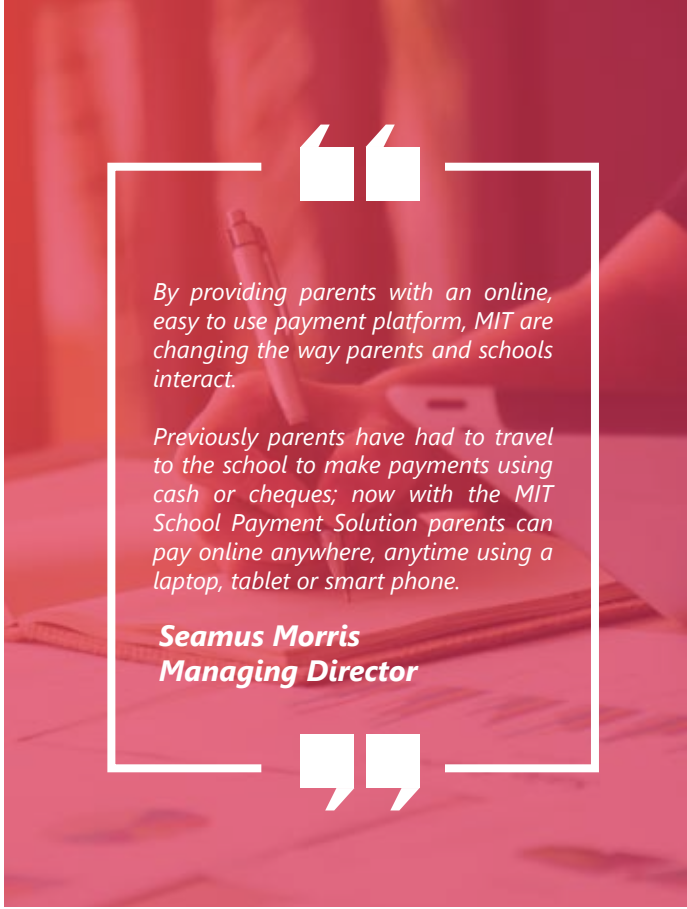
gerard.kehoe@cgminc.com

051 306 346

MIT EDUCATION SOLUTIONS

MIT Education Solutions provide secure, user-friendly school payment solutions for parents and students. Our online platform allows parents to make anytime, anywhere payments from any device, making it easier for them to pay school fees and trips in real-time.

Our mission is to create 21st century EdTech solutions that enhance the ways in which parents and students can interact with their schools.



By providing parents with an online, easy to use payment platform, MIT are changing the way parents and schools interact.

Previously parents have had to travel to the school to make payments using cash or cheques; now with the MIT School Payment Solution parents can pay online anywhere, anytime using a laptop, tablet or smart phone.

Seamus Morris
Managing Director

Contact us

MIT Education Solutions, Arclabs Research Centre,
WIT West Campus, Carriganore, Waterford

sales@mit.ie
051 834 151 051 834 153

LIQUIDEDGE

LiquidEdge is a platform that transforms customer engagement in public venues into valuable real-time personal conversations by leveraging customer insights derived from the WIFI network, bringing WIFI into the heart of sales and marketing.

Contact us

Liquidedge,
ArcLabs Research & Innovation Centre,
WIT West Campus, Carriganore, Co.Waterford

sdavy@liquidedge.io

051 845 680

Artificial Intelligence

Our brain has immense learning power. What if we focus all this in a specialised domain free from all distractions? Mimicking the brain learning process, scientist developed Deep Learning algorithm enabling the machines to make smart decisions. The ever-increasing computational power along with the advancement in algorithm is helping us develop predictive models for wide range of applications.

www.seqome.com

SEQOME

SEQOME is a Deep Learning Framework for Developing Predictive models. The platform has been successfully applied to Genomics, Healthcare, Drug Discovery and has potential to be used for a wide range of applications. It uses state of art technologies for feature identification, optimization of learning parameters, network pruning and cross validation. The framework is equipped with APIs to seamlessly integrate with existing IT infrastructure, Health Informatics systems, Diagnostics Lab and a wide range of existing systems.

Contact us

SEQOME Ltd. Innovation House,
Main Street, Tramore, Waterford.

info@seqome.com

051 583 348

Red Hat

Red Hat is the world's leading provider of open source, enterprise IT solutions delivering a comprehensive portfolio of products and services that are trusted by more than 90% of Fortune 500 companies. The Waterford site specialises in the design and development of products and solutions for Red Hat's hybrid cloud portfolio. With strong links to Waterford Institute of Technology, the CoderDojo movement and a number of local schools, Red Hat is a multinational with a local feel.

www.redhat.com

We are excited to play our part in the technical renaissance that is taking place in the South East region. The talent pool and cultural diversity here are the perfect complement to Red Hat's open source community ethos.

James Mernin
Director of Engineering (Cloud Services) and Site Lead, Red Hat

Contact us

Red Hat, Communications House,
Cork Road, Waterford

051 810 111

aphex

Engineering Pharma Excellence

"Delivering innovative consultancy, resourcing & software solutions to the global life sciences industry. Aphex adopts a cooperative approach to problem solving, providing our clients with services and technology backed by our industry experts with a first-class knowledge base. We bestow our clients with lean, innovative & compliant engineering solutions"

ArcLabs, Carriganore, Co Waterford
info@aphex.ie
www.aphex.ie
051 572 170

save on card payment processing

ÍOCsave is the largest Irish owned, independent card payment processing company in Ireland who take pride in supporting SME's across Ireland. Because we know the issues Irish business face at the moment, we provide a more cost effective solution to small and medium businesses in Ireland. Our industry leading payment technology provides full contactless payments in addition to building a long term beneficial solution in providing payment solutions.

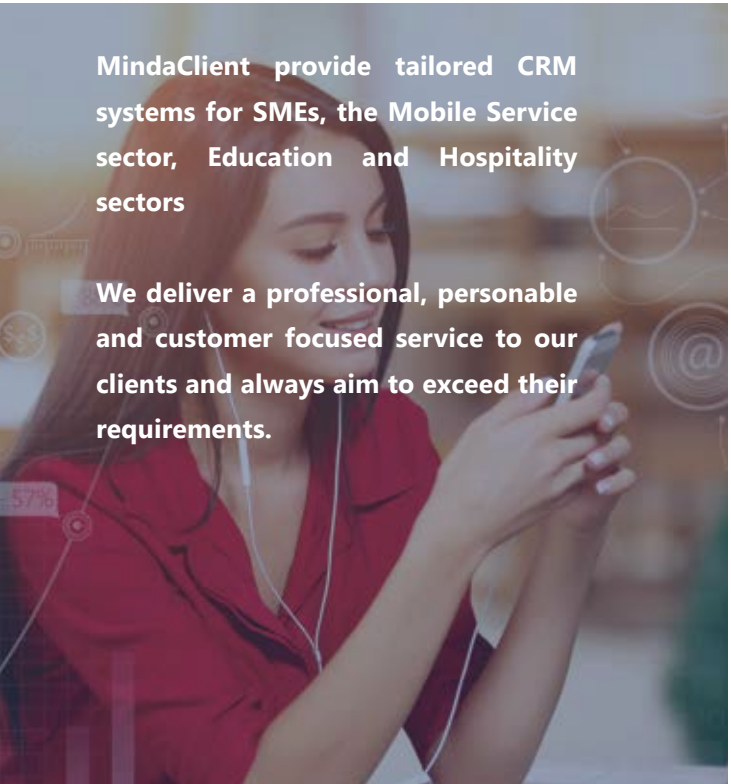
www.iocsave.com

Contact us

Iocsave, ArcLabs Research & Innovation Centre,
Carraiganore, Co. Waterford

info@iocsave.com
01 254 8883

mindaclient



MindaClient provide tailored CRM systems for SMEs, the Mobile Service sector, Education and Hospitality sectors

We deliver a professional, personable and customer focused service to our clients and always aim to exceed their requirements.

We have been operating in the Crystal Valley region for 16 years. We pride ourselves on our personal customer service. Much of our service is delivered over the cloud but if we need to meet our clients, from our base in Kilkenny, we have access to 80% of the population in less than 2 hours.

www.mindaclient.com

Contact us

Mindaclient, 11 Patrick Street,
Kilkenny, Ireland

hello@mindaclient.com

056 77 20873

As one of the longest established software companies in the South East we have always believed that it is imperative that we attract and develop highly skilled staff to ensure we continue to grow and contribute to the prosperity in the region. I believe the momentum gained by Crystal Valley Tech since its inception will help progress the local economy and employment in the region even further.

Liam Curham, CEO

DATAWORKS®

redefining possibilities

Dataworks have helped leaders in the Life Sciences deliver better outcomes through Digital Transformation for over 24 years. We continue to grow through the high demand for our Software Development, Validation Services and Managed Services offerings.

We understand the processes in the medical device and pharmaceutical industries, and we know how to apply the right technologies. Our systems empower teams to work more effectively, equipping you to operate faster and smarter.

For you, this leads to better outcomes for your customers, patients and your team.

Contact us

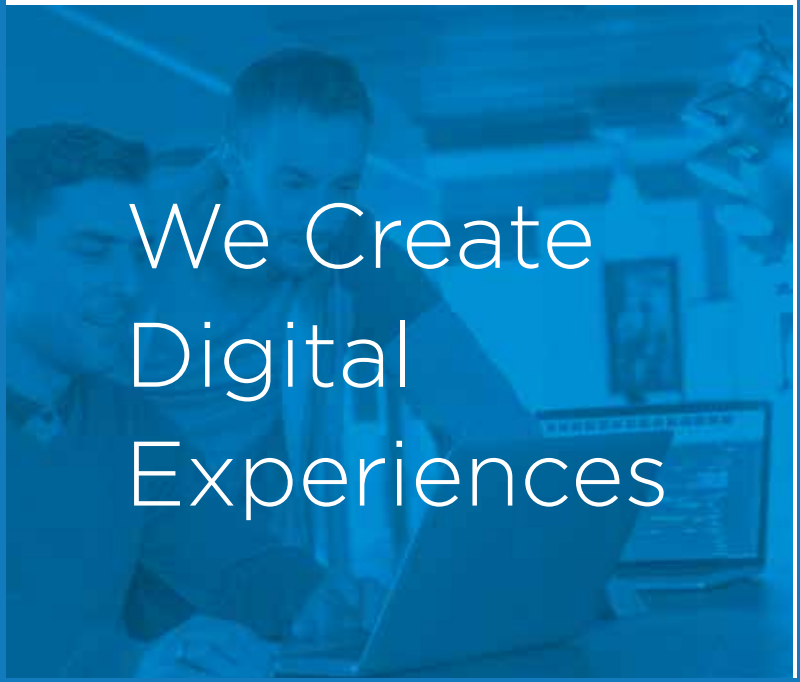
Dataworks, Unit 4i,
Six Cross Roads Business Park, Waterford, Ireland

info@dataworks.ie

051 878 555

media helm

Web | Brand | Photo | Video



We Create Digital Experiences

Responsive Web Design

We produce dynamic websites that respond effectively in multiple environments & devices

Identity & Print Design

Design & print of modern touch-points that engage audiences with fresh ideas

Commercial Photography

Imagery that captures a professional quality & reflects the value of products & services

Online Video

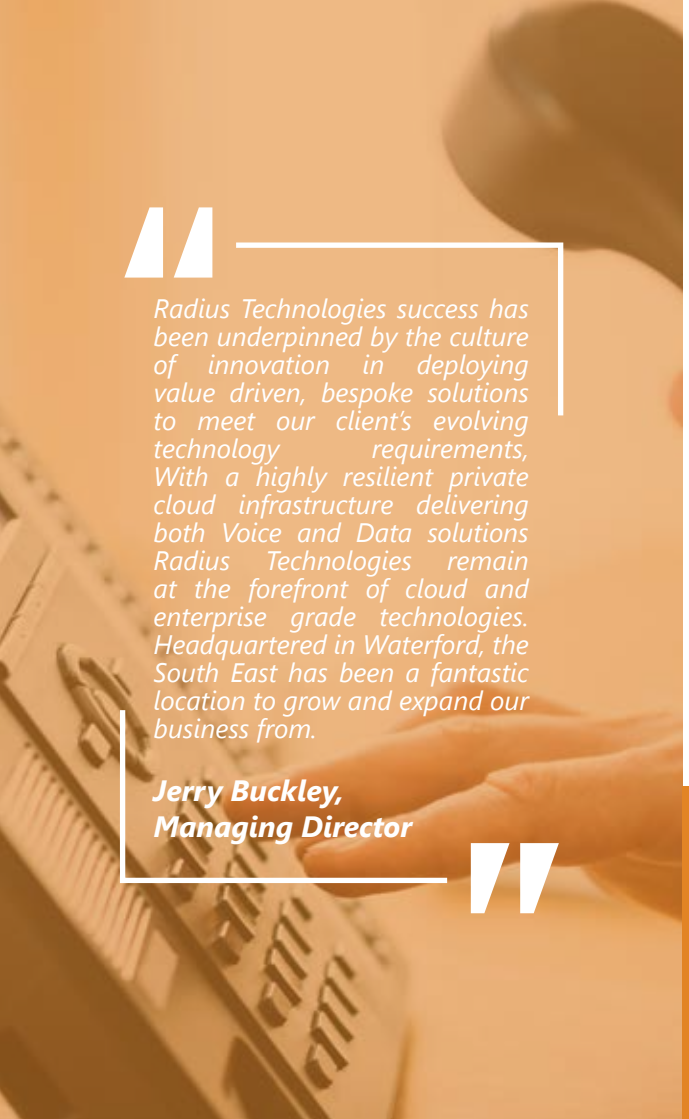
Implementing video into your website can be a very effective way to tell your story online

Boxworks, 40 Patrick St. Waterford

info@mediahelm.ie

www.mediahelm.ie

051 364 333



Radius Technologies success has been underpinned by the culture of innovation in deploying value driven, bespoke solutions to meet our client's evolving technology requirements, With a highly resilient private cloud infrastructure delivering both Voice and Data solutions Radius Technologies remain at the forefront of cloud and enterprise grade technologies. Headquartered in Waterford, the South East has been a fantastic location to grow and expand our business from.

Jerry Buckley,
Managing Director

radius.ie technologies
Unified Communications

Radius Technologies provides managed private cloud environments, outsourced helpdesk services and unified telecoms solutions (cloud and on premise) to companies throughout Ireland. Services range from cabling, connectivity and system management to cyber security auditing and business continuity planning, Radius deliver the cross platform skills to pull it all together. Multi-site and geographically separated businesses are a speciality. In business for over 21 years, Radius has office in Waterford, Cork and Dublin.

Contact us

- Radius, Unit 1A, Esker Business Park, Six Cross Roads, Waterford
- Unit 4A, Fota Point Enterprise Park, Carrigtwohill, County Cork
- info@radius.ie
- 1890 592 500

HOSTINGIRELAND®

Hosting Ireland has been providing domain name registration and hosting services to small and large business in Ireland for over 15 years. Our mission is simply to provide world class hosting services and solutions, along with real value for money and the very best in customer support. Hosting Ireland is fully ICANN Accredited and an Accredited Registrar for .ie and .eu domain names and a Channel Partner for .uk and .co.uk domain names. So you can register your domain name securely and in confidence for you or your business. We specialise in all aspects of hosting, delivering everything from cloud web hosting to cloud servers and dedicated servers. In addition, we provide a website builder package, email hosting, email back-up, spam filtering, anti-virus protection, SSL Certs, e-commerce solutions and much more.

www.hostingireland.ie

Contact us

Hosting Ireland, Deltona House,
Six Cross Roads Business Park, Waterford

051 843 464 01 902 0020
info@hostingireland.ie

NearForm

NearForm builds software that integrates digital technology into all areas of a business, helping our clients to improve the way they operate and the value they bring to their customers. From our HQ in Tramore, Co. Waterford and with multi disciplinary teams distributed around the world, we service an impressive list of global businesses across multiple industry sectors. We can transform a client's online platform to be much faster, more agile and deliver a transformative experience for their customers.

www.nearform.com

Contact us

Nearform, Tankfield, Convent Hill,
Tramore, Co. Waterford

01 5143545

ireland@nearform.com

niggle.ie

Niggle is a cloud based job management system that makes it extremely easy to capture, control and complete the never ending list of small and medium jobs that need to be done on a daily basis.

WWW.NIGGLE.IE

With Niggle, we spend more time working on jobs and less time managing them.

Facilities Manager, Waterford

Contact us

info@niggle.ie

051 272 111

HCS Business Solutions

working smarter with IT

HCS Business Solutions provides Outsourced & Managed IT Services, Bespoke Software Solutions, IT System Upgrades, Managed IT Security, Managed Telecom Services and Microsoft Cloud Services to a variety of businesses of all sizes throughout Ireland. As Microsoft Gold Partners, HCS Business Solutions specialise in delivering Microsoft Cloud Services, such as Office 365, SharePoint and Azure.

HCS Business Solutions partners with Irish businesses to digitally transform their processes and to help them work smarter with IT. By leveraging the power of IT, HCS Business Solutions provides the tools they need to succeed in business, within a perimeter of intelligent security solutions ensuring their business is protected against modern cyber threats.

www.hcs.ie

> *As Microsoft's preferred partner in the South East and having previously been a finalist at the worldwide partner awards, HCS have the proven credentials to provide cutting edge technologies and solutions in a cloud-first, mobile-first world.*
>
> ***Neil Phelan, Director***

Contact us

HCS Business Solutions, Unit 4B,
Cleaboy Business Park, Waterford

enquiries@hcs.ie
051 595 200

TRIPWIRE

Tripwire is a leading Irish installer of a wide range of security solutions, automation and parking systems. Our technical knowledge and expertise allow us to use modern technologies to integrate these systems together in a seamless and scalable fashion.

WWW.TRIPWIRE.IE

With technology developing fast our aim is to continually keep abreast of emerging trends and innovations to enable our customers to benefit. Having access to high quality tech people in the Crystal Valley Region is a major help for us to reach our goals.

Kevin Moriarty, Technical Director

Contact us

Tripwire, Unit 101,
Sixcross Roads Business Park, Waterford

info@tripwire.ie

051 374 988

We are doing business in an exciting time, with innovation in technology driving the global ecosystem. ServisBOT is proud to play a role in stimulating and supporting innovation, collaboration and economic growth within the fast-growing community of Waterford.

Cathal McGloin,
Founder & CEO

SERVISBOT

The ServisBOT Conversational AI Platform provides a suite of tools and services that enable businesses to easily build chatbots, virtual assistants and natural language solutions, improving inbound and outbound customer and employee engagement across the organization and across all channels (web, mobile, SMS, social, smart speakers, voice and IVR). The platform is built on an enterprise-grade architecture that supports centralized security, integration and deployment. This ultimately leads to superior customer experience and better business outcomes.

Contact us

ServisBOT, Arclabs Research Center,
Carriganore, Waterford

+353 (76) 6805 170

www.servisbot.com

StitcherAds

StitcherAds is a Facebook & Instagram Marketing Partner, enabling retailers to automate data-fueled campaigns for optimal performance. Clients across the globe work with StitcherAds for its omnichannel marketing capabilities, data processing technology, pre-to-post campaign optimization, creative automation and customizable reporting. StitcherAds' growing team in Waterford, London, New York City, Austin, TX and Cape Town is working toward a single mission: fueling innovation and growth in the social advertising space.

www.stitcherads.com

Our Waterford-based development team is dedicated to delivering first-class advertising solutions and usability. We've been first to market with several game-changing features. StitcherAds is looking to build on its momentum as a tech innovator by continuing to source top talent within the Crystal Valley.

John Stacey, Head of Development

Contact us

StitcherAds, Unit 1A, Esker Business Park, Six Cross Roads, Waterford

waterford.office@stitcherads.com

unitec
Accessible Expertise

Unitec are an international technology company with offices in both Ireland and South Africa. Our extensive range of IT services and solutions includes Managed IT Services, Unified Communications, Cloud Services, Network Infrastructure, Consultancy, Data-Centre, Security Services, IT hardware and software supply. At Unitec, we are greatly renowned for our provision of technical expertise in a manner that is accessible by all our clients – Accessible Expertise. We have gained this status through our continuous delivery of expert advice and superior service to all our customers. Unitec work with the world's leading technology companies including Microsoft, Lenovo, Dell, Vmware, Cisco and Fortinet.

www.unitec.ie

Contact us

Unitec, Carrigeen Industrial Estate, Clonmel,
Co. Tipperary (Entrance Tesco Roundabout)

0818 222 132
www.unitec.ie

ProVision Vehicle Cameras is Europe's leading provider of Fleet Risk Management solutions and the creators of CameraMatics. CameraMatics turns your fleet into a smart fleet. ProVision take fleet tracking and add vehicle and driving data. We layer real-time alerts plus live and historic video. We combine vehicle walkaround and accident reporting apps and finally, connect it all to our powerful cloud platform. CameraMatics provides instant access to your fleet data and status, anytime, anywhere on any device.

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Contact us

01 960 3030
www.ProVisionCameraMatics.com

sedicii

Sedicii's multi award winning technology allows two parties to prove to each other that they both have exactly the same information without having to share it. An individual can assert their identity to the required level, keep their personal data private and receive value for the use of their data.

Sedicii technology enables improvements to operational efficiency and security for enterprises and organisations who now, under GDPR legislation, have a legal obligation to securely manage that personal data.

IDENTITY WILL POWER THE NEXT WAVE OF BUSINESS INNOVATION!

Sedicii is pioneering a growth strategy based on our patented Zero Knowledge Proof Technology that will transform how personal data and data privacy is managed across the world. We want to leverage the highest calibre technical expertise the Crystal Valley region can offer to create a company that delivers exceptional value and results for our customers.

Rob Leslie, CEO

Contact us

Sedicii, ArcLabs Research & Innovation Centre, WIT West Campus, Carriganore, Waterford

051 302 191

www.sedicii.com

THIMBA MEDIA

The nature of Thimba Media is that the business engages in performance marketing and lead generation mainly within the iGaming and FinTech Verticals. Thimba attracts large amounts of users from multiple online and mobile marketing channels and directs them to the groups B2B customers which are predominantly iGaming and Financial technology operators.

Growing Your Business Is Our Business!

VISION:
Create market leading products and solutions that grow our clients' businesses by cultivating excellence in our people and their ideas.

VALUES:
- *Honesty and Integrity*
- *Ownership*
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- *Growth*
- *Achievement Through Talent & Hard Work*
- *Diversity*
- *Collaborative Team Work*

Contact us

Thimba Media, Patrick Street,
Waterford, Ireland

info@thimbamedia.com
www.thimbamedia.com

Our motivation to give our best every day comes from this core purpose: we challenge conventional thinking and innovatively use all our resources to drive positive change in the lives of our stakeholders and communities across the world.

John Kelly, Centre Head

Tech Mahindra
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We are Tech Mahindra Business Services. We are here to deliver a high quality and enjoyable experience to your customers. As experts in end-to-end customer relationship management, our people are experienced in connecting with customers through great experiences. Our strength lies in the fact that we don't just manage calls, we handle emotions and expectations with sensitivity, while our focus on the commercial aspect also helps make these customer relationships more profitable for you. Our people capability is enhanced by strong data, technology know-how, operational excellence and strategic analytics, ensuring attentive and positive experiences that leave your customer truly connected to you.

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Tech Mahindra, IDA Waterford Business and Technology Park, Butlerstown, Cork Road, Waterford, Ireland

01 486 6539
www.techmbs.in

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Distilled is the leader in online marketplaces in Ireland. We operate three iconic Irish online brands, **DoneDeal.ie, Daft.ie** and **Adverts.ie**

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careers@distilledsch.ie

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structure101

Structure101 is a leading developer of codebase visualization and specification tools. Thousands of customers worldwide use Structure101 products to bridge the gap between software architecture and code, dramatically improving developer productivity.

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Structure 101,
Dunmore East, Co. Waterford

info@structure101.com
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Lismore, Co. Waterford, P51 H01X, Ireland.

058 48456 sales@tqsintegration.com

Source BioScience has continuously developed and expanded over the years, resulting in further investment and employment in the South East. We pride ourselves in quality, turnaround times and communication with our customers, which in turn has strengthened our reputation among the pharma community

John Calvo,
Site Manager, Source,
BioScience Ireland

Source BioScience

With over 30 years` experience working in the GMP regulated field of Stability Storage, Source BioScience offers a complete service. Whether you are looking for Stability Storage, Microbiology & Sterility testing, DNA Sequencing or Stability Storage equipment, Source BioScience can meet all your needs as a trusted partner. Located in Tramore, Co. Waterford, Source BioScience is your one-stop-shop for pharmaceutical services catering for both national and international customers. Additionally Source BioScience have sites in the UK and USA to meet your global requirements with significant benefits to a global partnership.

Contact us

Riverstown 5, Riverstown Industrial Estate,
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051 338435

sales@sourcebioscience.com

www.sourcebioscience.com

Motoklik is empowering confidence in Motorsports through Artificial Intelligence and patent pending technology. We're automating suspension set-up, solving a problem that affects 9 in 10 racers, with the ultimate goal of becoming an OEM supplier.

www.motoklik.com

Contact us

ArcLabs Research and Innovation Centre,
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086 161 1189
jens@motoklik.com

Branch Network
CONVERTIBILL®

In 2011, companies in Ireland had little, or no access to bank credit, working capital and other credit facilities. Banks weren't lending and thousands of companies were suffering badly. However, we could see that with the capital they needed, they would succeed. Banks would not provide this. Using our proprietary platform, Credebt Exchange®, we could reconcile the requirements of businesses' need for working capital with investors' appetite to support these businesses for a secure return. To date, businesses the breadth of the country have flourished using Convertibill® and recommend it to other businesses. Businesses in all sectors from manufacturing, retail, distribution, construction and retail use Convertibill® because it provides the trade finance they need on their terms. Rowland Smithers and Gillian Walsh, a Waterford native, are managing the South East Branch and looking forward to making a positive impact on the region.

Convertibill provides tech business finance in the South East that funds growth

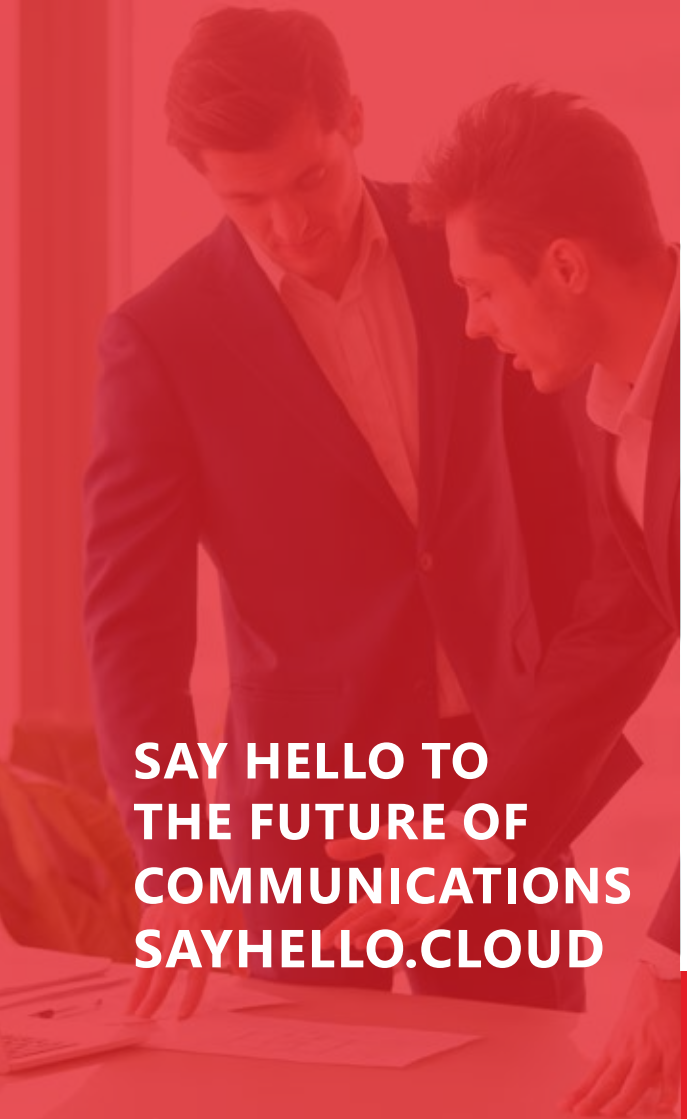
Rowland Smithers

Contact us

rowland.smithers@convertibill.com

051 550095

www.convertibill.com



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We are a cloud based platform offering a suite of tools that create a world class sales or support service allowing a business to sell globally. Say Hello's suite enables live voice calls directly from a web page. "Hello engage" combined with "hello CEP" offers real time customer engagement, identification, tracking and combines CRM data integration.

"hello telecom" provides a full VoIP telecom solution combining virtual phone numbers globally. It provides opportunities for businesses to scale. Being cloud based, there are no hardware costs and remote working is provided for.

Unum is a US Fortune 500 company that provides Life, Income Protection and Supplementary Health Insurance products to the US, UK and Polish markets. Unum Ireland was established in Carlow in 2008 as a Centre of Excellence for strategic software development and support. We have over 140 highly skilled and innovative employees who play a vital part in initiating, developing and maintaining critical business applications.

www.unum.ie

UNUM – BETTER BENEFITS AT WORK

Contact us

Unum Ireland, Merchant House, Shamrock Plaza
Tullow St, Carlow, R93 E4E3

go'connor@unum.com
059 9178100

Kyckr

Kyckr provide corporate data for KYC, AML, and risk mitigation globally. Kyckr provide data on corporates and associated persons, such as shareholders, directors and ultimate beneficial owners. Kyckr technology is used globally for validation and verification of existing corporate books, corporate on boarding and the automated refresh of corporate information via real time alerts as information changes. Kyckr data is sourced and delivered in real time, from legally reliable sources including over 200 corporate registers from around the world. Of the top 50 banks in the world, 35 access Kyckr Services.

www.kyckr.com

Kyckr provide award winning, commercially proven products for the authentication of businesses globally. We have developed API's and cloud-based decision engines for Best in Class KYC due diligence and customer on-boarding. Our products offer a significant competitive edge to our customers with automated data cleansing, remediation and on-going monitoring that dramatically improves customer on-boarding timelines.

Ben Cronin - CEO, Kyckr Ireland

Contact us

Kyckr, ArcLabs Research & Innovation Centre,
WIT West Campus, Carriganore, Waterford

051 306 282

info@kyckr.com

ERRIGAL

Errigal is a leading technology company providing software applications to manage, monitor and report on a large range of devices including Distributed Antenna Systems (DAS), fiber, power utilities and smart meters. At Errigal, we pride ourselves in creating an environment where our staff can thrive and reach their full potential. We embrace new technologies and tools to help us deliver top quality applications and services to meet our customers' needs.

www.errigal.com

The last few years have seen phenomenal growth for Errigal. This has been achieved by access to a wealth of talent, from graduates to experienced professionals, here in the Crystal Valley region.

Eileen Dillon, Director of Engineering

Contact us

Errigal, 10 Wallace House,
Canada Street, Waterford

info@errigal.com
051 301 743

As a niche producer of software solutions to the food, microbrewery, warehouse and facilities management sectors setting up in the Crystal Valley allows us to reach our customers throughout Ireland and Europe.

Ciarán Cullen,
CEO, Handheld Technologies Ltd

HandHeld.ie

Handheld Technologies Ltd provide high tech software systems for a mobile workforce that captures and distributes data from handheld devices. This gives managers real time visibility to track, monitor and control sales of variable quantities, stock levels, prices and discounts. Our software simplifies complex mobile processes, eliminates paper procedures and enables you to easily track and trace stock and sales.

Contact us

Handheld Technologies Ltd,
Waterford City Enterprise Centre,
Waterford Business Park, Cork Road, Waterford
www.handheld.ie

Tucr.io is a financial technology company with a mission to help people budget and pay for the moments that matter most in their lives. Through our payment platform we help our clients to grow revenue by enabling them to offer their customers flexible payment options at their point of sale, spreading the cost of purchases over multiple payment installments.

Contact us

Tucr.io, Fumbally Exchange,
Viking Triangle, Waterford

info@tucr.io
051 364 012

Over the past 10 years a start up ecosystem has developed in Waterford which has benefited Kollect. We've also been able to tap in to the highly skilled, educated and experienced work force in the south east which has allowed us to double our team each year since 2016

John O'Connor, CEO

kollect.ie

Kollect's business model is similar to Uber, the on-demand taxi platform, but instead of moving people, Kollect moves waste. Our mission is "creating simple ways to get all waste collected and recycled globally, innovating in customer service". Simple means that customers find us easily through search, receive a quote for the job, a date for collection and the ability to book and pay online. Customer service is not a department, it's the backbone of our company.

www.kollect.ie

Contact us

Kollect.ie, Unit F4, City Enterprise Centre,
Waterford Business Park, Cork Road, Waterford

info@kollect.ie

051 364 495

flexiwage
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Flexiwage is an employee financial wellness application which enables employees to determine their own pay schedule with up to weekly frequency without impacting an employers payroll process. Employers currently processing weekly consolidate to monthly processing saving up to 75% on Payroll Administration without union issues or impacting employees.

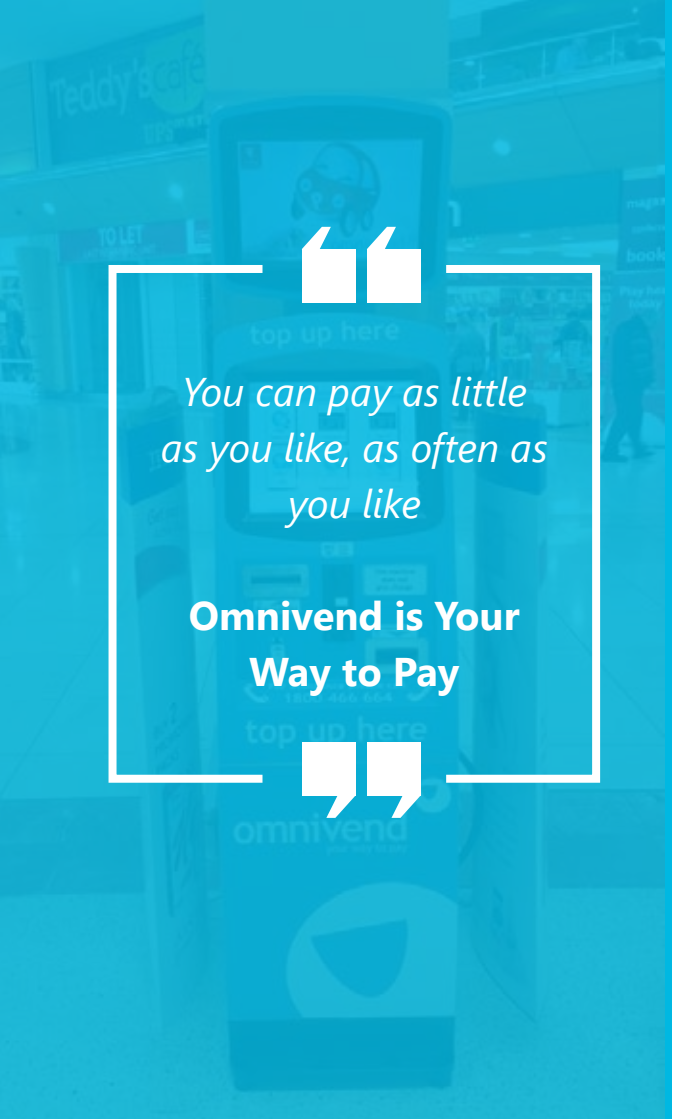
Any HR person thinking of moving their staff to monthly pay should contact these guys

Gareth McGrane, Head of HR UK&I Grafton Group

Contact us

Flexiwage Ltd., Dungarvan Business Centre,
Fairview Lane, Shandon, Dungarvan, Co. Waterford

info@flexiwage.com



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www.omnivend.net

Contact us

Omnivend Systems Ltd, Unit 10B, Cleaboy Business Park
Old Kilmeaden Road, Waterford

info@omnivend.net

051 595 010

OEEsystems
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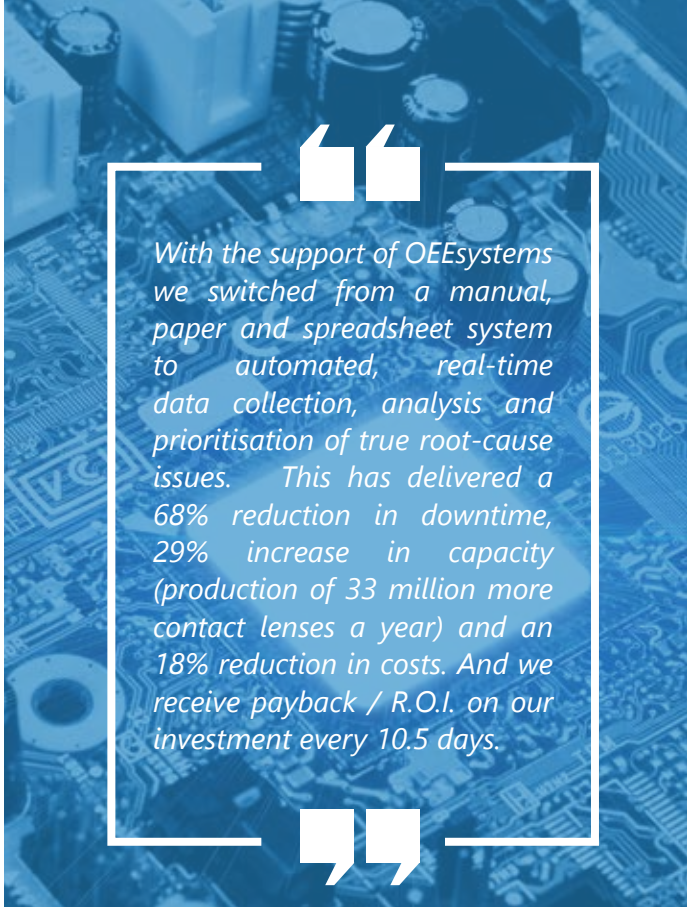
Backed by 20+ years' focused experience, our best-in-class, OpEx OEE software supports the worldwide manufacturing community with thousands of users in hundreds of sites from Seattle to Shanghai, who trust us to deliver sustainable OEE performance improvements. Our software and expertise helps manufacturing managers to reduce downtime, increase capacity, reduce costs and deliver manufacturing excellence.



With the support of OEEsystems we switched from a manual, paper and spreadsheet system to automated, real-time data collection, analysis and prioritisation of true root-cause issues. This has delivered a 68% reduction in downtime, 29% increase in capacity (production of 33 million more contact lenses a year) and an 18% reduction in costs. And we receive payback / R.O.I. on our investment every 10.5 days.

Contact us

OEEsystems International Head Office,
Gurtnafleur Business Park, Clonmel, Co. Tipperary

info@oeesystems.com
052 617 0386

With the increased ownership of smartphones/tablets it means that consumers are less likely to have a desktop printer at home – but the need for printing documents like payslips, CVs and boarding passes has not diminished, causing an increased demand for public pay-as-you-go printing.

Thomas Marry,
Managing Director

Established in 2004, Print Copy and GO, a SurfBox Company, is an automated self-service printing/copying/scanning and internet provider that operates across the UK and Ireland, serving the shopping centre, airport and public library sectors. The company is continuously evolving to meet changing digital trends and consumer demands. Along with the innovative technologies we employ, we have a strong knowledge of the industries within which we operate and provide a service that effectively aims to reduce costs, improve efficiency and deliver a high quality customer experience.

Contact us

SurfBox, Unit 2, Thomastown Business Park, Thomastown, Kilkenny

info@surfbox.ie

086 220 8008

Datapac

Datapac is one of Ireland's largest and most successful ICT services and solutions providers and have been at the forefront of technology innovation for almost four decades. From purpose built headquarters in Enniscorthy, our Network Operations Centre provides a comprehensive range of technology and service offerings to leading Irish organisations nationwide, that include managed services and ICT support, cloud services, unified communications, managed print, network, storage and virtualisation solutions, business continuity and IT security.

Datapac partners with global technology innovators such as HP, HP Enterprise, Microsoft, Sophos, VM Ware and Datto, holding advanced levels of accreditation and with achievements being recognised locally, nationally and internationally. Proud of its legacy at the heart of the South East, Datapac has corporate social responsibility and a commitment to regional talent development as key pillars of its corporate value statement.

This forum to collaborate with other like-minded organisations and individuals is an extremely valuable platform for Datapac to contribute to the growth of talent and opportunity in the ICT sector in the South East where we have a proven track record of continual development for over three decades.

Karen O'Connor,
General Manager
ICT Services & Solutions

Contact us

Datapac, Quarrypark,
Enniscorthy, Co. Wexford

info@datapac.com
053 924 2555

To provide automated reconciliations across the global funds industry

Des O Donohoe, Co-founder & COO

FundRecs

reconciliations reimagined

Fund Recs was founded by a team of technologists and fund administration industry veterans in 2013. Using state of the art technology, they have developed cloud-based reconciliation software for the global funds industry, which helps fund administrators, depositories, fund managers and audit firms reconcile complex data. The software is currently being used to service funds across 5 continents.

Contact us

Padraig O'Scanaill, Fund Recs, Arclabs, Carriganore, Waterford

padraig@fundrecs.com

086 408 0128

abodoo

Discover your Rock Star Talent in the South East
Abodoo is the sourcing platform for Recruiters to access SmartWorkers. Launched from Gorey, Wexford, Abodoo is now the fastest growing job site for remote and regional workers with professionals registering in 62 countries. To post your roles simply go to www.abodoo.com and you will receive a complimentary Talent Heat Map of the available skills of the South East.

www.abodoo.com

fill your positions faster

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Wilder Wander

Wilder Wander creates digital tourism apps and engaging educational products for public, private and NGO sectors, landowners and educational facility managers to engage visitors in the great outdoors.

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"Great way to make your walk more fun and learn new facts about your surroundings!"

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053 948 4118 | 01 215 3999

ask@innovate.ie

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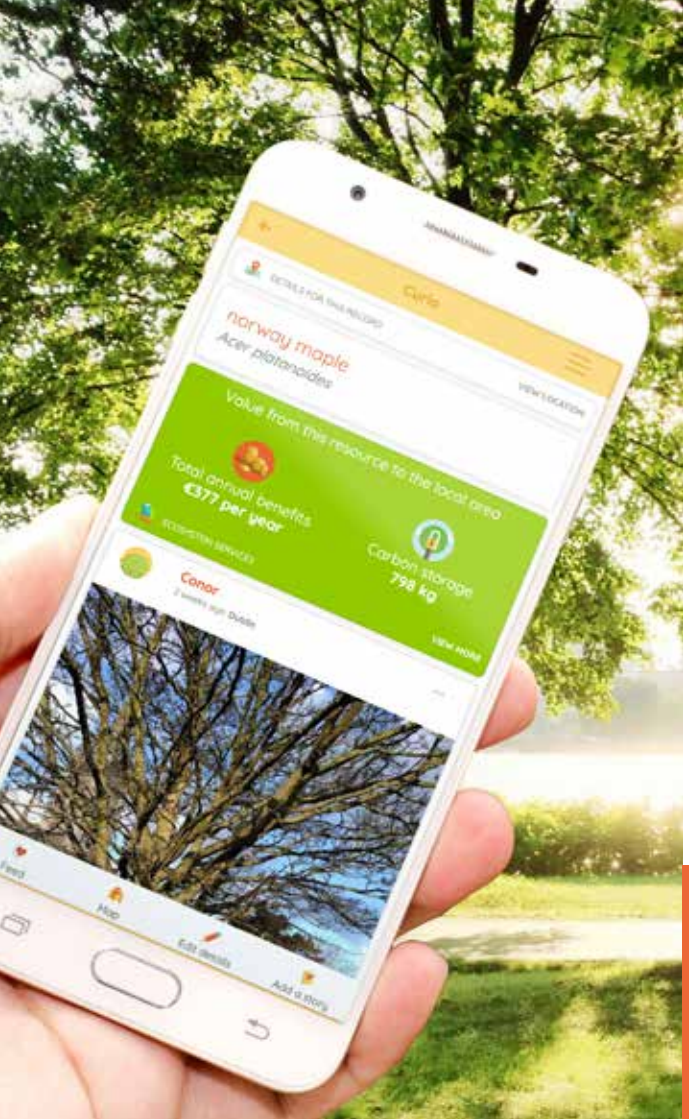
Innovation House, M11 Business Campus, Knockmullen, Gorey, Co. Wexford



curio

Curio is a software platform that is improving the ability of commercial enterprises, government agencies, NGOs, educators and individuals around the world to more effectively come together on large scale environmental projects. It simplifies recruiting of volunteers, fundraising for projects and leverages project activity to provide educational resources and citizen science opportunities to local communities.

Curio also delivers transparent accountability, quantifying ROI of environmental projects, with clear monitoring, evaluation and reporting services to ensure that positive impacts are effectively communicated and long-lasting.

www.curio.xyz

Contact us

EETC, Milehouse Rd, Bellefield, Enniscorthy,
Co. Wexford, Ireland. Y21 D8W6

info@curio.xyz

Parolla has been developed entirely in Waterford and we've had a great time doing it. I'm not sure if it's the sea air in Tramore or the supportive tech community in Waterford City but things seem to be happening for us here.

Mark Ogilvie,
Managing Director, Parolla

Parolla

Parolla is a cloud based payroll software written for Irish SME's. Our multi user interface allows business owners, accountants and employees to manage payroll data with a minimum of information and transcription errors.

Parolla interfaces directly with Revenue, synchronises with Xero cloud accounting software, and has been written in the GDPR environment with Privacy By Design as a core principle. Being cloud based we are Mac compatible and all data is regularly backed up.

Contact us

089 221 9326
info@parolla.ie
www.parolla.ie

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LOANITT

Loanitt is a new FinTech B2B Credit Intermediary. We have designed a cutting-edge technology platform that streamlines the credit application process for all stakeholders to service the B2B credit market. We are passionate about improving the process of applying for credit and offering a quick, easy and fully digital experience to all stakeholders.

Loanitt launches into the Asset Finance market in August 2019. We are currently hiring for a number of positions.

If interested about improving finance for your customers please contact us

Contact us

✉ info@loanitt.ie
www.loanitt.ie

Pixelpod is a creative design studio based in Wexford and recent finalists in the Irish Design Awards for "Best Digital Experience". We bring a layer of research and understanding to our clients digital projects that ensures we connect and inspire. We do this through the design thinking process and by carefully considering the software and technologies we use. Our websites are based on giving users the best digital experience and a tool that will improve businesses online marketing, and revenue stream.

Contact us

Pixelpod, Cornmaket, Wexford, Y35 Y2YV
info@pixelpod.ie | 0539152005 | pixelpod.ie

"

Originally founded in Sheffield, UK, we moved to Wexford in 2014 and have grown our client base in Ireland, the UK and Belgium. Being innovative and embracing the latest technologies and software improves and informs how we work and ensures we are creating the best solutions for our clients.

Yvonne Rath, Creative Director

"

PAYTIENT

Simple Patient Payments

Paytient Payments is disrupting the European healthcare industry using PSD2 technologies and a suite of digital payment solutions to create custom Patient Payment Plans. An Enterprise Ireland backed client, Paytient is live since December 2018, processing patient payments in Ireland and Germany.

We chose the Southeast as the Global HQ for Paytient Payments, after relocating from Dublin several years ago. With a young family, it made perfect sense to raise them in a growing town like Gorey, that could offer our family so much. Great local primary and secondary schools, a choice of sports and activities, beaches within a ten minute drive, but most of all a 3 minute commute to the fabulous Hatch Lab, Gorey. This Google-esque technology hub is a game changer in the southeast, and only 50 minutes from Dublin too. If you are interested in a great work-life balance choose the Southeast.

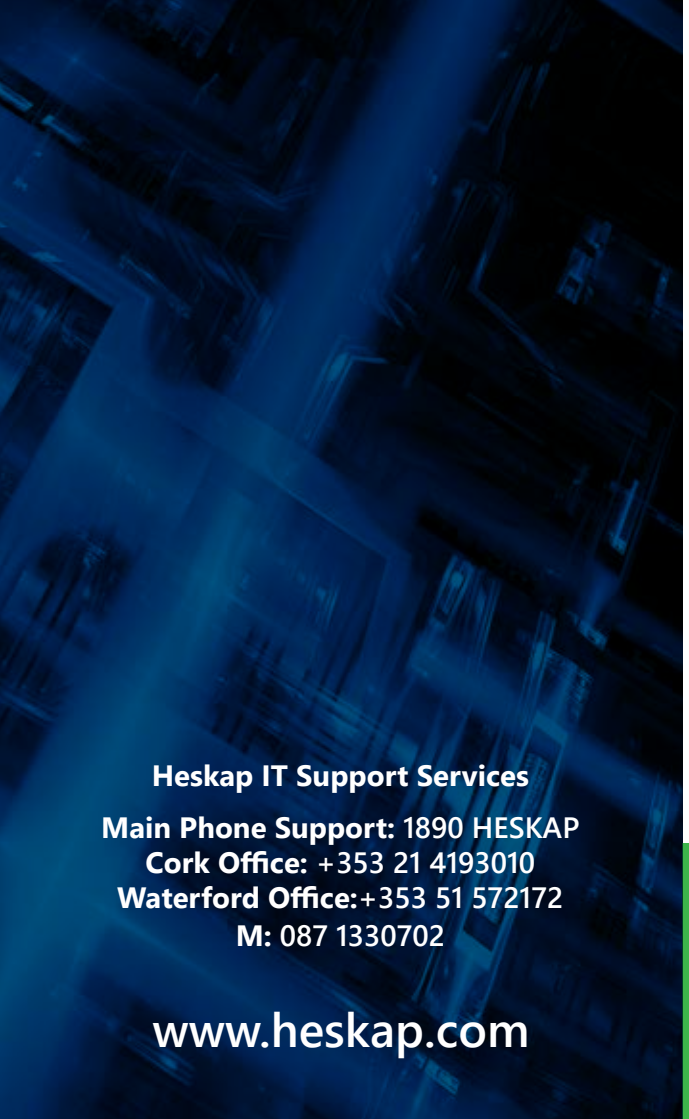
Contact us

Paytient Payments, The Hatch Lab, M11 Business Campus, Innovation House, Gorey, County Wexford, Y25 A8H2

086 2043415

hello@paytientpayments.com

www.paytientpayments.com



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Contact us

- Six Cross Roads Business Pk & Parnell Street, Waterford.
- 089 221 9326
- support@heskap.com

Crackerjack
Consulting

At Crackerjack Marketing & Consulting, we help clients to increase leads and sales using powerful digital advertising strategies and technology. We're passionate about helping companies to grow. We are results focused and believe deeply in helping our clients to increase revenue by creating value-driven relationships with their customers .

Talk To Us About:

- Increasing Leads & Sales
- Creating Happy Customers
- Optimising & Scaling Digital Campaigns
- Customer Journey Planning
- Conversion Funnel Development

www.crackerjack.ie

Our name means 'exceptionally good' and that's what we're striving for. As a young company we are continuing to grow everyday, living by our vision to deliver 'crackerjack' campaigns that generate game changing results for clients.

The Crackerjack Team

Contact us

✉ info@crackerjack.ie

✆ 085 250 5605

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- Maxillofacial & Oral Surgery
- Medical Oncology
- Ophthalmology
- Orthopaedics
- Paediatric Dentistry
- Radiation Oncology
- Radiology
- Respiratory Physician
- Urology
- Vascular Surgery

Contact us

UPMC Whitfield Hospital, Cork Road,
Butlerstown North, Waterford, Ireland, X91 DH9W

info@whitfieldclinic.ie
051 337 400

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When spreadsheets and paper don't work and other scheduling tools don't match your needs, take a look at what we can offer.

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BRIAN LARKIN, EVROS MANAGING DIRECTOR

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- **saleswat@evros.ie**

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Nemeton is a unique blend of techies, creatives and sports fanatics. Together we bring hundreds of hours of live sports and other content to audiences right across Ireland, Britain and the US on TV and the web.

We have production offices in Waterford (HQ) and Glasgow, but operate also in the US, France and Italy. Our clients include Sky Sports, BBC, TG4, RTÉ, Adorama TV, Evine Live and a range of other corporations and rights holders.

We integrate a range of production and satellite technology to deliver our content on any device anywhere in the world.

www.nemeton.ie

Despite our massive growth, we have chosen to locate and remain in Waterford due to the high levels of skills available to us and the quality of life the region offers our team

Irial Mac Murchú, CEO

Contact us

An Rinn, Dungarvan, Waterford. X35 XD88

hi@nemeton.ie

058 46499

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Sure Valley Ventures

Sure Valley Ventures (SVV) is an entrepreneur-led venture capital fund that invests in high growth, "frontiers of tech" software companies, that are solving significant real-world problems using disruptive technologies such as Augmented and Virtual Reality (AR/VR), the Internet of Things (IoT) and Artificial Intelligence (AI). SVV is based in Waterford and Dublin in Ireland and London and Cambridge in the UK.

In 2017, Waterford became one of the few cities in Ireland to have a start up incubator for tech (WIT – ArcLabs), an accelerator (NDRC), a venture capital company (Sure Valley Ventures) and a company to promote tech (Crystal Valley Tech).

Barry Downes,
Managing Partner, Sure Valley Ventures

Contact us

Sure Valley Ventures,
Unit 3A Cleaboy Business Park,
Old Kilmeaden Road, Waterford
barry.downes@surevalleyventures.com
surevalleyventures.com

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www.softouch.ie

Contact us

Softouch Technologies, Glenbower House,
The Avenue, Gorey, Co. Wexford

david@softouch.ie

053 948 4683

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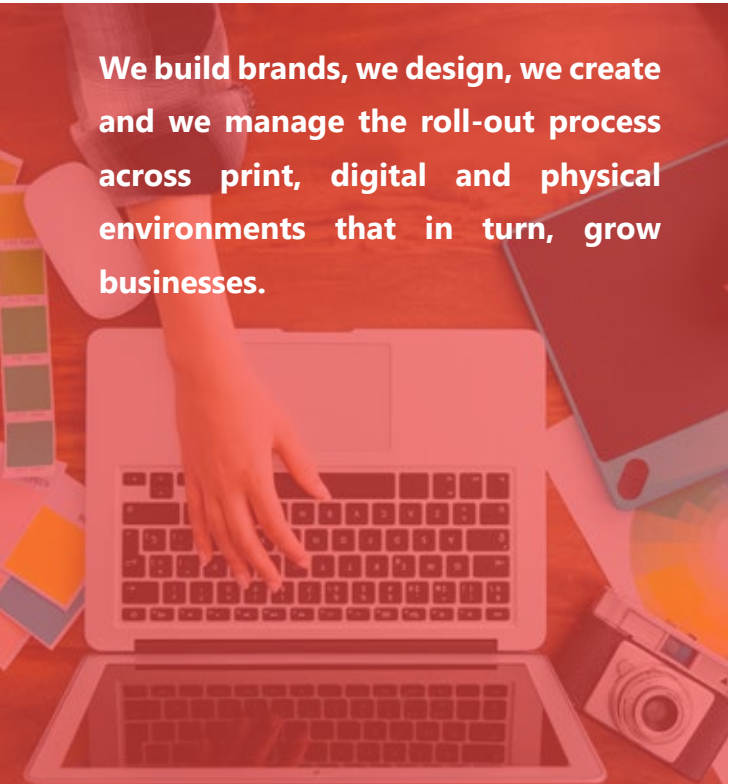

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John Rooney

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Boxworks, 40 Patrick St. Waterford,
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086 8036381
www.johnrooneydesign.com

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Agora Publishing Ireland provides a range of business services to The Agora Companies. Our services include Human Resources, Tech Solutions, Accounting, Facilities, and Administrative Services. Like our publishing affiliates, in everything we do, we begin with relationships. For the service groups within Agora Publishing Ireland, our business is helping other businesses innovate and grow. We do this by applying the human touch and a forward-looking perspective to every opportunity and challenge alike.

www.agorapublishingireland.com

FOR THE LOVE OF IDEAS

The Agora Companies arrived in Ireland in 1999. Today, the organisation is proudly represented by seven Irish companies and more than 250 employees collectively here in the south east.

Contact us

Woodlock House, Portlaw, Co. Waterford, X91 K7HT

getintouch@agorapublishing.ie

051 360815

THREEFOLD SYSTEMS

Threefold Systems provides cutting edge technical solutions and consulting to clients in the online publishing industry around the world. Our team of experienced professionals deliver effective solutions with measurable ROI through projects in web, mobile and application development, as well as e-commerce and Martech solutions. Additionally Threefold Systems provides technology and UX consulting.

Threefold's success and growth has been underpinned by a culture of innovation, agility and customer focus. We are optimistic about the future and will be looking to add significantly to our team in the coming years. The high quality of life makes Waterford and the South East a very attractive place to live and do business.

Mike Kelliher,
Managing Director

Contact us

Threefold Systems, Elysium House,
Ballytruckle Road, Waterford

info@threefoldsystems.com
051 576 013

APSI

APSI help provide and support the enterprise applications used by our International Affiliates who are some of the world's leading privately owned media companies in the health, finance and travel industries. Our expert teams provide the best in class support and end user training that gives our clients a competitive edge in the marketplace.

www.pubsvs.ie

Our success in APSI is built on a foundation of quality, customer centricity and personnel development. The continued growth of the Agora's international footprint means that we are perfectly placed to expand our team here in Waterford and make the South East the Agora's international tech hub in the years to come.

Jason Blanche, Head of APSI

Contact us

Woodlock House, Portlaw, Co. Waterford, X91 K7HT

info@pubsvs.ie

051 360815

SecurityRisk ADVISORS

Security Risk Advisors (SRA) provides cybersecurity consulting and managed security services to Fortune 1,000 United States, multinational, international and large non-profit organizations. Headquartered in Philadelphia, Pennsylvania, USA, we are establishing our European Headquarters and Security Operations Centre (SOC) in Kilkenny, enabling us to provide a 24-hour per day, 365 days per year service to monitor clients' systems for attacks. The new centre will allow us to better serve our current European customers and build new relationships with European companies.

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brendan.ohara@untapped.ai

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With over one million customers, Vhi continues to be the market leader in health insurance in Ireland since 1957.

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In an ever evolving sector, the key to success is ensuring we are constantly looking at ways to enhance the customer experience. We believe that great employees make for a great customer experience so having access to a team of highly skilled IT professionals and network of talented individuals supporting this customer focused strategy allows us to continuously innovate

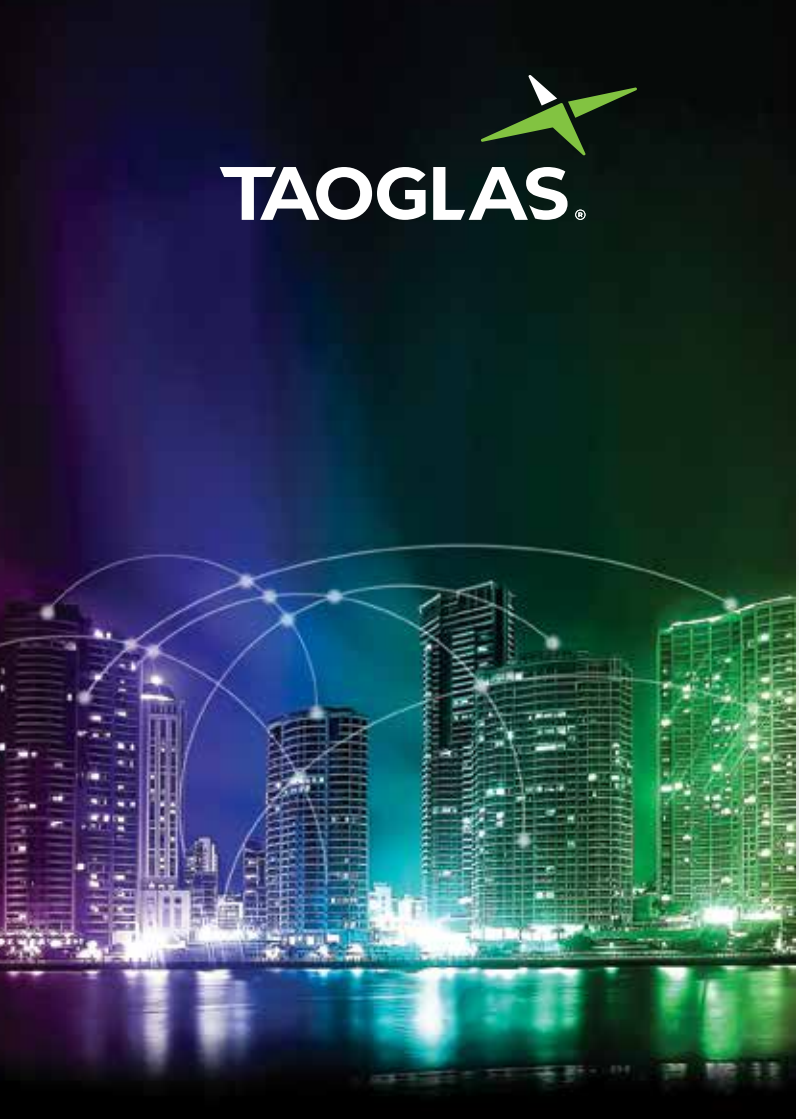
Aaron Keogh, Managing Director, Vhi Healthcare DAC

Contact us

IDA Business Park, Purcellsinch, Dublin Road, Kilkenny R95 WKK6

maria.oneill@vhi.ie

www.vhi.ie/about/recruitment



Taoglas is the world's leading provider of antenna and RF solutions, delivering high-quality, high-performance RF antenna, filter and cable solutions to innovative wireless and IoT companies around the world.

We have nine world-class design, support and test centers in Ireland, Germany, Taiwan, China, and the US, in-house manufacturing both in Taiwan and the US, supply and assembly of all of our product ranges from Ireland and a dynamic online ordering system. Taoglas helps its customers quickly and easily find the best solution for their unique device hardware challenges.

Best-in-class support, unmatched consultancy and engineering expertise, and custom design services make Taoglas a trusted adviser to companies across a range of wireless and IoT technologies, from LTE, Wi-Fi, GNSS, C-V2X, NFC, LoRa/LPWA, NB-IoT/CAT-M and beyond to 5G. This expertise is proven across a variety of use cases in IoT, automotive, utilities and smart cities, healthcare, telematics, smart metering and more.

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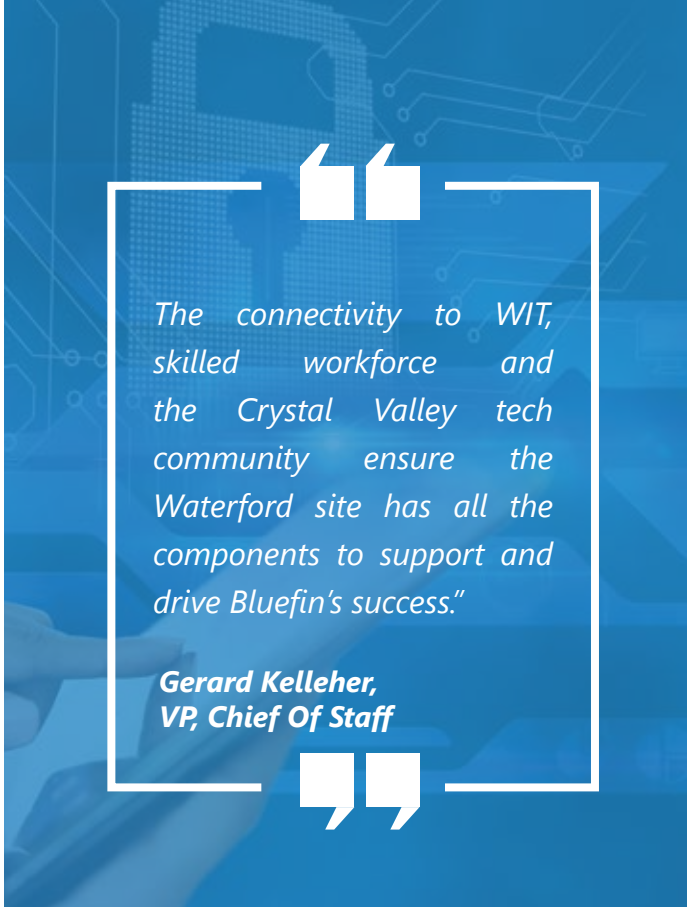

The connectivity to WIT, skilled workforce and the Crystal Valley tech community ensure the Waterford site has all the components to support and drive Bluefin's success."

Gerard Kelleher,
VP, Chief Of Staff

Contact us

Bluefin, 3A Cleaboy Business Park,
Old Kilmeaden Road, Waterford, Ireland

gkelleher@bluefin.com
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TSSG

TSSG is an ICT research centre and the largest Enterprise Ireland Technology Gateway in the network. With a proven track record in translating world class research into market ready products and services, TSSG has established an eco-system of ICT companies in the South East of Ireland and beyond. TSSG's specialist research areas include Precision Agri, Future Health, Mobile Services, Smart Energy, ARVR, Smart Transport and Future & Molecular Communications.

www.tssg.org

Contact us

TSSG, ArcLabs Research & Innovation Building,
WIT West Campus, Carriganore, Waterford

info@tssg.org

051 302 920

The days of the cubicle work space or home office are numbered! Coworking is about providing a creative open environment where the entrepreneur, freelancer, start-up and independent worker can connect, network and be part of a flexible affordable space creating a sense of community. Our long term vision for Boxworks Co.Work.Space is to be that industry leader, that creative hub which provides support, encourages open discussion on challenges, passions and successes, shares knowledge, builds networks for like-minded people and in turn, allows our members the opportunity to grow their company at varying levels of performance in a creative and innovative environment.

Jim (Flash) Gordon

BOXWORKS CO.WORK.SPACE

Boxworks Co.Work.Space is a low-cost, no lease, creative and innovative space designed to share knowledge, resources and facilities for entrepreneurs, freelancers, start-ups, sole traders and SME's while providing them with a state-of-the-art work environment. Our design philosophy is 'affordable, simple to use workspace, geared to how we communicate and interact in today's connected world, providing the user with a creative environment, a community of individuals committed to hard work, and an ethos of collaboration and business sustainability.

Contact us

Boxworks Co.Work.Space
40 Patrick Street & John's Lane, Waterford, Ireland.

info@boxworks.ie

087 2379550 Jim Gordon (Director)

085 2521508 Emer Powell (Facilitator)

QUESTUM

The QUESTUM Acceleration Centre is Limerick Institute of Technology's flagship enterprise centre - located in Clonmel, Co. Tipperary and sited at the entrance to the Ballingarrane Science and Technology Park. The Centre packs a significant amount of activity into its 1,600m^2, with a combination of 4-person and 2-person offices, research and laboratory space, training suite, conference room and meeting rooms, hosting HPSU and export focused companies, as well as PhD lead research. Resident-clients have access to its Entrepreneur-in-Residence, LIT researchers, mentor network and the Ryan Fund Entrepreneurship Fund - a seed investment fund launched in 2014 for start-up companies on LIT's Tipperary campuses, established in honour of the late Dr Tony Ryan.

QUESTUM has established itself as a successful part of the local enterprise eco-system and works closely with the other enterprise actors in County Tipperary and the wider South–East region such as the Local Enterprise Office, Enterprise Ireland, Tipperary Economic Development Unit, Tipperary Chamber of Commerce and Tipperary Skillnet among others.

Contact us

QUESTUM Acceleration Centre
Ballingarrane Science & Technology Park
Clonmel, Co.Tipperary, E91 V239, Ireland

050 428027

GPS: 52.357367 -7.741703

workLAB

WorkLAB provides the absolute best flexible business space for professionals in the south east of Ireland and beyond, through access to timely service provision of quality offices, meeting rooms, training rooms, conference space and co-working zones. Our latest addition is the POD at workLAB which consists of 14 business cubicles, a small seating area and private storage facilities. Each cubicle is fitted with a desk and an adjustable chair, under desk social stool, lockable cabinet, built in pin/white board and each cubicle is separated with privacy partitions.

At workLAB we host independent work spaces in a shared environment, available on a long-term and short-term basis and prices to suit start-ups right through to multi-national companies.
We are dedicated to creating value for our clients and have spent time framing what we value, placing service improvement at the heart of what we do. We see our business model as a work in progress and new opportunities to build on service present themselves every day.

Alicia Maguire, General Manager

Contact us

workLAB, IDA Business Park, Cork Road, Waterford, X91 DC96

051 376180

info@worklab.ie

www.worklab.ie

ARCLABS IS THE RESEARCH & INNOVATION CENTRE AT WATERFORD INSTITUTE OF TECHNOLOGY.

At our business incubators in Waterford and Kilkenny we help entrepreneurs to harness amazing ideas, creativity and innovation and to convert concepts into thriving, commercial businesses.

www.arclabs.ie

Contact us

- Arclabs Research and Innovation Centre, WIT, West Campus, Carriganore, Waterford
- 051 302 975

NDRC sources and builds young digital companies to invest in, ensuring digital entrepreneurship is a vibrant and growing part of the economy. NDRC runs accelerator programmes in Dublin, Galway and Waterford.

NDRC's ultimate goal is to deliver a sustainable supply of globally scalable Irish digital companies, creating new high-value jobs that positively impact economic growth as a whole.

Ben Hurley, CEO, NDRC

Contact us

NDRC, Digital Exchange,
Crane Street, Dublin 8

01 480 6252

www.ndrc.ie

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NEW
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entrepreneur development
an **Enterprise Ireland** programme

New Frontiers is Enterprise Ireland's National Entrepreneur Development Programme delivered in the South East by the Institutes of Technology in Waterford and Carlow.

www.wit.ie/newfrontiers

The mission of New Frontiers is to create regional and economic prosperity by effectively supporting highly ambitious entrepreneurs who are capable of creating sustainable new businesses and jobs. Many of the technology companies who are members of Crystal Valley Tech are former participants of the New Frontiers/ SEEPP Enterprise Development Programmes at WIT.

Eugene Crehan, Programme Manager at WIT, Director of Programmes, CEDRE, WIT.

Contact us

New Frontiers, ArcLabs Research & Innovation Centre,
WIT West Campus, Carriganore, Waterford

newfrontiers@wit.ie
051 302 953

Oifig Fiontair Áitiúil
Local Enterprise Office

Are you looking to start or grow an IT Micro Business in Waterford?

The Local Enterprise Office is the First Stop Shop for anyone seeking information and support on starting or growing a business in Ireland.

The Local Enterprise Office provides advice, information and support to you in starting up or growing your business as part of a network of 31 Local Enterprise Offices across Ireland.

In Waterford, we have offices in 35 The Mall and in the Civic Offices, Dungarvan, Co. Waterford. If you are running a small business or if you are thinking of starting one, contact us today to find out how we can help you.

localenterprise.ie/waterford

Contact us

✉ info@leo.waterfordcouncil.ie
✆ 0761 10 2905

Tw: @leowaterford
Fb: facebook.com/WaterfordLEO

Regional Skills SOUTH EAST

Partnerships for Skills

The South East Regional Skills Forum (SERSF), funded by the Department of Education & Skills, brings industry and education providers together to address skills and education needs in the South East. This is achieved by supporting enterprise to determine and articulate its skills and training needs and facilitating greater engagement with higher and further education providers. This is supported by robust labour market information and analysis. The SERSF also acts as a point of contact for industry and education providers for enhanced engagement.

When there is a clear skills need from employers, the education and training providers are more than willing to respond. My job is to bring the interested parties together and facilitate solutions.

Edmond Connolly, Manager

Contact us

- The Dargan Centre, Institute of Technology Carlow, Kilkenny Road, Carlow
- Edmond: 087 831 4729
- info@waterfordchamber.ie
- **www.regionalskills.ie**

IRELAND SOUTH EAST

The Ireland South East Development Office (ISEDO) works with leaders of the major regional industries as well as the chief executives of the councils of the five counties in the South East (Carlow, Kilkenny, Tipperary, Waterford, and Wexford).

Its priority is to make the South East the first choice for business, careers, inward investment and tourists.

www.irelandsoutheast.com

Contact us

C/O Enterprise Ireland Offices, IDA Industrial Estate, Cork Road, Waterford

alan@irelandsoutheast.com

Kilkenny Chamber
Advancing business together

Since its establishment in 1948, Kilkenny Chamber has been the voice of business at every meeting and event in which key decisions were being made about the future direction of Kilkenny Inc.
Over the years it has provided supports for businesses in the areas of Training, Networking, Trade Services, Lobbying and promoting Kilkenny as a great place in which to do business.

"Let's work together"
John Hurley, CEO Kilkenny Chamber

WHAT WE DO

In recent times Kilkenny Chamber has been particularly prominent in its engagement with Yulefest, Kilkenny Age Friendly initiative, the #ShopKilkenny shop local campaign and the provision of targeted training to the Retail Sector aimed at combating the challenges from online shopping. Some of the unique initiatives and events which simply would not happen without Kilkenny Chamber include the Kilkenny Business Awards, Kilkenny Chambers Corporate Golf Challenge in Mount Juliet, the Kilkenny Gift Voucher scheme, the Medieval Mile Pass and International Trade Development Services.

70 YEARS IN THE MAKING

Kilkenny Chamber is a vital cog in the wheel of commerce in the city and county with the clear objective of advancing business together. Established now for 70 years, it is solidly positioned to continue its work of supporting the business dynamic in Kilkenny well into the future.

Contact us

Kilkenny Chamber of Commerce,
11 Patrick Street, Kilkenny City
056 7752767
admin@kilkennychamber.ie

Waterford Chamber

Advancing business together

Waterford Chamber is one of Ireland's oldest Chambers and also considered one of the most progressive. Established in 1787, still to this day it remains the leading business representative organisation in Waterford, welcoming all businesses, irrespective of size, as members.

Within excess of 400 members, an active and vibrant calendar of events is essential. We cater for the needs of all sectors, from Toys4Engineers to our Business Expo, Learn at Lunch and the Regional Leaders Programme.

In terms of Lobbying and Representation, Waterford Chamber has recently established six Policy Advisory Boards, who will form policy around the important issues pertaining to the economic development of Waterford and the wider region.

Waterford Chamber is open to hearing from all members on what matters to their sector and very much looks forward to working with Crystal Valley Tech and its members in this regard.

> *The Collective Voice is Stronger*
>
> ***Gerald Hurley, CEO Waterford Chamber***

Contact us

Waterford Chamber,
2 Great George's Street, Waterford

info@waterfordchamber.ie
051 872 639

Wexford Chamber
Advancing business together

Wexford Chamber has over 240 members and hosts over 100 networking and training events each year which provide an effective platform for businesses to expand their network of business contacts and increase the profile of their business, which leads to the generation of new business opportunities. Wexford Chamber has become synonymous with some of the most popular networking events on the business calendar; namely the Wexford Business Awards, the Wexford Business Summit and the 'Wexford Style' Fashion Show. Other events include Business After Hours, B2B Breakfast Meetings, Business Lunches, Information Seminars and workshops etc. We lobby relevant stakeholders on key issues affecting Wexford businesses – our commitment is to ensure that the voice of the Wexford business community is heard through our lobbying and interaction with politicians and our own Local Authority. The Chamber continues to make policy submissions and influence elected representatives. It aims to act as the voice of the business community in Wexford, representing its members on items of local or national interest.

We create opportunities for our Members to connect and network with other businesses, leading to growth and profitability – promoting Wexford as THE place in which to do business

Graham Scallan,
President

Contact us

Hill Street, Wexford Y35WR99
053 9122226
info@wexfordchamber.ie
www.wexfordchamber.ie

Dungarvan &
West Waterford
Chamber
Advancing business together

The Dungarvan & West Waterford Chamber is the largest business network in West Waterford, connecting businesses to improve prosperity and opportunities within the region.

The Chamber provides a variety of services to Retail, Industrial, Service, and Professional businesses all over West Waterford, representing members and their interests at local, regional and national levels.

The Chamber is involved in many forums and joint committees with local authorities, development agencies and neighbouring Chambers to ensure representation on key decision making and to build strong collaborative working partnerships.

Contact us

Dungarvan Enterprise Centre,
Dungarvan, Co.Waterford

O58 45054

info@dungarvanchamber.ie

www.dungarvanchamber.com

Did you know as an employer your company may be eligible for up to 25% grant funding toward the cost of a programme. Here's what Leigh Griffin, Red Hat had to say!

"Red Hat in Waterford have successfully used the Waterford Chamber Skillnet to recently train associates on site. We had evaluated several training options for our ScrumMaster training and certification needs. What set the Waterford Chamber Skillnet apart and ultimately why we opted to pursue our training needs through them is as follows:

Communication: *Our emails and phone calls were promptly answered, and a site visit organised with Sara from the Chamber Skillnet team. This gave us a wealth of information and all the upfront pricing information.*

Value for Money: *Our training needs worked out at almost 100 Euro per person after the Waterford Chamber Skillnet discount was applied. This was almost 50% cheaper than our nearest quote and, in some cases, 100% cheaper."*

Waterford Chamber Skillnet

Waterford Chamber Skillnet is an employer led training network with a membership base in the region of 200 local and nationally based companies. We source and provide training solutions for businesses across all sectors from micro to large multi-nationals in Waterford and the South East.

www.waterfordskillnet.ie

Contact us

Waterford Chamber Skillnet,
2 Georges Street, Waterford

skillnet@waterfordchamber.ie

051 311 139

Carlow Kilkenny Skillnet

The Carlow Kilkenny Skillnet was established in January 1999 by a number of Senior Managers in organisations in the Carlow and Kilkenny areas.

Initial discussions showed that the organisations shared common training problems, namely,

- Access to information on courses, training and new technologies available for training purposes.
- Sourcing training programmes.
- Finding courses that were relevant to the specific needs of each organisation.
- The location of available courses.

By working together, these organisations have developed new, low cost, customised and locally based training solutions for their management and staff.

All of the training courses we provide are open to any organisation within the Carlow and Kilkenny region. If you are interested in any of the programmes listed on our website, or are looking for a specific training program that is applicable to your organisation, **we would be delighted to hear from you.**

Contact us

Carlow Kilkenny Skillnet,
Carlow Gateway Business Centre, Athy Road, Carlow

info@carlowkilkennyskillnet.ie
059 9132152

I completed a Digital Marketing Course run by County Tipperary Skillnet. This course was delivered by a fantastic lecturer who brought us step by step through the different aspects of digital marketing for your business not only in theory but also in a hands on practical manner applying our skills to our individual industries..... As Digital Marketing Manager of Mediskin, a skin, laser and wellbeing clinic in Nenagh, I benefited hugely from attending the course and we have seen huge differences in our online activity and e commerce return since applying the skills I have learned to our business. I would highly recommend undertaking a course with County Tipperary Skillnet, it is money well spent and an investment in your business you won't regret.

Gráinne Fahey, Mediskin, Neneagh, Co. Tipperary

County Tipperary Skillnet

County Tipperary Skillnet established in 2008 provides subsidised workforce development & specialised training through enterprise led learning. County Tipperary Chamber is the promoting organisation. Our mission is to support Irish enterprise through the provision of innovative, quality training in an ever changing environment with the support of Skillnet Ireland. Training programmes are organised primarily on the basis of requests from enterprise ensuring that our training is responding to changing market needs in a timely and innovative way. The Network collaborates with County Tipperary Chamber & other South East Skillnet Networks to deliver topical and relevant events throughout the year.

www.countytipperaryskillnet.com

Contact us

- County Tipperary Skillnet, Questum Acceleration Centre Clonmel, Co Tipperary
- manager@countytipperaryskillnet.com
- 052 6191105

2Cubed

2Cubed specialise in website design and in delivering functional websites that exceed clients' expectations and performance. We offer web design services to companies in Ireland. Our web design offices are based in New Ross and Dublin. We strive to use the very best industry practices provided by our in house web development team. We believe that it's 'Your Web Strategy' and we are here to deliver and guide you to achieving the very best website possible. 2Cubed specialise in Website Development, Web Design, App Development, eCommerce Website Design, Website Marketing and Content Management (CMS). We also offer full website maintenance and management for your website.

www.2cubed.ie

I have hired Jennifer O'Brien on a number of occasions to design and develop web sites for Wexford CEB. I have always found her to be an expert in this area, offering creative solutions to the challenges of developing a website. I would recommend her if you are looking at developing a new site or expanding on an existing web presence.

Tom Banville
Wexford County Enterprise Board

Contact us

19 Woodbine Business Park, New Ross, Co. Wexford

hello@2cubed.ie

051 440425

Your company could be here
Get in touch!
info@crystalvalley.io

CRYSTAL VALLEY

PROUDLY CRAFTING TECHNOLOGY

THANK YOU to everyone for all your support, with special thanks to Enterprise Ireland, IDA Ireland and the Local Authorities in the South East.

MORE TO FOLLOW.....

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The companies included in this booklet is not an exhaustive list of Tech Companies in the South East. Not all Tech Companies listed in this edition have signed up for Crystal Valley Tech membership yet.

Design & Print - www.cantecireland.ie