



**Good companies follow
change. Great ones stay
ahead of it.**

COMPETE

Client Success Stories



KTL

Headquartered in Naas, KTL is a leading provider of engineering services to the telecommunications sector, employing more than 300 people.

With operations in Ireland and the UK, KTL's clients include leading blue-chip companies Vodafone, Three, and Telefónica. They first teamed up with Enterprise Ireland in 2008 to help conduct market research and feasibility studies ahead of undertaking their international expansion.

Enterprise Ireland then assisted them in carrying out a Lean transformation programme in 2014, which improved competitiveness and profitability while, at the same time, acquiring new customers.

With the ongoing growth in mobile — and 5G soon to be rolled out — KTL has no shortage of international opportunities.

Critical Healthcare

Critical Healthcare was established 18 years ago with the aim of becoming the first choice for emergency medical services in Ireland.

Their search for competitive advantage led to the development of a managed service for procuring and maintaining medical stock.

This cutting-edge programme helped secure a tender to implement their system across all ambulance services in Ireland. Following this, Critical Healthcare set their sights on the UK, Scandinavia and Germany. Enterprise Ireland awarded them a €150,000 grant to assist with further development of their system, and international success wasn't far behind.

The business continues to thrive, with further expansion into Europe, and forecasted turnover of €10m by 2020.





vStream

Established in 2007, the award-winning experiential technology company vStream creates immersive consumer experiences for big-brand customers.

The recession a year later prompted them to concentrate on competitiveness and breaking into the UK market earlier than expected.

As a result, the company got the chance to work with global brands such as Formula 1 teams McLaren and Mercedes, the Super Bowl, and enterprise software maker SAP. Enterprise Ireland has worked closely with the management at vStream to achieve operational excellence.

With their support, much of vStream's intellectual property has been patented, and future revenues will increasingly come through licensing its technology around the world.

Phonovation

Leading automated voice and business SMS provider Phonovation chose to dramatically overhaul their operations to ensure competitiveness.

This led them to work closely with Enterprise Ireland on the Lean transformation programme. Significant efficiency improvements were achieved, first by identifying areas of waste, then tackling them.

The future will see a mix of domestic and international growth as well as new product introductions, including a new fintech product which acts as a security solution for SMSs sent by banks.



For more information, speak to your Development Adviser or visit globalambition.ie/competitiveness

Competitiveness Supports

Funding Supports

The new Operational Excellence Offer

This offer incorporates business innovation, capital investment and capability building (including Lean) into a single project. The goal is to incentivise and support the key elements of a larger transformation project leading to significantly increased competitiveness.

Business Innovation Initiative

The initiative can be used to support the costs of an internal team to implement a new — or significantly improved — production method, delivery method or business model.

Capital Investment Initiative (CII) Fund

The aim of the Capital Investment Initiative (CII) is to assist Enterprise Ireland client companies improve productivity and competitiveness through the acquisition of new capital equipment and technology.

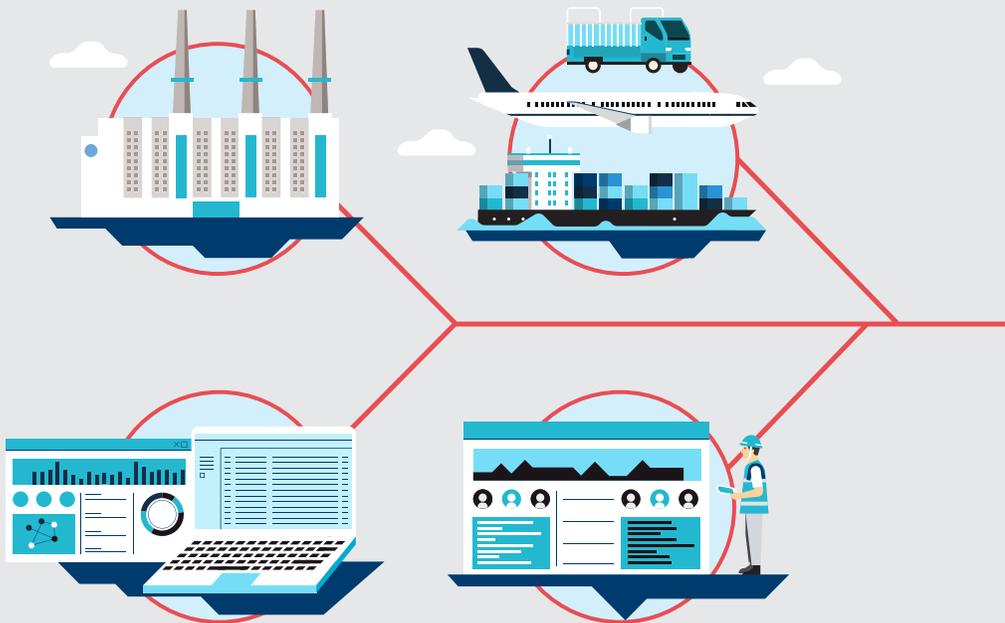
Lean Business Funding

Lean methodologies have helped hundreds of Irish companies to improve efficiency and to reduce waste in terms of operational processes. Enterprise Ireland has a full suite of supports in this area, ranging from initial consultancy awareness to an entire organisational-level capability building or training project.

Capability Supports

Spotlight on Skills

This support helps client companies to identify skills challenges within their business and provides the methodology and toolkit to produce a company skills plan and identify solutions to address skill requirements.



GradStart

GradStart supports companies with ambitious growth plans to employ up to three graduates for a two-year contract duration for each graduate. These graduates will greatly enhance an employment base, bringing fresh ideas and a new perspective on products, processes and business models.

eiLearn

eiLearn offers Enterprise Ireland client companies 24/7 access to management development content, videos and programme supports. The learning portal provides microlearning activities and curated content to help companies address their specific growth challenges.

e-Marketing

e-Marketing improvement assignments are designed to develop and enhance a company's ability to use the internet as an effective channel for business development.

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The new Operational Excellence Offer

From funding and training supports to Lean expertise and an extensive business network, Enterprise Ireland provides a comprehensive programme to help Irish companies get ahead of their international competition.

Enterprise Ireland's new support, the Operational Excellence Offer, enables Irish companies trading internationally to transform their wider business in order to compete more effectively. Through an integrated application process, the offer allows eligible businesses to access financial support for business or operational change projects as well as the capability building and capital investment associated with innovation.

For more information, speak to your Development Adviser or visit globalambition.ie/operationalexcellence



Funding



Capability Building



Capital Investment