



TRINITY COLLEGE DUBLIN
COLÁISTE NA TRÍONÓIDE, BAILE ÁTHA CLIATH

THE
UNIVERSITY
OF DUBLIN



Entrepreneurship at Trinity College

Bridget Noone
Enterprise Executive

Background to Entrepreneurship Development in TCD

- Recognition of need for more structured approach to creation of entrepreneurial culture within University
- Fit with TCD's 5 year Strategic Plan and Government and EU Strategic Objectives
- TCD's Success in Funding – SFI, PRTL I
- Enterprise Ireland seeking new HPSUs
- Other agencies well-funded: HRB, IRCSET
- TCD is a leader in Ireland

Vision

- Entrepreneurial Culture will evolve to reflect change in attitude and behaviour of College community.
- TCD recognised
 - nationally and internationally as Centre of Excellence in teaching and research
 - One of the leading entrepreneurial universities in the world – Trinity BRAND
- Leader in the creation and development of successful knowledge based campus companies– 10 companies in 2009
- All of this facilitated and supported by development and training programmes

What happens to research results

- Diffusion into society: major mechanism for applications
- Pilot plant exercises: ERA/Maptec in 1980s; Innovation Centre in 1986
- Iona Technologies in the 1990s: IPO and 20 spin-off companies
- Purchased in 1999: Trinity Technology and Enterprise Campus
- Entrepreneurship Programme begun in 2002

One Path to Commercialisation of IP

- Creation and development of knowledge-based campus and spin-off companies
- TCD's campus and spin-off companies have evolved from all College faculties
- Entrepreneurship development is supported by the Innovation Centre and Trinity Technology and Enterprise Campus

New Venture Creation

- **Training** **Facilitation** **Facilities**
 - Development of Entrepreneurship Training Programme for Postgraduates, Researchers, Entrepreneurs
 - Intensive Training Programmes for Schools and Research Groups – 3 days and 4 days
 - SIF Programme with NUIG and UCC
 - Developing National and International Networks – Trinity Enterprise Network

New Venture Creation

- **Training** **Facilitation** **Facilities**
 - Access to back-up services and advice – TR&I
 - IP Agreements and Licence Negotiation
 - Prestige address for customer reference
 - Clustering target for funders, VC and Business Angels
 - Access to seed and Venture Capital -
 - Network – Trinity Enterprise Network – Campus Companies, TTEC Companies, Potential TCD entrepreneurs, Advisors, Funders, best practice

New Venture Creation

- **Training** **Facilitation** **Facilities**
- Provision of business incubation space and technological facilities
- Provision of Bioincubation space in partnership with Enterprise Ireland
- Provision of market access through clustering of small companies
- Tenants must have strong linkages to research in Trinity College
- Licences up to 4 yrs 9 mths for new tenants
- Provision of high end laboratories for start-up companies and SFI research groups, for CRANN and School of Music and Drama with new postgraduate and research space

New Venture Creation

- **Training** **Facilitation** **Facilities**
- Current Site occupancy circa 65%.
- 7th Floor of Tower now houses ICHEC
- Mix of companies at TTEC – bio-industry, IT, semi-conductor, financial area and craft and design tenants
- Site divided into two distinct areas – the Tower and the General Site
- 84 individual units, 41 in Tower and 43 on site.
- Current number of tenants is 49, small number have 2/3 units each.
- TCD Companies on Site: Identigen, Crème Software, Deerac Fluidics, Eblana Photonics, Pharmatrin, Chromotrin, Eneclann, Cellix, Opsona (St James's), Share Navigator

Entrepreneurship Development Programme 09/10

- Target Group: Postgraduates from 2nd year, post-doctoral Researchers and Entrepreneurs, - looking for viable career options e.g. start a business or join one.
- Runs from October to March each year – 2 Modules
- Different methodologies: Guest Entrepreneur, Information Session, Team Workshops, drama, role play
- Delivered by Experienced Practitioners
- TCD Personnel:
 - Dr James Callaghan, Associate Director, Trinity Research & Innovation
 - Bridget Noone, Enterprise Executive
 - Eoin O’Neill, Adjunct Professor, TCD School of Business (part-time)

What do the Workshops cover

- Module 1 – Linking Innovation and New Venture Creation
 - understand traits of successful entrepreneurs
 - Entrepreneurial behaviour: observing opportunity, calculating risk, identifying risk
 - Communication
 - Motivation to Entrepreneurship: Inspirational Entrepreneurs' Forum sessions
 - Identify a new idea based on new knowledge, carry out an opportunity evaluation.

What do the Workshops cover

- Module 2 – Creating the Knowledge Driven Venture
 - The core compulsory elements of this module comprise
 - Interviews on New Venture Projects
 - face-to-face teaching sessions on: Intellectual Property, Legal and Corporate Issues, Business Planning Process, Handling Money in the Venture, Sales & Marketing (4 workshops), Communication of the New Venture Project, Public communication for Project and Company.

Where Entrepreneurship Fits with Trinity Research and Innovation

- Based on experiences of TR&I over 25 years.
- Adds value to the Commercialisation process
- Has a Role in Training postgraduates/researchers on commercialisation of funding grants
- Enables Case Managers to identify new projects within their areas
- There is a set of people available to entrepreneurs who understand the processes and can pass on their experience to the entrepreneurs

Future Plans - Innovation Alliance

UCD-Trinity Innovation Alliance to drive Smart Economy job creation

- Joint effort to stimulate growth of a new national ecosystem for innovation
- Target: Up to 300 companies and thousands of Smart Economy based jobs in ten years

Will work with public and private partners to develop a world-class ecosystem for innovation to drive enterprise development and create sustainable high value jobs.

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