

Newsletter



an innovative support structure for indigenous companies in the west, midwest, and southwes

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Campus Commercialisation Programme (CCP) @ National University of Ireland, Galway

The Technology Transfer Office (TTO), NUI Galway commenced the first research programme targeted at supporting researchers to determine the value of their technology. The pilot Campus Commercialisation Programme (CCP) launched on campus in May 2007 with an intake of 16 researchers from the medical, bio-technology, ICT, applied optics, marine and renewable energies background. To date the participants have found the programme exciting, informative, dynamic and challenging. This programme is designed to match the emerging technologies on NUI Galway campus with the business know-how required to commercialise and move the technology forward.

The need for the *Campus Commercialisation Programme* follows from the TTO successes in licensing and commercialising technologies in 2006 and 2007. The CCP meets the need of the on-campus research community who want to progress their innovative and emerging technologies by collaborating and bringing them to market. We foresee this programme widening its sectoral, campus, industrial and geographic involvement in the autumn.

If you are interested in becoming involved in this space or would like hear more information about this exciting venture, please contact Clodagh Barry on 091 495382, clodagh.barry@nuigalway.ie.

Testimonial from one CCP participant

"If you have an idea or technology that you would like to commercialise, CCP is the ideal course. The course gives you direct access to experts from all aspects of business and hearing from people that have already gone down the commercialisation route is especially helpful. I could not recommend the course more highly."

Dr Tom Howley

Machine Learning and Data Mining Group,
National University of Ireland, Galway

Making sure your Quality Management System meets the Directive

The Technology Transfer Initiative in collaboration with Accel/Bestnet hosted a seminar on Wednesday 6th and Thursday 7th June 2007. The topic for this seminar was ISO 13485 and The Medical Devices Directives. This is the standard that notified bodies will assess companies against if they seek to obtain the CE mark.

14 participants representing 12 companies enjoyed a highly interactive and intensive 2 days of training in the Westwood Hotel in Galway. Course content included:

- ISO 13485 and the effect the changes will have on the medical device manufacturer.
- Guide to CE Marking
- Classification Workshop
- Auditing the medical device regulations
- Medical Device Risk Analysis

The objectives of the course concentrated on the main elements of ISO 13485, an appreciation of the additional FDA QSR requirements, the ability to classify devices according to the MDD and an understanding of the requirements for post marketing surveillance.

Feedback demonstrated a very high overall rating for course content and presenter knowledge with participants particularly satisfied that the course objectives were met and could be applied to their own company roles.



Left to Right: Mary Rose O'Mahony (SQT), Frank Enright (Aerogen), Brian Lyons (Almir Business Ltd.) and Tony Durkin (Avonmed Healthcare)



Notice Board: Up & Coming Seminars



Growth through Technology Transfer – Will make a difference

NUI, Galway, NUI Maynooth, RCSI, UCC and UCD, are the successful recipients of the first round of funding as part of the €30 million Technology Transfer Strengthening Initiative managed by Enterprise Ireland. This investment will have a major impact on the development of the skill base needed to drive the economy forward. It also has the potential to make a more direct economic impact through the commercialisation of institute research results that have real market potential.

A key element of the commercialisation process is technology transfer and in a bid to strengthen the technology transfer functions in higher education institutions, the Minister for Enterprise, Trade and Employment Michael Martin recently announced that Enterprise Ireland is to fund the appointment of 15 specialists, to the value of €8.5 million, 5 year awards for first round TT support.

The past 12 months has further re-enforced NUI Galway as a research-intensive organisation, the research-spend at the university has increased approximately 5-fold in the last 5 years, with significant research and technology developments across a number of areas. Today, NUI Galway is a hot-bed for research, innovation, technology development and commercialization, spin-out and spin-in companies across many technology / industry sectors. It has first-class research facilities, a pro-active approach to industry engagement and world-leading scientists.

As well as the approval from EI for 3 commercialisation officers' posts, in the past 12 months the university has continued to invest in its Technology Transfer Office (TTO). Four additional posts were created by the university, including that of a Commercialization Executive (Biotech), Commercialization Executive (ICT/Engineering/Industrial Products), Business Development Manager and an Administration Officer.

The key focus going forward is to connect the industry base with the research infrastructure in every possible way. The network of campus based Incubation Centres located in the Universities play a vital role in forging and strengthening this connection.

Interesting and challenging times ahead !

The seminar to match your needs

On April 30th 2007 the Technology Transfer Initiative organised a highly successful seminar on *Intellectual Property, Patents and Licensing*. Hosted in the Science and Engineering Technology Building in NUI Galway, the event was directed towards companies involved in R&D and Intellectual Property in the ICT, Engineering and Biotechnology industry, and was attended by a cross section of staff from large, medium and start up companies.

Based on feedback from the very successful seminars in 2006, the intent was to make this seminar more interactive and specific to companies unique situation. The morning consisted of 2 short presentations, a question and answer session, followed by 30 minute one-to-one meetings where participants could ask the speakers for advice on their own specific areas of concern.

Cathal Lane and Christina Gates, both partners in Tomkins and Co. presented at this seminar. With the continuous focus on innovation and development comes an ever increasing need for protection and we were very fortunate to have secured the services of such eminent speakers.

With over 30 attendees, the feedback was very positive with both speakers and the audience impressed with the level of interest and participation. The breakout sessions were even more beneficial as those companies allocated a slot were well prepared and both our experts had received prior indication of the type of concern each of the companies needed advice on. This success of this format suggests we may use it for other seminars in the future.

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Company Profile



Company

NetFort Technologies develop solutions that for the first time seamlessly integrate a number of critical IT security and network applications into one single system. This enables real time monitoring and analysis of all internal activity and ensures a preventive and proactive approach, maximising network reliability and performance. NetFort's technology has been used, tested and endorsed by multinational companies, government agencies, financial institutions, health care organisations and higher education institutions. By working closely with its customer base, NetFort Technologies has developed a solution that combines a number of network traffic applications to enable a **centralised real time** view of all activity on the company network. Feedback from the customers indicate that they are delighted with its ease of use, low maintenance and training overhead and the concise visibility it enables into the activity on the company network.

Background

John Brosnan, a 20-year veteran of the IT industry in Ireland, UK and USA, established NetFort Technologies in May 2002. The company's operational headquarters are in Galway, where it also has its R&D, manufacturing and support operations. The company also has regional offices in Dublin and the UK. A core international software development team of networking and security experts is based at company headquarters. Initial funding for the company came from the founders and Enterprise Ireland, the state development agency.

Our Products

The *NetFort LANGuardian* combines a number of traffic analysis applications into one centralised solution, creating an early warning detection system of any suspicious activity or network misuse, before it impacts the company network, reputation and business. Using the actual traffic on the internal network it provides a unique and complete view of all activity on the company LAN.

Our Customers

NetFort Technologies are delighted to have achieved significant sales success in both the commercial and public sector, domestically and internationally. They have already built up an enviable list of customers in Ireland and the UK from multinationals, government agencies, local authorities, and educational institutes to small & medium enterprises. They are proud to have established customer relationships with such high profile international clients such as HP and Xilinx, who have installed their LANGuardian systems in both Europe and the USA. Their customers are a cross reference from all industry sectors including manufacturing, healthcare, finance and education. A small listing of our customers are as follows:

- Xilinx (Dublin and San Jose)
- NCTE (National Council for Training in Education)
- Hewlett Packard
- eVent Medical
- Irish Life & Permanent
- National University Of Ireland, Galway
- Cork, Limerick, Mayo and Kerry County Councils

Contact Information

For more detailed information on the company, products and customers, please check out the website at www.netforttechnologies.com or at the contact details listed below.

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