



The Irish
Advantage

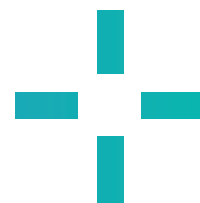
Ireland Smart Cities and IoT Forum

Dublin 2019

 ENTERPRISE
IRELAND

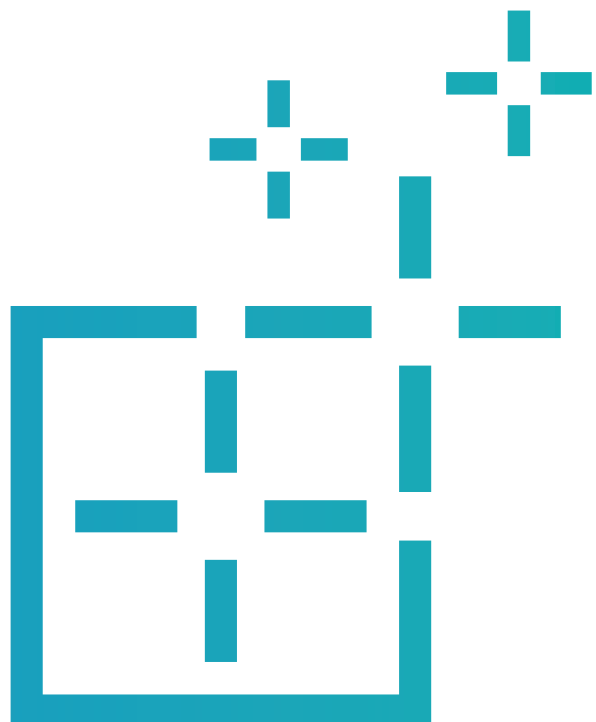


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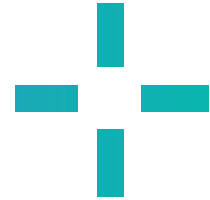
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Conference Programme

Ireland Smart City and IoT Forum

2nd – 3rd December 2019, Aviva Stadium, Dublin



Monday, December 2nd

- 8:30** **Welcome and Registration**
- 9:00** **Opening remarks – Carol Gibbons, Enterprise Ireland**
- 9:15** **Ireland's Smart Story – A Global Leader in IoT & Smart Cities**
- 9:15** Smart Dublin - Jamie Cudden, Smart City Lead, Dublin City Council
- 9:30** Taoglas - Adrian Burns, President IoT Solutions Division
- 9:45** Asavie – Hugh Carroll, VP Marketing
- 10:00** Openet – Sara Philpott, Director of Data Fabric
- 10:15** 8 West Consulting – John Murphy, Co-Chief Executive Officer
- 10:30** **Coffee break**
- 11:00** **Global Keynotes I**
- 11:00** North America – Philip Bane, Smart Cities Council
- 11:20** Middle East – Keith Kiely, DU Telecom
- 11:40** Australia - Matthew Schultz, Australian Smart Cities Association
- 12:00** Asia Pacific - Mr. Poon King Wang, Lee Kuan Centre for Innovative Cities, Singapore
- 12:20** United Kingdom – Dr. Graham Thrower, Urban Foresight
- 12:40** Central and Eastern Europe – Jaromir Beranek, Prague City Assembly
- 13:00** **Lunch break**
- 14:00** **Panel Discussion - *How to win business in global Smart Cities***
- Paul Glynn (Moderator) - Davra Networks (Ireland)
- Ms. Lena Ng. – AMATA Corporation (Thailand & Vietnam)
- Mike Stenson – Kingspan (Czech Republic & Ireland)
- Anthony Sayers - MEA Leading Expert in IoT and Smart Cities (Dubai)
- Andrew Maher – Aurecon (Australia)
- Marco Pironti - Torino City Council (Italy)
- 15:00** **Breakout Sessions – Parallel Tracks with Panel Discussion and Q&A**
- Smart Mobility and Transportation
- Smart Energy and Utilities
- Smart Building and Homes
- 16:30 – 18:00** **Networking Reception**

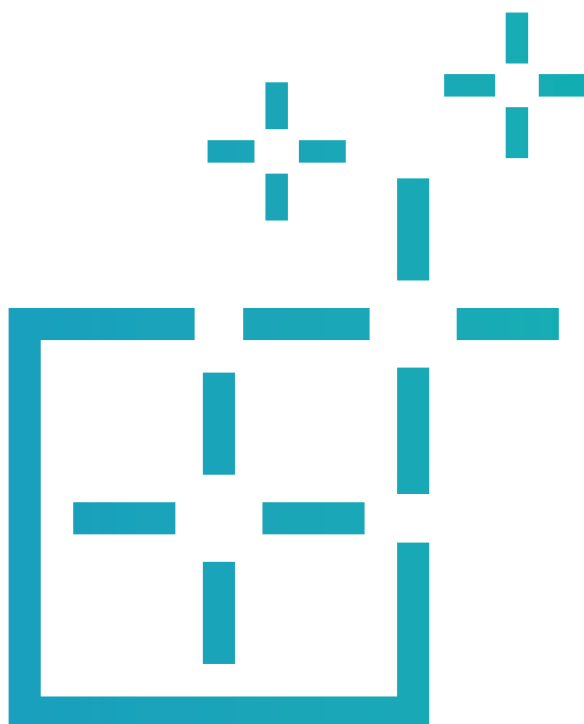
Conference Programme

Ireland Smart City and IoT Forum

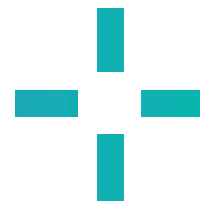
2nd – 3rd December 2019, Aviva Stadium, Dublin

Tuesday, December 3rd

- 8:30** **Welcome and Registration**
- 8:55** **Opening Remarks – David Byrne, Enterprise Ireland**
- 9:00** **Global Keynotes II**
 - 9:00** North America – Noel Kenehan, Ericsson U.S.A.
 - 9:20** Africa – Otuyemi Otule, Formerly 9Mobile
 - 9:40** Middle East - Mr. Faisal Alsaleh, Saudi Arabia General Investment Authority
 - 10:00** Europe – Eoin Licken, Alpac, France
 - 10:20** North America – Chris Stark, CBRS Alliance
- 10:40** **Coffee Break**
- 11:00** **Client – International Delegate One-to-One Meetings**
- 13:00** **Close of Conference**



FOREWORD



Carol Gibbons: Divisional Manager for ICT and International Services at Enterprise Ireland.

We are delighted to welcome our Speakers; International Delegates; Enterprise Ireland Client Companies; City Councils; Research Centres and our many friends to our Smart Cities & IoT conference here at the Aviva Stadium in Dublin.

The rapid development of Smart Cities is reflected in the how modern citizens live, from issues such as the air we breathe, improving access to government services, to utilizing vast stores of information in ways that were never even thought of previously. All of this being driven by an accelerating Internet of Things (IoT) sector which is predicted to have over 20 billion connected devices by 2020.

Key sectors such as transport & logistics, retail, agriculture, manufacturing, healthcare, homes and many others will be transformed by the development and innovations of IoT, M2M and connected smart technologies, many of which are stemming from Ireland.

The increasing growth of the Irish IoT and the Smart City industry, has been accelerated by the funding and support of the Irish Government through agencies such as Enterprise Ireland. Enterprise Ireland has a breadth of client companies, many of whom are attending the forum, offering innovative technological solutions to a host of Smart Cities challenges.

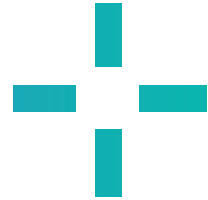
In Ireland world class R&D centres link Irish companies with researchers from academic institutes to ensure that Irish companies remain at the forefront of innovation in telecoms and networks. These technology research centres are also spinning off new and exciting IoT and Smart City companies.

Enterprise Ireland also works with government agencies such as IDA Ireland and Science Foundation Ireland, multinational and indigenous companies and others to ensure that the whole Smart City and IoT ecosystem is world class. There are a number of different testbeds such as Smart Docklands, supported by Dublin City Council, that enable testing of real challenges for Smart City solutions in a high-density sensor and connectivity environment.

We look forward to a wonderful event sharing our collective experiences and knowledge and building contacts that will add real value in enhancing the lives of all our citizens in the Smart Cities of the future.

Carol Gibbons

International Speakers Profiles



Andrew Maher

Chief Digital Officer,
Aurecon, Australia

Aurecon is an engineering, design and advisory company helping our clients with city-scale projects in Asia, Australia and New Zealand, the Middle East and Africa. Our work includes designing the infrastructure for new city metros, large scale power systems and we are currently providing the engineering for the next world's tallest tower in Dubai. Our clients are demanding more digital solutions to build and to operate infrastructure and Aurecon is well into a digital transformation to provide those services. Andrew Maher is a member of the executive leadership team is responsible for Aurecon's digital transformation. Andrew leads the development and delivery of the company's digital strategy that is changing the way Aurecon delivers projects today as well as designing the services of the future and would like to see examples of Irish innovation in services that combine with products such as IOT at both project and precinct-scale.



Antony Sayers

Internet of Things and Analytics Evangelist,
Business Development Middle East & Africa,
Software AG, Dubai, United Arab Emirates

Antony Sayers is a senior technology expert and strategist focused on the Internet of Things (IoT) and Analytics that drives business outcomes. Accomplished in being able to translate the fast-changing technology landscape within the digital transformation era and relating that to organisational impact.

Antony joined Software AG in November 2017 as the IOT and Analytics Evangelist to create strategic IOT technology partnerships that deliver complete 'end to end' solutions to enable broader customer success.

In his role as an Evangelist, Antony passionately shares his vision for the future world and how technology is helping to shape it in many global forums, as well as his blog posts and with the customers he with each day. His vastly experienced career has included being elected for two consecutive terms of Dell's President Council as a strategic advisor and a frequent keynote speaker at large Industry, IT and IOT events around the globe.



Chris Stark

Chairman and Founder,
CBRS Alliance, United States

Chris Stark is the Chairman and a founder of the CBRS Alliance and previously Chief Business Development officer for Nokia Networks in North America. As the Chairman of the CBRS Alliance, Chris has overseen the revolutionary initial commercial deployment launch of OnGo® shared spectrum technology as well as its vast device ecosystem designed to create innovative wireless opportunities for enterprise, industrial and consumer users. In his prior role of Chief Business Development Officer for Nokia Networks, Chris was responsible for identifying and driving new business opportunities in the region.



Eoin Licken

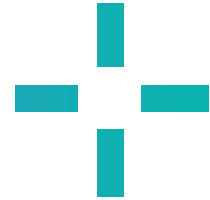
Independent Consultant on Energy and Smart City Field
Alpbac, France

Eoin Licken works as a smart-energy and telecoms consultant based in Grenoble, France, and has been providing business and technical services to smart-energy businesses and to the telecoms software sector in Ireland and France since 1994.

Mr Licken has 30 years' experience as an electrical and software engineer, IT consultant, business development and sales manager, business and technical journalist and project manager, working originally in mobile telecoms data networks and since 2008 for sustainable-energy providers and distributors.

His responsibilities have included running Gridtest Systems business in Europe, where Mr. Licken was a founder, and developed green-field photovoltaic projects and wind-farm market-entry opportunities in Europe for a range of clients in Ireland and France.

Prior to founding Alpbac, Mr. Licken held senior engineering positions with start-ups and global enterprises, including Motorola, Lucent, and the BBC. He has been a co-founder or early member of several mobile-telecoms startups, a technology business reporter for leading international publications including the New York Times Europe, and is a guest lecturer at the Polytech Engineering College of the University of Grenoble-Alpes.



Faisal Alsaleh

**Business Development Manager
Saudi Arabian General Investment Authority (SAGIA)
Riyadh, Saudi Arabia**

Established in 2000, SAGIA facilitates introductions for investors to key stakeholders to support their business and offer advice and services to companies from the initial planning stage of their investment to comprehensive aftercare once they have established themselves in the Kingdom.

Faisal manages ICT Investments Attraction and Development at SAGIA. He connects investors with opportunities unlocked by the Saudi Vision 2030 in a USD 40+ billion ICT market. Prior to this, he has developed strong technical and sales background as part of the Sales Academy program at Microsoft focusing on energy & water, banking, retail and manufacturing (3 years) and as a System Analyst at Sabic (2 years).

Mr. Faisal AlSaleh has a prestigious IT & business academic background. He studied Management information systems at the University of Illinois (Chicago), insights & analytics at the Kellogg School of Management (Northwestern University) and business strategy and finance at INSEAD.

Mr. Faisal AlSaleh is highly interested in meeting with leading Irish companies with the latest solutions in emerging tech.



Dr. Graham Thrower

**Head of Infrastructure & Investment,
Urban Foresight, United Kingdom**

A hugely experienced executive who has held senior management roles within global financial institutions, including Citigroup and Societe Generale; and board-level positions in global investment, economic development and urban regeneration, fund management and creative industries.

Graham's interests and skills sit at the junction of institutional investment, infrastructure provision and progressive and sustainable economic development, particularly in the urban realm. Graham holds a PhD in institutional investment markets for infrastructure from Newcastle University's Centre for Urban & Regional Development Studies (CURDS).



Jaromir Beranek

Chairman of the IT and Smart City Committee,
Member of the Prague City Assembly
Prague, Czech Republic

Jaromir, originally coming from the start-up world, was elected as the Member of the Prague City Assembly in 2018, representing the Czech Pirate Party. As the Chairman of the IT and Smart City Committee, he focuses on Smart City and innovation projects, and promotes entrepreneurship. Furthermore, he oversees financial administration of the city and European projects as well as the development of the integrated transportation system. He is a big proponent of clean mobility and open data.



Keith Kiely

M2M/IOT Solutions Director,
EITC Du, United Arab Emirates

An ICT professional with over 20 years of Telecoms and ICT industry experience. Keith has worked internationally with Telcos across North and South America, Europe and more recently the Middle East. He has vast experience in End to End solutions and emerging technologies. He is heavily engaged with the automotive industry on C-V2X, ECall and eUICC projects currently in the Middle East.

Success-driven Telecom's professional, driving adoption of the Internet of Things; Blockchain, AI with versatile expertise in product & solution Selling, business development, market growth strategies and innovation with a solid experience in M2M, Mobility IoT, Smart City IoT, Telecom and Fixed Services.



Lena Ng.

Chief Investment Officer,
Amata Corporation Public Company Ltd.
Thailand/Vietnam

Lena currently acts as the Chief Investment Officer for Amata Corporation Public Company Ltd and oversees Smart Cities development, Urban Transformation, Strategic Investments and Mergers & Acquisitions. She is the Chairperson of the Investment Committee for China's Belt & Road Initiative for Greater Mekong Sub-region. She is also the Chairperson/Director of Amata Thai-Japanese Co. Ltd, the Joint-Venture company for Hotel Nikko Chonburi development and Director of Amata Global Pte Ltd in Singapore. Lena was honoured as a Young Global Leader by the World Economic Forum in March 2014 and nominated as a Global Agenda Council Member of World Economic Forum. Prior to her current appointments, she was also the Chairperson (Audit Committee) and Board Member of the Singapore National Paralympic Council. Ms. Ng was a former Singapore Diplomat (Commercial Attaché) based in Thailand and Director (ICT)/Green Programme Office of IE Singapore, an agency under Singapore Ministry of Trade and Industry. With more than 25 years of public policy and international investment, Lena's expertise has been tapped for developing key Nation-wide masterplan and G-to-G collaboration platforms. These include Singapore-Thailand Enhanced Economic Relationship (STEER), Singapore-Tianjin Eco-city FDI Promotion, Singapore-Guangzhou Knowledge City FDI Promotion, Singapore-World Bank Infrastructure Collaboration, APEC E-Commerce Taskforce and Singapore Logistics Masterplan.



Marco Pironti

City of Turin, Deputy Mayor for Innovation and Smart City
Turin, Italy

Marco Pironti is the Deputy Mayor of Innovation, Smart City and ICT Systems of the City of Torino. He is carrying out the innovation and digitization strategy of the city of Torino. His vision for the city is to turn it into a laboratory for testing frontier innovations open to the world, and to have an administration vision that is always looking towards citizen participation. The cutting-edge city vision is based in Torino City Lab, an initiative-platform aimed at creating simplified conditions for companies interested in conducting tests in real conditions for urban living using innovative solutions. Promoted by the City of Turin, it involves a vast local partnership of subjects from public and private sectors interested in supporting and growing the local innovation ecosystem and frontier innovation.

He is a Professor of Innovation Management and Entrepreneurship at the University of Torino – Computer Science Department, Director of ICxT Interdepartmental Innovation Centre and member of Scientific Committee of PhD program in Innovation for Circular Economy.



Matthew Schultz

President – Australian Smart Communities Association
Brisbane, Australia

The Australian Smart Communities Association (ASCA) empowers liveable, sustainable and workable smart communities, with citizens, local businesses and stakeholders at the core of our activities. Having started as a collaborative coalition of local government, Regional Development Associations (RDAs) and Regional Organisations of Councils (ROCs), we have established ourselves as the peak industry association in Australia for the rapidly developing digital, sharing and interconnected communities. Through our members ASCA now represents more than 150 local government authorities which collectively represent 12.6 million Australians.

Matthew Schultz is the National President of ASCA and has been working with Telecommunications Connectivity, IoT and smart city solutions for the last fifteen years in Australia. Matthew is interested to meet with leading Irish companies with the latest solutions in 5G, LPWAN, IoT and Smart Cities.



Mike Stenson

Head of Innovation, Kingspan Group
Kingscourt Co Cavan, Ireland

Kingspan is a world leader in energy efficient building envelope solutions with high performing Insulation at its core. Mike is the Group Head of Innovation, where he directs a wide range of Develop projects focused on the use of Advanced Materials to develop next generation insulation solutions. Kingspan has just recently opened a new World leading Research centre, called IKON at Headquarters in Kingscourt.



Noel Kenehan

VP & CTO Emerging Business,
Ericsson, United States

Noel Kenehan joined Ericsson in 2000, where he is designing new and innovative business models at the intersection of 5G, edge-compute, media, analytics and IOT. In this role he is driving adoption of the lean start-up approach to transform both process and culture, new business creation and 5G adoption across industry verticals.

Noel has more than 15 years of software expertise with extensive background in R&D and product development. In the past decade he has been the technical force behind sales and business development that contributed to multi-billion dollars in revenues.



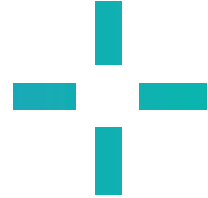
Otuyemi Otule

Formerly 9Mobile

An avid but pragmatic advocate of digital transformation & disruption. Otuyemi Otule (aka Yemi) was, until recently, the Chief Product & Information Officer of 9mobile (previously traded as Etisalat) in Nigeria where he was responsible for IT, Enterprise Information Risk, Product Development and perhaps most importantly, managing digital products/services from cradle to grave. Before Etisalat/9mobile, he was Director of IT at Airtel, another mobile operator in Nigeria. Yemi's career started in management consulting with Accenture in his native Nigeria. Prior to returning to Nigeria to take on the telecom roles, Yemi spent almost 9 years in consulting with Vision Consulting & Deloitte both in Dublin, a city he's proudly made home for the last 19 years. An alum of Chicago Booth and the University of Lagos, he's passionate about helping businesses connect with customer needs & maintain a strategic edge using technology in a way that is cost-effective, profitable, pragmatic and meaningful.

Yemi built a distinguished, 8-year record of progressive achievement and advancement at Etisalat/9mobile. He led several business transformation programs, including transforming the architecture to support delivery of digital products & services and building partnerships across the adjacent industries. Under his leadership, 9mobile moved from offering plain traditional VAS to new and exciting digital services such as apps, games, API business, payments, mobile financial services (powered by machine learning) and started preparing the ground for IoT services. In 3 years, he and his team grew the digital services' contribution to total revenue from less than 5% to just under 20% in 3 years and reduced the cost of running IT by 22%. He was a key part of the executive team that made this late entrant into the Nigerian GSM space a challenger in less than 5 years.

While in Ireland, Yemi supported numerous clients in the public sector, financial services, and manufacturing across the UK & Ireland with transforming/repositioning their businesses, in achieving the dream of delivering breakthrough results in record time.



Philip Bane

Managing Director
Smart Cities Council, Inc.

The Smart Cities Council is an industry coalition led by some of the world's top technology companies. Its goal is to accelerate the move to smart, sustainable cities. The Council offers an online marketplace for planning city projects called Smart Cities Activator. Cities can plan projects, see what other cities are doing globally and learn from experts. In 2020, the Council will add a financing marketplace for cities and financing entities to further help cities accelerate project implementation.

Philip Bane has an extensive background in technology development and sales. For the last ten years, he has actively pursued developing data solutions for sustainability and resilience. Philip has completed a great number of business transactions, owned businesses in the US, Russia and India and took First Virtual public in 1996 as its General Counsel (later purchased by Softbank.)

Philip has keynoted events for the Asian Development Bank, ASEAN Smart Cities Network, GITEX, Smart Cities Week and others. He also moderates over 15 panels a year on smart city topics.



Poon King Wang

Director of the Lee Kuan Yew Centre for Innovative Cities,
Singapore University of Technology and Design (SUTD),
Singapore

POON King Wang is the Director of the Lee Kuan Yew Centre for Innovative Cities at the Singapore University of Technology and Design (SUTD), where he also heads the Smart Cities Lab and the Future Digital Economies and Digital Societies initiative. He is concurrently Senior Director of Strategic Planning at SUTD.

King Wang is on the World Economic Forum's Expert Network on Cities and Urbanization, the Board of Live with AI (an independent France-Singapore think tank on Artificial Intelligence), the International Advisory Panel of IoT Asia, and a national taskforce on the future of adult learning. He was previously on the Board of the BCA Centre for Sustainable Buildings Ltd (a collaboration between the United Nations Environment Programme and Singapore's Building and Construction Authority), Co-Director of the SUTD-JTC Industrial Infrastructure Innovation Centre, and on a national taskforce on future-ready technologies for the services and digital economy.

His and his teams' multi-disciplinary research focus on the human dimensions of smart cities and digital economies, and the impact of digital transformation on the future of work, education, and healthcare, and on society at large. He pays particular attention to how leaders of cities and companies can design strategies and policies to lift the lives of their citizens and workers, with the same technologies that are disrupting work, economy and society.

He draws extensively from his public and private sector experiences. He has served in the Economic Development Board; Ministry of Law; Agency for Science, Technology and Research; and the Competition Commission of Singapore. In the private sector, he was head of business analytics at one of Singapore's largest banks.

King Wang holds a MSc (Industrial Engineering and Engineering Management) from Stanford University, a BSc (Electrical Engineering) from the University of Illinois at Urbana-Champaign, and a Rocket Engineering Certificate from Moscow State Technical University.

Irish Company Profiles

8 WEST CONSULTING

Website: <https://www.8west.ie/>

8 West Consulting is a business consulting and software development company based in Cork, Ireland, operating since 1998. Our primary focus is to provide business and technology solutions to our clients in the Health Care and Retail space along with others who require high quality, scalable and maintainable software in fields ranging from publishing to community safety. We have over two hundred and twenty highly qualified professionals who share a passion for technology and business.

8 West is an ISO 27001 certified, award-winning, full service, enterprise software development company with over 220 professionals and a 20-year history of innovation and on-time delivery.

ACTIONPOINT

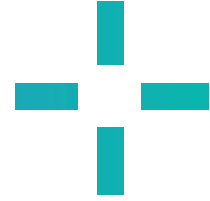
Website: <https://actionpoint.ie/>

ActionPoint has helped many clients to benefit from the Internet of Things, enabling them to develop new products, services and revenue streams. We have particularly strong experience in the following verticals: Manufacturing, Electronics, Government, Education and Professional Business Services.

Some of the IoT solutions we have developed include Smart Manufacturing, Connected Factory, Smart Facilities & Utilities, Environmental Monitoring, Asset Tracking and Edge Device Management systems.

IoT-PREDICT.com is a unique 10 minutes out of the box, end to end predictive maintenance and condition monitoring solution developed by ActionPoint in partnership with Microsoft and Dell.

IDEA Factory is a professional services engagement from ActionPoint. Our team of IoT Technology experts deliver a fully functional, industrial-grade IoT solution for your specific IoT use case in just 10 weeks.



ALPHA WIRELESS LTD.

Website: <https://alphawireless.com/>

Alpha Wireless is a market-leading specialist in designing and manufacturing high performing, superior quality antenna solutions.

As the advent of 5G technologies takes hold, Alpha Wireless' goal is to enable the rollout of next-generation telecommunications networks, globally. As consumers, appetite for mobile connectivity and data soars our antennas are future-ready and our ability to innovate sets us apart.

We don't just respond to current problems, we are committed to anticipating the future challenges and requirements of the wireless industry so that we can lead the way with solutions from macro to small cells, indoors and out, with solutions for MIMO, beamforming, and concealment.

We work closely with network operators, neutral hosts, OEMs, and municipalities to design solutions that meet their requirements are cost-effective and help overcome environmental challenges and economic pressures while preserving the natural landscape.

Changing the way wireless networks are built.

AMMEON SOLUTIONS

Website: <https://www.ammeon.com/>

Ammeon Solutions is a consulting and technology agnostic company, that champions Agile, Lean and DevOps practices coupled with open source technology and a continuous improvement philosophy. We help our clients overcome their IT challenges by using innovative state-of-the-art processes and emerging technologies. Our experienced team of consultants, technical architects and project managers deliver bespoke solutions to organisations in many sectors including banking, telecoms, utilities, transport and automotive.

ANAM TECHNOLOGIES

Website: <https://www.anam.com/>

Anam is the world leading independent provider of messaging solutions for Mobile Operators. Specialising in A2P Monetisation, Security & Hubbing applications, our systems process billions of messages daily across 85 countries for more than 650M subscribers.

Anam's global team of SMS & A2P consultants use firewall, analytics & reporting technologies to generate new revenues from A2P, protect subscribers against SPAM and fraud & deliver operational messaging efficiencies for Mobile Operators.

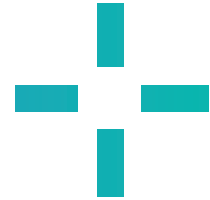
Anam is headquartered in Dublin, Ireland with global Sales offices in Malaysia & Kenya. The company has further substantial worldwide support presence in Czech Republic, Egypt, Jamaica, Malta, Nigeria, Russia, Pakistan & Vietnam.

Anam is rated No 1 SMS Firewall vendor by a global industry survey of 172 Mobile Operators. The company is backed by Enterprise Ireland and was awarded Top Exporter in Deloitte's 2018 FAST50 programme.

ARK ENERGY CONSULTING LTD.

Website: <https://www.ark-energy.eu/>

We are obsessed with data and efficiency. Our cloud-based service, Artesian, aims to unshackle data scientists and energy sector practitioners from the burden of 'data' preparation allowing them to focus on the important bits: the 'science' part. When we say 'data' we mean 'time series'. Our service is aimed both at data consumers and data producers. It supports consumers by automatically ingesting, classifying and conforming data from a variety of sources. It supports producers by providing them with a framework to securely distribute data while at the same time promoting immediacy of consumption and therefore adoption. Service subscription fees are based on a simple combination of the number of data sources required and the number of users benefitting from the service. Practically infinite storage space is on us, at no extra cost, and so is extending the service's reach to sources not yet in our arsenal of data workers.



ASAVIE

Website: www.asavie.com

Asavie's vision is to help enterprises and OEMs succeed, by simplifying digital transformation. We enable enterprises harness the power of mobile devices, the Internet of Things and artificial intelligence, to transform and scale their businesses.

Our self-serve, programmable SaaS solutions enable secure mobile access in a multi-cloud world using any network, from legacy implementations to the most advanced greenfield IoT and enterprise SD-WAN deployments. We unify visibility and control across all mobile endpoints, providing the intelligent insights to help reduce costs and improve overall performance.

Asavie's services are distributed by Tier 1 Mobile Network Operators including AT&T, Telefonica, Singtel, Verizon & Vodafone; Cloud Service Providers and OEMs such as AWS, Dell and Microsoft to Global 2000 companies and SME sectors.

ASPIRE TECHNOLOGY

Website: <https://www.aspiretechnology.com/>

Aspire delivers end-to-end, multi-vendor software solutions, network services and consulting that radically transform the business of communication service providers. Aspire provide software and services to perfect and optimize the deployment, performance and operations of customer systems and networks.

CIVIC INTEGRATED SOLUTIONS

Website: <http://www.civic.ie/>

Civic Group operate a service delivery business model to both the Intelligent Transport Systems and Built environment sectors. Through our in-house software development team, we have designed and built business operating system including mobile app that allows us to manage our mobile technical teams as well as all day to day office functions. Our focus is to integrate more smart solutions such as IoT and AI to allow our clients reach the potential of their businesses and organisations. Our latest development is the introduction of Gamification into our mobile app that will allow for continuous appraisal of our team and introduce a fair rewards process to encourage talent and drive ambition.

CUBIC TELECOM

Website: <https://www.cubiclecom.com/>

Cubic Telecom is a global connectivity management supplier that offers mobility solutions powering connectivity for leading Internet of things (IoT), automotive and mobile device companies across the globe.

An expert in Connected Intelligence, Cubic Telecom enables global scalability with local connectivity anytime, anywhere. Cubic provides connectivity in over 180 countries; the most robust network, device and retail partnerships worldwide; and flexible over-the-air (OTA) device management for clients and partners.

Cubic creates connectivity where there was none before, with a belief in the future of things: a future where everything is connected. Clients which also believe in this work include Audi, Panasonic, Volkswagen, Woolworths, e. GO and Skoda.

Based in Dublin Ireland, Cubic Telecom's partners and customers include some of the world's leading Fortune 100 tablet and notebook manufacturers, retailers, and automotive companies. The company is privately held with over €100 million in funding.



DANALTO LTD.

Website: <https://www.danalto.com/>

Our mission is to make IoT service and technology adoption and deployment easy for Enterprises everywhere.

danalto delivers flexible and low-cost connectivity solutions and technologies which release the potential of low power sensing (Internet of Things). We are well placed to customise long range and low power solutions depending on customer needs, e.g. farm, hospital, airport, city, dept store, factory. The potential that enterprises can tap into is vast and low-cost devices at scale are possible to deploy with relative ease compared to traditional machine to machine approaches - this is where danalto excels.

DAON

Website: <https://www.daon.com/>

Daon is an innovator in developing and deploying biometric authentication and identity assurance solutions worldwide. Daon has pioneered methods for securely and conveniently combining biometric and identity capabilities across multiple channels with large-scale deployments that span payments verification, digital banking, wealth, insurance, telcos, and securing borders and critical infrastructure. Daon's IdentityX® platform provides an inclusive, trusted digital security experience, enabling the creation, authentication and recovery of a user's identity and allowing businesses to conduct transactions with any consumer through any medium with total confidence.

DAVRA NETWORKS LTD.

Website: <https://davra.com/>

Davra provides a complete IoT AEP platform that allows System Integrators, OEMs, and our end customers to define, build and rapidly bring to market industrial grade IoT applications on a single reliable, secure and scalable IoT platform. Recognised by Gartner in this Year's IIOT Magic Quadrant and listed as the world's leading platform on their highly regarded Peer Insights Report Davra provide a completely horizontal solution with vertical focus's in Transport, Smart Cities & Districts, Energy & Natural Resources and Connected Care.

DREAMTEC SOFTWARE

Website: <https://dreamtecsystems.com/>

Our origins go back to 1994 when we first introduced a mobile solution for the fuel distribution industry. Since then we have maintained our focus on this sector – researching, developing and innovating – to create and deliver the unique system that we offer today.

DreamTec Systems set out to build solutions that would truly transform how our clients operate, enabling them to grow quickly and without constraint. And, as our customers' businesses have evolved, so too has ours. DreamTec Systems now has more than 100 customers in over 12 countries, servicing a network in excess of 1,000 vehicles.

We have distilled years of learning, insight and observation, particularly within the fuel and food industries, to design an advanced system that addresses the needs of distribution-based businesses. It's all that we do and that's why we're the best.



EDGECAN

Website: <https://www.edgescan.com/>

Edgescan Fullstack Vulnerability Management™ provides unparalleled vulnerability management detection & continuous system visibility. edgescan discovers, validates and risk rates vulnerabilities facing your organisation, so you don't have to. Edgescan is virtually false positive free due to a combination of expert validation by our penetration testing team and clever technology.

EIRSCOPE LTD. (MAGNUS MONITORS)

Website: <http://www.magnusmonitors.com/>

Magnus Radar Monitors can help empower your business by improving accuracy, efficiency and increasing customer satisfaction to help you reduce your costs.

The Magnus Radar Monitor allows you to be proactive with your business rather than reactive. Combining advanced and innovative hardware with a scalable and easy to use software package which provides, and analyses key metrics and reports means you will now have the data you need to have more visibility and efficiency in your business.

Who are we?

Based in the West of Ireland, the Magnus team combines technical expertise in both advanced hardware and enterprise software with many years' experience within industry which has allowed us to develop this exciting new technology to help improve the way your business operates day-to-day. We currently operate in several industries varying from Oil and Waste Oil Collection to Water, Wastewater and Waste Management to Glass Collection.

ELECTRICITY EXCHANGE DAC

Website: <https://www.electricityexchange.ie/>

Electricity Exchange is a leading provider of Demand Response Technologies and Services. As part of our Demand Side Unit service, we deploy our latest technologies to deliver additional revenue directly to commercial and industrial electricity consumers' bottom line. These technologies enable our clients to support the electricity system with minimal impact on their business. Our Virtual Power Station pays clients for simply making themselves available to reliably provide support when required.

The company was recently announced as the overall winner of the Deloitte Technology Fast 50 Ireland competition as well as winning numerous other prestigious awards for their innovative gridware technology. Electricity Exchange is currently undertaking overseas expansion.

FIJOWAVE

Website: <https://www.fijowave.com/>

Fijowave is an Irish IoT security solutions company.

Fijowave products enable our partners remotely access, control and monitor equipment in locations that make physical access either too costly or difficult. Fijowave's core product is the IoT secure remote access platform called 'Fijoport'. This is a high security IoT Remote Management Platform enabling 24/7 remote access for equipment maintenance and proactive monitoring. It is simple to install, scalable from one to thousands of sites, cost effective and product agnostic.

This platform offers our partners the opportunity to reduce costs, improve customer satisfaction and retention while differentiating themselves from their competition. It has applications in any industry that has a requirement to remotely access both IP enabled and legacy Non-IP enabled equipment. Product options include connectivity over Fixed Line, 3/4G, LTE and Satellite networks.



GARLAND

Website: <http://www.garlandconsultancy.com/>

Garland is an international consulting engineering firm. We provide a full range of civil and structural consulting engineering as well as specialist services in construction safety management, project management and planning, social and economic development.

From our offices in Dublin, Limerick, Waterford, Ghana and Saudi Arabia, our specialist divisions tailor a range of services to suit the needs of any project. Our highly experienced teams are renowned for prestigious work within the healthcare, educational, industrial, infrastructure, commercial and residential sectors.

Garland history spans over 80 years and over 30 countries worldwide.

GOOD TRAVEL SOFTWARE

Website: <https://www.goodtravelsoftware.com/>

GTS are global leaders in Station Based Car Sharing, Demand Prediction, School Bus Route Optimisation and Mobility as a Service. Based in Dublin GTS have customers across Europe, North America, South America and Australia. Clients include Toyota Motors, Tata Motors and Dublin City Council.

Key growth sectors for GTS are:

Dealership based Car Sharing, facilitating traditional car dealership networks to generate new revenue streams.

Bus route optimisation, to reduce the number of buses school districts need to operate to deliver their students to and from school in a timely fashion

Smart Mobility hubs for municipalities and large corporate customers, reducing staff transport costs and carbon emissions by provide a shared fleet of eCars, bikes and eBikes.

KLAS TELECOM

Website: <https://klastelecom.com/>

Klas Telecom is an engineering and design company with over 25 years of experience developing innovative communications solutions for the network edge. Klas Telecom delivers connectivity to remote and austere environments where low size, weight, power and ruggedisation are required. The company specialises in integrating enterprise networking capabilities from global IT leaders with in-house hardware and software platforms designed to meet market demands and the most stringent environmental requirements. Klas Telecom leverages the latest technology to stay on the forefront of the deployable communications industry. Klas Telecom operates in the public safety, transportation and U.S. and international government and defense markets. The company employs over 120 staff across four offices located in Washington, DC; Herndon, VA; Tampa, FL; and Dublin, Ireland.

MAGNET NETWORKS

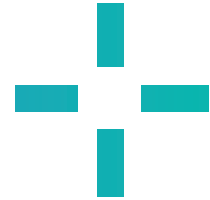
Website: <https://www.magnetnetworks.com/>

Smart solutions can empower everyone to live more comfortably, work more efficiently and exist more sustainably.

Smart makes life and work simpler. Simpler to control. Simpler to grow. And simpler to analyse.

Smart also delivers a measurable return on investment. With the greater efficiencies generated and cabling costs reduced by up to 65%, smart technology can be a cost-neutral investment.

With Magnet Networks, taking a smart approach is simple and affordable. Today, we can offer complete end-to-end smart solutions. Whatever you are building and wherever you are located.



MOBY

Website: <https://mobymove.com/>

We operate dockless electric bikes in Cities. MOBY products are designing and developing inspiring and innovative electric vehicles. We create innovative electric mobility products and hybrid retail solutions. We are based in Dublin and operate a global D2C & B2B model.

NOVEGEN

Website: <https://novegen.com/>

Novegen is an Irish company with offices in Sandyford, Dublin 18. Novegen specialise in telecom network infrastructure related services such as consultation, asset management, design, network verification, quality assurance, sales, implementation, technical support, logistics, network services and campus wide solutions. Following an extensive tender process, Novegen were appointed by Dublin City Council in July 2016 to manage and operate DCC's telecoms infrastructure in the Docklands area. The Novegen network design reflects telecom operator access neutrality and freedom of choice. The network is available to all telecom operators on the same basis thus promoting competition. The network design is based on duct, sub-duct and micro-duct connectivity. This allows us to provide cost effective and high capacity networks that are designed with future requirements to the fore. After the initial installation, no further disruptive civil works are required. In environments such as the Docklands this is a real and tangible advantage.

NULUMENTEK

Website: <https://nulumentek.com/>

Business Description

NuLumenTek supports companies significantly reduce operating costs by migrating from old generation lighting to energy efficient LED & Solar lighting technology ensuring companies are driving towards decarbonisation and a safer and greener environment.

We also support companies to optimise energy use through smart technologies.

Products & Services

We design and supply market leading high efficiency products, our engineered solutions are project specific and achieve over 70% energy savings on general lighting systems.

We develop bespoke lighting solutions for clients who wish to retain existing luminaire form factors and design/supply solar PV lightings for multiple applications.

Today our projects are generating annual energy savings which equate to the removal of over 6000 cars from our environment or 500,000 Tree seedlings grown for 10 years.

Our Mission is to become the most effective energy solutions provider in the world supported by our team who are client focused, experienced, hardworking, intelligent, innovative and honourable.

OPENET

Website: <https://www.openet.com/>

Founded in 1999, Openet provides Digital and 5G BSS to enable service providers to create new revenues from digital services, improve customer engagement and enjoy faster time to market. Openet's Digital BSS is 5G ready. We have adopted continuous integration and continuous development, DevOps and essential collaboration between development, security and operations in order to enable the rapid deployment of services. Openet has embraced automation of functions that are required in order to drive elastic scaling as well as new business functions.



OVER-C

Website: <https://over-c.com/>

Over-C provide a digital platform to high-footfall, high-risk public venues giving them full transparency, confidence and control of front-line operations. Our platform enables real-time decision making in the areas of cost control, compliance and the customer experience. All activity is monitored in real-time via a visual dashboard; and reporting is by exception - enabling property managers to achieve cost efficiencies by making smarter decisions about how best to deploy front-line resources; and ensures they are fully compliant with regulatory requirements and able to deliver an optimal customer experience. We deploy sensors and IoT endpoints using location, sensor data and other inputs to trigger tasks and workflows on frontline users' mobile devices. Photographs and videos can also be uploaded to create a complete and auditable digital record.

PEL WASTE REDUCTION EQUIPMENT

Website: <https://www.pelmfg.com/>

PEL Waste Reduction Equipment is a leading manufacturer of products for reducing waste disposal costs and serves a global customer base via offices in Ireland, the UK and a network of international distributors. Tommy Griffith founded PEL in 2005 and the company is recognized as a leading innovator in waste reduction offering many novel solutions including the patented 'Jaws' range of bottle crushers & SolarStreetBin™. The SolarStreetBin™ is a solar powered compacting litter bin designed to save on litter collection costs and is ideal for any location where large volumes of litter are generated. It accommodates a standard 120 Litre, 240 Litre or 360 litre wheelie bin – it will hold a bag for those customers managing their litter waste in bags. Typically, SolarStreetBin™ reduces litter collections by up to 90% by means of an internal solar powered compaction system and an integrated bin-fill sensor coupled with BriteBin™ software.

ROBEAU TECH

Website: <https://www.robeau.tech/en/>

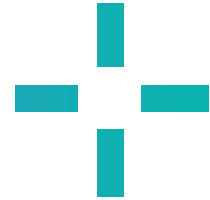
Robeau allows Smart Cities and enterprises to save water thanks to an IoT LoRa device dedicated to water consumption measurement and Leak detection in real time. Monitor all your water consumption in your buildings and detect leaks to reduce and save Water everywhere in the city.

SAFECILITY

Website: <https://www.safecility.com/>

Safecility is your building compliance concierge. We create safer buildings and make life easier for asset owners through IoT technology.

Safecility automates emergency lighting and other legally required testing making compliance quick and effortless. We handle the pain of testing and reporting to improve safety, free up company resources, save money and reduce carbon emissions. Think of Safecility as a dedicated compliance buddy locally managing your buildings so you don't have to.



SONITUS SYSTEMS

Website: <http://www.sonitussystems.com/>

Sonitus Systems provide user-friendly and reliable noise monitoring systems. Founded in 2007 to provide cost-effective noise monitoring instrumentation to regulatory authorities, the company has expanded and evolved allowing us to offer a full range of noise management services.

Our team have extensive expertise spanning engineering, product development, wireless sensor networking, acoustics and environmental noise management and are ideally equipped to develop innovative new solutions for measuring noise emissions.

SUPARULE SYSTEMS LTD.

Website: <https://www.suparule.com/>

Founded in 1989, Suparule Systems Ltd. is an Irish Company specialising in the development, manufacture & supply of electronic test & measurement instruments for technical personnel in the utility, industrial, construction & commercial sectors.

Drawing on this vast experience gained over the past 30 years, our team comes equipped with a wide range of skills, intuitive know-how, and a dedication to quality customer service.

Our specialist expertise has been in the development and manufacture of products for non-invasive earth fault and phase fault detection and indication, on MV underground and overhead cables.

Suparule supplies Utilities & Companies involved in major infrastructural projects throughout the Middle East, Europe & America.

In the Middle East we count the Utilities below among our many valued customers.

- Saudi Electricity Company
- Dubai Electricity & Water Association
- Abu Dhabi Distribution Company
- Al Ain Distribution Company
- Bahrain Electricity & Water Authority

TAOGLAS

Website: <https://www.taoglas.com/>

Taoglas is the world's leading provider of next-generation IoT solutions, combining the latest in high-performance RF antenna with advanced positioning, imaging, audio and artificial intelligence technologies for companies with unique IoT challenges.

With 10 world-class design, support and test centres in Ireland, Germany, Poland, Taiwan, China, and the US, in-house manufacturing in Taiwan and the US, and a dynamic online ordering system, Taoglas helps companies deliver complex IoT solutions to market quickly and cost-effectively.

Acknowledged to have a 100% positive approach by partners and customers globally, Taoglas is a trusted advisor to companies across a wide range of wireless and IoT technologies, from cellular 4G/5G, GNSS, Wi-Fi, DSRC/CV2X, NFC, LORA/LPWAN to any protocol used to transmit and receive data.

With best-in-class support, unmatched consultancy, engineering experts, and custom design services, Taoglas is providing solutions across a variety of IoT use cases in automotive, utilities, smart cities, healthcare, telematics and more.

TEKELEK GROUP

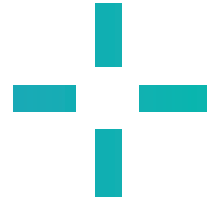
Website: <https://tekelek.ie/>

For more than 20 years, Tekelek has designed and manufactured Internet of Things (IoT) tank monitoring sensor solutions and components across a vast range of industries.

We are Europe's foremost manufacturer of products to measure and report the level of liquids in domestic and commercial tanks, including oil, lubricants, gas, chemicals, water, AdBlue and LPG. Our expanding range of own-design products offer reliable, cost effective monitoring solutions across a range of applications. We help our customers by providing real-time data facilitating smarter decision-making creating leaner, more agile businesses with up to 30% savings by optimizing efficiencies.

Our high performance is based on industry experience and customer commitment. We pride ourselves on our client focus, certainty of performance and ability to meet changing client technology needs. This is what drives us to continuously exceed our customer's expectations.

Measurement made simple using Tekelek technology... Now you're in control.



THINK SMARTER ANALYTICS

Website: <https://www.thinksmarter.io/>

We provide Cities with actionable data about people movement, crowding and footfall. Cities use this to drive data-driven decision making leading to improved customer services, increased efficiency, greater public health and safety as well as maximising revenue opportunities.

Our cloud based solution, can be deployed in days, and uses WIFI, smart furniture or smart streetlights as IoT sensors to collect anonymous data which we aggregate process & analyse to deliver dashboards, visualisations and reports to the users where and when they need it, which can be in real time.

THREATSCAPE

Website: <https://www.threatscape.com/>

Threatscape is a pure play IT security company based in Dublin and London and are the trusted security partner of enterprise clients with critical IT assets in 100+ countries.

Our engineers use their skill alongside best-in-class solutions to protect, detect and respond to the growing threat of cyberattacks. We have broad expertise in cybersecurity and specialise in endpoint protection, detection and response, cloud security, malware defence, identity protection and network security.

We offer professional services, managed security services including a 24x7 managed SOC and are one of few security companies with a dedicated Microsoft Security Practice.

Our team is focused on one thing: keeping businesses secure in a digital world. We protect, detect and respond to keep our clients safe from the growing threat of cyberattacks. Our solutions and services cover three core pillars of Cyber Security - Endpoint, Cloud & Network.

TR3DENT

Website: <https://www.tr3dent.com/>

Tr3dent's Transformation Accelerator is a market leading Strategic Planning Platform. More than 1,500 registered users from 200 companies use Transformation Accelerator to plan and model business ecosystems that drive digital transformation. Projects underway include Smart City initiatives, new digital marketplaces, blockchain, eHealth, IoT, 5G and more.

Key Benefits include;

- Teams can shave up to 70% off the time it takes to define ecosystems.
- Obtain agreement from stakeholders up to 50% faster.
- 85% of users see a direct relationship between using our platform and improvement in stakeholder engagement and alignment
- 100% of users develop increased confidence in their team's ability to execute their planned business model.
- The time it takes to define your business model can be reduced by up to 50%.
- Clearly defined requirements can help to reduce IT rework by 30%

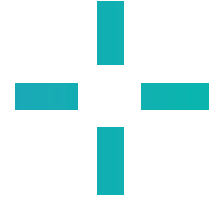
TRANSPOCO

Website: <https://www.transpoco.com/>

Transpoco is an Irish company and leader in vehicle telematics. We currently have several smart city related projects:

We work with local authorities to help them better understand the operations of their vehicles on the road. We provide traffic flow information to a variety of organisations to help optimize road and location networks.

We have also developed a micro mobility solution that addresses many of the challenge's cities fast with the emergence of next generation vehicles.



VRM TECHNOLOGY

Website: <https://www.vrmtech.ie/>

VRM Tech is a software firm specializing in the Monitoring, Measurement and Optimization of Energy Networks and the Built Environment targeting the Public and Private Sectors.

VRM Tech uses its Clarity platform to build Smart Energy Districts containing Digital Twins of Buildings in the Networks.

Clarity is an Energy Monitoring, Performance and Alert platform that Integrates and creates data to monitor, control and optimise energy networks and the buildings they supply. The result is Healthier Buildings that Contribute Less Carbon to the Environment. Clarity drives down and stabilises primary energy network costs enabling residents to benefit from lower their fuel bills.

VRM's Certify platform remotely monitors the installation and commissioning of assets from large scale projects such as energy networks to the installation of individual sensors. Certify is a smart document and contract solution that creates a digitized audit trail of works reducing time and cost ensuring full regulatory compliance.

WIA TECHNOLOGIES LIMITED

Website: <https://www.wia.io/>

Wia helps companies build and deploy Internet of Things (IoT) solutions. Today, the majority of businesses who are trying to create their own sensor-based solutions are struggling to even enter the prototype phase due to the levels of complexity that are required across the three different pieces of the IoT puzzle - hardware, software and connectivity. We provide an end-to-end innovation platform that allows them to go from rapid prototyping to large scale production in a seamless way, with all the products and services required under one roof.

The company was founded by Conall Lavery (CEO) who has previously built products for BBC, Channel 4, Samsung, Cambridge Silicon Radio and many other companies throughout the UK and Ireland. He was listed on this year's Forbes 30 Under 30 for Europe.

WORKZ GROUP

Website: <https://www.workz.com/>

Workz Group is a leading mobile & IoT solutions provider, offering a range of connected secure solutions such as eSIM, SIM, remote provisioning, OTA & VAS. We are one of only six providers in the world certified by the GSMA across production, data personalisation, and remote provisioning of eSIMs guaranteeing full security, interoperability and futureproofing of devices. We are an Irish-based company with Group HQ in Arklow, production facilities in Europe and Dubai plus offices across the world.

ZIGGYTEC LTD.

Website: <https://www.ziggytec.com/>

ZiggyTec helps Property Management Companies meet their sustainability reporting obligations by installing the latest Internet of Things (IoT) sensor technology in commercial buildings and deliver the key data required by property management companies (utility meter readings and usage) through ZiggyTec's cloud-based software platform.

Enterprise Ireland
The Plaza, Eastpoint Business Park
Dublin 3, D03 E5R6
Tel: (01) 727 2000

#IrishAdvantage

www.enterprise-ireland.com



Ireland's European Structural and Investment Funds Programmes 2014-2020
Co-funded by the Irish Government and the European Union