

# on the GRAPEVINE

with **JOE DERMODY**  
joe.dermody@examiner.ie



## prime numbers ...

**DOLE DIP:** A decrease in the live register figures of 6,600 during October is a positive, the Small Firms Association said this week. This follows a 5,400 decrease in September, set against an annual increase of 4.2%. Some 5,741 young people under 25 (c90% of the total) have left the live register within the last month, but Sinn Féin and Fine Gael both said this was down to emigration not a surge in new jobs. Some 9,300 more people left Ireland in April than in April 2009, a rise of 50%. Of the 65,300 predicted to emigrate this year, 43% are aged 15 to 24, and 45% are aged between 25 and 44.

## any other business...



**Dr Andrew Crosbie, SouthDoc; Gary O'Flynn, esus; Miriam O'Flynn, esus; Howard Beggs, of sponsors Helix Health.**  
Picture: Brendan Lyon

### Esus commended for SouthDoc communication services

INTERNET services company esus Web Solutions won a commendation at the 2010 Irish Healthcare Awards in the Best Use of Technology in Healthcare category for their work with SouthDoc, the after-hours doctors service. Cork-based esus developed an online rota and

communications system for SouthDoc, enabling over 500 doctors in Cork and Kerry to manage their rotas. GPs receive text message reminders and communicate online via a secure extranet. The IMT-sponsored awards were held in the Shelbourne Hotel, Dublin.

### Clarke and Trident Hotel pick up major golfing awards



**Amy Duggan and Hal McElroy of the Trident Hotel, with Pierce Wall, IGTOA, centre.**

IRELAND'S golf-focused hotels are grateful to the Irish golfers who starred in the Ryder Cup. Their role as ambassadors of Irish golf has played no small part in the survival of golfing hotels, so it was great to see Ryder Cup legend Darren Clarke pick up the Jerry Donworth Outstanding Contribution to Golf award at the Ireland Golf

Tour Operator Association (IGTOA) awards, a three-day event at the Slieve Donard Resort and Spa, Co Down. The Trident Hotel in Kinsale was selected as the best Large Golf Hotel of the Year at the IGTOA awards. Trident MD, Hal McElroy, said: "All the hard work of our great team has certainly paid off."

# Cork can be ICT gateway for Europe, says network chief

IRELAND Inc needs to regain its swagger, and next Thursday's it@cork 2010 Leaders Awards in Cork County Hall is as good a place as any to start.

So says Denis Collins, the Cork-based global sales executive of US computer giant IBM and the incoming chairman of it@cork, the business network for ICT professionals in the southern capital. He believes it@cork can be used as a means of promoting Cork's reputation as a gateway for the European ICT sector, and give Ireland Inc a lift into the bargain.

"We have a great network here," enthuses Collins, an energetic American whose arrival from New York into IBM's Business Continuity facility in Blackpool Business Park, Cork, has coincided with initiatives such as Cloud Computing and Smarter Planet, and the acquisition of Vallent, a Cork-based software company which has subsequently been integrated into IBM Software Group's Unit in Tivoli, Cork.

"We can make Cork an ICT gateway for Europe," continues Collins. "We can drive that value onwards to add value to Ireland Inc. We have the talent, the networking and the ability to do that. The seven categories in the it@cork Leaders Awards all answer specific needs for Ireland.

"The night is totally sold out. This is an organic and thriving organisation. The night will drive value for our members, and it will highlight the positive things going on in the country. Ireland needs to shake off the doom and gloom and develop a swagger and have a bit of a laugh again.

"For its size, this country has made an incredible impact around the world. We need to remember that, and to wear it on our sleeve a bit more. George Bush walks with a bit of a strut. When people pointed it out to



**IT@Cork chairman Denis Collins: 'we can make Cork an ICT gateway for Europe.'**

Picture: Dan Linehan

him, Bush said: 'In Texas, we just call that walking'. We in Ireland need to develop a bit of a swagger. Self-confidence helps to promote success."

Collins said that it@cork has been pivotal in helping him see how a multinational corporation and the local community can work together. Having been a member, he is now looking forward to steering the organisation into a new growth phase.

Fellow it@cork director Tom Moore said the network will benefit hugely from Collins's wealth of experience in Ireland and globally.

"At it@cork, we see ourselves as not only providing our members with excellent networking opportunities; but also as proactive business partners working alongside them as they develop and expand," says Moore. "High service levels, innovation and industry knowledge is critical in the new economic reality, and by appointing

an industry leader and expert of the calibre of Denis Collins to the chair, we are showing a commitment to our members."

Next Thursday's fourth annual it@cork Leaders Awards will celebrate the industry's high achievers, but the event is also useful in bringing innovative companies into contact with one another. They also meet business consultants and other service providers who can help them expand.

As the awards panel chairman, John Wall, explains: "Networking is essentially for ICT companies, from micro businesses to multinationals. To make the transition from a small operation to a bigger company, you need a community of professional services to come together."

"This awards night is the best business networking event we have in Cork. Some of the conferences can be quite technical, but awards events tend to bring you into contact with a

broader business community. Naturally, marketing departments love awards, they give them something to talk about.

"That said, once you get past the froth, these nights are definitely important. Henry Ford once said that you could be trying to sell people \$10 notes for \$5, and you still won't succeed until you find a way of getting your message out there. These awards give companies a safe room in which they can meet up with one another."

it@cork is an independent not-for-profit organisation representing the interests of ICT professionals in Cork. It represents 290 corporate members. Its annual events include half-day conferences, breakfast seminars, networking lunches, evening events and its Technology in Business Conference. Last year, it@cork organised 30 events, attended by 1,500 members.

The 21 companies shortlisted for the it@cork awards

are: (Green Technology Award) PepsiCo, Tyndall Institute, Manage CO2; (Sustained Excellence Award) McAfee, Newsweaver, TrendMicro; (Research & Innovation Project Award) Abtran, Lincor Solutions, CleanGrow; (IT Department Award) Quinn Healthcare, Bord Gáis Networks, Bon Secours Hospital; (Excellence in Education Award) Scoil Chlochair Mhuire in Carrigtwohill, Knockclarig, NS Rockchapel, Kileredan NS; (High Growth Company Award) Compliance and Risks, Voicesage, Lincor Solutions; (High Potential Start-up Award) Loc8 Code Ltd, Product World, Goshido.

The awards night keynote speaker is Neil Leyden, Calico Media, winner of the Your Country, Your Call initiative. Sponsors include the Irish Examiner, Berkeley Recruitment, Pepsico, Worky.com, Software Skill-net, KPMG, IBM and Enterprise Ireland.

## Snacks growth welcome boost

IRISH farmers can capitalise on a surge in demand for healthy snacks such as granola (aggregate cereal-based products), high-protein bars and functional snacks which has grown significantly in recent years, according to a pool of food scientists at Teagasc, UCC and DIT.

They have just completed a three-year study into the commercial opportunities for Irish producers of aggregate cereals and snacks.

The findings are being rolled out next Tuesday at a half-day conference in UCC's Food Science and Technology Building.

At present, the ingredients in these snacks are usually bound together by an agent such as honey, to give the bars a uniform structure.

One item on the agenda is the opportunity to add probiotics to cereal bars.

Researchers at Teagasc Ashtown are using by-products of the cider, malting, brewing and milling industries as ingredients to make nutritious cereal-based snack products.

Their colleagues in Moorpark are working to produce high protein and fibre bars.

Researchers at UCC have been looking at quality by design using the principles of reverse-engineering, to deliver an optimum packaging to maintain product quality throughout distribution chain, from knowledge of product critical quality parameters, the most influential environmental factors and the optimum packaging material.

They also developed a software tool to help companies optimise packaging atmosphere and material which can be useful for packaging design (MAP).

# Unique opportunity for PhD graduates

GALWAY'S pool of skilled PhDs offers a unique opportunity for companies to develop advanced research facilities in an idyllic setting, says Colman Collins, founder of recruitment group Collins McNicholas, which celebrates 20 years in business this year.

In a recent review of PhD graduates registered on their database, Collins McNicholas recorded a bank of 969 highly skilled PhDs on its Galway database. The company has 2,081 PhD graduates registered in its five offices nationwide.

Colman Collins notes: "I believe the jobs market is



**Colman Collins: 'Jobs market is picking up.'**

picking up. Our six-month report for 2010 revealed that

the number of jobs registered with us was 37% higher than the number registered in the first six months of 2009. That was the fourth consecutive quarter to show a rise in the number of jobs registered with us."

Over the past 20 years, Collins McNicholas have recruited for many of Ireland's top companies.

Collins McNicholas recruit for both indigenous companies and multinationals, with particular experience in the west in the biotechnology, biopharma, software and engineering sectors.

In their experience, the

west of Ireland is a particularly attractive location for companies looking to source the specific technical skills required in these industries e.g. Boston Scientific, Baxter and Cisco in Galway.

According to Colman Collins who established the company in 1990, "invest-

ment in fourth level education is essential in order to fully embrace the knowledge economy.

PhD graduates act as a magnet for foreign direct investment and also help indigenous companies to innovate and compete in global markets."

## Want to Make A Difference In Your Community?



Visit [www.bettertogether.ie](http://www.bettertogether.ie) to see how you can get involved in charities, clubs and associations in your community, or vote for your favourite cause to help win €3,000 cash.

Get involved today and help make Ireland Better Together!

[www.bettertogether.ie](http://www.bettertogether.ie)

Brought to you by:



Supported by:



[www.bettertogether.ie](http://www.bettertogether.ie)

Coláiste na hOllscoile Corcaigh, Éire  
University College Cork, Ireland

UCC GRADUATE BUSINESS INNOVATION CENTRE

Sparking future entrepreneurs

## Are you a graduate? Do you want to start your own business?

The IGNITE programme could be for you.

- IGNITE at UCC provides FREE
- Business incubation space
- Management and business training
- Individual business mentoring
- Access to UCC's academic, research and commercialisation expertise
- Free membership of Cork Chamber
- Retention of Jobseeker's Allowance

Information Evening:  
**UCC**  
24th November 2010  
at 6pm

To register email:  
[ignite@ucc.ie](mailto:ignite@ucc.ie)

<http://ignite.ucc.ie>



■ **PADRAIG BURNS** has been appointed managing director of Publicis GMP. He has been deputy managing director of the agency for the past four years and has a wealth of experience, having started his advertising career in New York in the early 1990s. He previously held a number of senior positions in Irish advertising, including directorships of McConnells Advertising and IAPI.



■ **SINEAD KAVANAGH** has joined OMF Publicity as an account manager. She joins from WHPR in Dublin, where she worked in consumer and digital PR for four years. She holds a degree in Economics from UCD and a diploma in PR and Event Management from the Fitzwilliam Institute. OMF Publicity is a full service PR and advertising agency based in Cork, part of the Publicis Group.



■ **JOHN DONEGAN** has joined Skoda Ireland as head of sales and marketing and deputy director. He was formerly head of marketing and sales for Postbank Ireland, and held senior roles with Permanent tsb, Ryanair and MG Rover. He has a degree in business studies from Portobello College Dublin, a diploma in business from UCD School of Business, and is a member of MII.