

IRELAND NORTHWEST

*gateway
to growth*

NORTH WEST
ECONOMIC DEVELOPMENT
INITIATIVE

NORTH WEST ECONOMIC DEVELOPMENT INITIATIVE



Derry City & Strabane
District Council
Comhairle
Chathair Dhoire &
Cheantar an tSratha Báin
Derry Cittie & Strábane
Destríck Council



Comhairle Contae
Dhún na nGall
Donegal County Council

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to growth*





PREFACE

Ireland Northwest is exceptionally well placed as an investment hub for business and global companies seeking to establish a gateway to both the UK and EU markets. Ireland Northwest is renowned for its rich tourism, its culture and its heritage offerings, with an established reputation as a compelling investment proposition.

It is a perfect location for businesses to invest and grow. As investors seek to form solid foundations on which to base future investment decisions and with a foothold firmly in the EU and the UK, our clear message is that Ireland Northwest can provide the stability and the options that your business needs.

Derry City and Strabane District and Donegal County Councils are proactively taking a leadership role to profile Ireland Northwest as an investment location and promote this cross-border gateway region's unique economic, social, cultural and environmental assets. The strength of the region is underpinned by a collaborative approach which sees agencies and local stakeholders working together with the support of central government departments on both sides of the border. We have an ambitious investment programme in infrastructure, research, innovation and skills to ensure that the region remains cost competitive, well-resourced and among the very best in Ireland and the UK to live in, to work in and to invest in.

We are an accessible, connected and business friendly gateway region and have a vision for greater international impact.

Ireland Northwest delivers a unique combination of benefits for relocating and expanding businesses, it has a proven track record in hosting leading international companies such as Pramerica, Seagate, Randox, DuPont, Allstate and OneSourceVirtual. These companies are already reaping the benefits of operating in Ireland Northwest and provide robust testimonies for the new companies that are attracted annually. Companies and businesses are attracted by the talented and educated workforce, the value balance, superb quality of life and collaborative business environment.

Ireland Northwest offers significant cost advantages compared to the rest of Ireland, UK and most of Western Europe. This combined with value-adding benefits makes the case for investment clear and compelling.

We believe that Ireland Northwest can be your gateway to growth and success.



John Kelpie Chief Executive
Derry City and Strabane District Council



Seamus Neely Chief Executive
Donegal County Council

IRELAND NORTHWEST GATEWAY TO GROWTH

With a global outlook, exceptional industry strengths, a competitive edge and a superb quality of life, Ireland Northwest is enterprising and business-friendly.

For leading international investors already in the know, this region is home to a talented and educated workforce, innovation and creativity which is leading to major international and commercial success for the businesses located here.

The region's strengths in life sciences, business services, technology, advanced manufacturing and engineering are supported by our third level institutes and our R&D institutions of excellence.

Ireland Northwest comprises Donegal County Council and Derry City and Strabane District Council areas covering an area of 2,394 square miles with the city of Derry-Londonderry and Letterkenny as its linked gateways.

Our geographical location is a strength, providing a competitive near-shore proposition to Europe. Ireland Northwest is situated at the gateway into Ireland, the UK and the Continent, with daily flights across the Atlantic into East Coast US, Central and South America.

Investors are waking up to the realisation that Ireland Northwest is a unique part of the world which is bursting with life, where the highly skilled people have their eyes firmly fixed on the horizon, and from where businesses are launching themselves into the UK, European, US and global marketplaces.

With an abundance of high quality office, manufacturing and industrial space, at prices that compete with any city in Western Europe, we are

an incredibly competitive cost location with lower rental and construction costs than most of the UK and Ireland. There's never been a better time to come. Major new developments are also underway to further enhance the offering including the Marine Technology Centre in Killybegs, expansion of Ulster University's Magee Campus and additional Grade A office accommodation in Derry.

Ireland Northwest is an incubator for a flourishing SME business sector and home to leading international companies looking for room to grow. In the region there is the space, untapped talent of the highest international calibre, and an abundance of potential. Ireland Northwest has developed into a thriving hub for global growth.

Blazing a trail in innovation, the region is young, hungry and ready for the challenge. Its people are bright, enterprising and full of determination.

With a population of 410,000 within a 40 mile radius the spectacular Ireland Northwest enchants visitors, with its breath-taking landscapes, its welcoming people whose spirit of entrepreneurship and 'can do' attitude offer a very compelling proposition. The region boasts a wealth of cultural, sporting, dining, retail and recreational facilities providing an unparalleled quality of life.

Could this be the place to grow your business? Could your company write the next chapter of the Ireland Northwest story and locate alongside the many global and local businesses which have already made the region their home?

Innovation, creativity and a knowledge economy

Ireland Northwest offers a talent pool to rival the best. The fourth largest urban settlement in Ireland, Derry~Londonderry, is one of the most youthful cities in the world, complemented by the gateway town of Letterkenny and Strabane boasting 40,000 students in further and higher education. It is no surprise that the region is bubbling with innovative start-ups and a wealth of creative new companies.

There's something special happening here. That thirst for knowledge has also resulted in blossoming research and development and innovation, based on practical cooperation between business and academia, ensuring that this is a great location for business. Our thriving indigenous companies are also helping to strengthen the sectors clustering here.

You can tell how forward-looking a region is by the quality of its research and innovation - and by that standard Ireland Northwest is doing spectacularly well. Ireland Northwest has a well-established eco-system that encourages innovation, R&D and entrepreneurship so that the region has the capacity to adapt in an ever changing and more competitive environment. Our ICT strength is based on talented people, industry-academia collaborations, supportive local government and state agencies and a track record of meeting the needs of business.

Catalyst Inc – the North West Regional Science Park, Derry City and @CoLab, Letterkenny

The North West Regional Science Park, Catalyst Inc., is designed to nurture and catalyse the region's most innovative entrepreneurs with the area's strong network of experienced business leaders and cutting edge research and development institutions.

The purpose-built riverside location in the heart of Derry City, which has its own data centre and offers secure cloud data storage, is home to businesses specialising in telecoms, digital media, software, television production, clean tech and health and biosciences industries.

Meanwhile, the North West Science Park at CoLab, based at the Letterkenny Institute of Technology (LYIT), is a stimulating and supportive incubation centre and home to 30 high-growth, technology-based, internationally trading enterprises.

The WISAR Gateway based in LYIT is part of the Technology Gateway Network and provides solutions to Irish industry for the Internet of Things (IoT) using expertise in wireless, embedded systems and power electronics.

www.nisp.co.uk/north-west/
www.co-lab.ie
www.wisar.ie

Intelligent Systems Research Centre (ISRC)

The ISRC is a major research facility within the Faculty of Computing and Engineering at Ulster University's Magee campus in Derry. The world class facilities include laboratories for Neuro-engineering, Brain Computer Interfacing, Cognitive Robotics, Wireless Systems, Ambient Intelligence and Virtual Worlds.

A cross cutting theme is the application of data analytics across various domains such as Financial Technology, Healthcare, Energy, Media and Advanced Manufacturing. Through its cutting edge research and its collaboration with industry the ISRC plays a crucial role in on-going efforts to give the local economy a more knowledge intensive, high technology focus.

www.isrc.ulster.ac.uk

Donegal Clinical & Research Academy

This state-of-the-art clinical research and educational facility is being developed by Letterkenny General Hospital and will be the lead site in Donegal for medical education at undergraduate and postgraduate level. It will allow the Academy to extend its award-winning medical education courses and increase its international educational liaison.

www.dcra.ie

Renewable Energy & Engineering

Ireland is becoming one of Europe's hotspots for renewable energy, enjoying the fastest wind speeds on the continent, direct access to tidal energy fields and a wealth of natural resources just waiting to be tapped.

Ireland Northwest is emerging as a hub for some very exciting developments in sustainable energy, with the research institutions here teaming up with national and international companies to drive innovation in partnership with the local academic institutions

The Centre for Engineering and Renewable Energy (CERE) at Ulster University and Letterkenny Institute of Technology (LYIT) is partnering with forward thinking renewables companies to provide a strong ecosystem for the advanced manufacturing and engineering sector in wind, wave, tidal and hydro power, as well as a very healthy biomass sector, with a number of indigenous biomass machinery manufacturers.

Meanwhile LYIT has teamed up with Donegal County Council to drive forward plans for a Marine Innovation and Technology Centre in Killybegs.



WURKHOUSE

Irishman Troy Armour, founder and CEO of Patrol Group tells us how his Irish base has propelled his company, Wurkhouse, forward into the global market.

Established in 2013, Wurkhouse started off small with only two employees. Three office moves later and a merger with leading design agency, Blue Splat, saw the business turn a corner with its skillset and service offering by becoming the largest creative agency in Ireland Northwest.

A self-confessed 'pimp of talent', Troy says the company's ambitious plans could not be realised without the 'tremendous talent and expertise which exists at Wurkhouse'. "I do believe that a company lives or dies on its talent pool and ultimately the company with the best talent always wins- Ireland Northwest has a great pool of talent."

"Our location in Ireland Northwest allows us to compete nationally as well as globally, and our base in Ireland Northwest gives us a tremendous cost advantage compared to other cities."

Boasting impressive premises in Catalyst Inc. within the North West Science Park in Derry, Wurkhouse is a thriving creative digital agency. Their services range from a full strategic marketing plan, to a crafted website, the creation of a new brand, through to an interactive social media campaign. They have an ever-growing client base across a range of sectors including finance, insurance, retail, hospitality, engineering, technology as well as charities. The company works with a variety of high profile clients across the UK and Ireland including firmus energy, E+I Engineering, British Triathlon and Pancreatic Cancer UK, to name a few. "Our sales have been excellent over the last two years, with 50% growth year on year. There is great support for business innovation in Derry, from the local council and fellow businesses, to the government and InvestNI."

Wurkhouse has grown from strength to strength, quickly building an enviable reputation. With new offices in London and New York, the company has ambitious plans for further growth. As part of a £1m investment, the firm has plans to rapidly expand its Derry workforce in the next three years through sustained growth, particularly in export markets, notably in the US. "We're currently in talks with a major New York based company- we're hopeful we can soon include them in our client portfolio".

A GENERATION OF FRESH THINKING

If you're seeking the brightest young minds and the freshest thinking, Ireland Northwest is the place to start.

Ireland Northwest has the best performing education system for primary mathematics in Europe and the 6th best in the world. It is also consistently the top performing region in post-primary education both at age 16 and age 18 (equivalent to High School Diploma).

We have one of the youngest populations in Europe: 35% are under 25, with Derry~Londonderry one of the most youthful cities in the world.

Recruiters can draw upon an impressive talent pool of young, well educated people, with more than 40,000 students in further and higher education right at their fingertips, between Ulster University, Letterkenny Institute of Technology (LYIT) and the North West Regional College (NWRC).

A strong cross-border collaboration between the further and higher education providers and links between education and industry ensure our student graduates are equipped with the right skills and qualifications and are employment-ready. This has proven to be an extremely valuable asset for many of the existing international investors which have chosen to extend their global operations in the Ireland Northwest region.

Ulster University Magee Campus, Derry

Ulster University's Magee campus has an international reputation for excellence, innovation and regional engagement, attracting students from across the globe to more than 150 courses. It is one of the top 10 entrepreneurial universities in the UK.

It invests £42m in research and innovation programmes each year and is in the top 3% of universities in the world. The Magee Campus is developing a new Medical School and an International College, their existing specialisms include computing and engineering, stratified medicine, data analytics and nursing.

The University plays a key role in attracting inward investment. The University's Office of Innovation promotes technology, knowledge transfer and commercial exploitation of ideas through a range of initiatives and ongoing research and consultancy with business and industry partners.

In 2014, the Research Excellence Framework identified Ulster University as one of the top 25% of UK universities for world-leading research.



Letterkenny Institute of Technology (LYIT)

Letterkenny Institute of Technology operates two modern campuses in Letterkenny and Killybegs, teaching more than 4,000 full-time students.

For anyone researching a business idea, LYIT is a stimulating and dynamic place to locate and take it to the next level. The college has a long legacy of collaborating with industry and developing industry relevant courses and enterprising support. LYIT has a strong international links connected to 50 international partner institutions.

As well as its Co-Lab business incubator, the college offers more than 50 entry level and 10 Masters programmes across its four Academic Schools of Business, Tourism, Engineering and Science.

Its Killybegs campus is the location of the School of Hospitality & Tourism, equipping graduates to work in hospitality anywhere in the world.

www.lyit.ie

North West Regional College

North West Regional College (NWRC) is a leading provider of further and higher education and skills training, with more than 20,000 learners each year studying across three locations in Derry-Londonderry, Limavady and Strabane. Offering high quality and economic relevant education and training the college approach is to improve the skills levels of the workforce both current and future.

The College has a dedicated Business Support Centre which provides direct training and mentoring support to local industry. Vocational

courses and Foundation Degree choices blend modern classroom delivery with real-life work-based challenges and allow students to learn on the job while gaining vocational qualifications. NWRC generates £1m annually to support local industry and with 25 plus partner institutions has a global outlook.

www.nwrc.ac.uk

C-TRIC

Put together state-of-the-art medical laboratory facilities, access to top academic and medical expertise and NHS clinical trials with a network of leading business people, and the result is the groundbreaking C-TRIC (Clinical Translational Research and Innovation Centre).

C-TRIC offers a core USP of having skilled clinical and academic staff co-located in a purpose built facility on the grounds of a major acute hospital in Ireland Northwest. One of only two such centres in the UK, C-TRIC is based at Derry's Altnagelvin Area Hospital and hosts the NI Centre for Stratified Medicine.

The Centre is directly linked with Ulster University's Biomedical Sciences Research Institute (BMSRI) which has an international reputation for research excellence, and can also draw on the highly rated bio-engineering, nursing and ICT expertise of the nearby Ulster University campuses.

"The people in the North West are progressive – they're problem solvers. They're dynamic, they're future-oriented; they want to grow."

Derмот Gallagher, Zeus Industrial Products

At C-TRIC, ideas are generated in tandem by academics and clinicians, then developed through to their final commercial application in collaboration with industry - significantly cutting time to market and R&D costs.

In its first five years C-TRIC has already earned a worldwide reputation for academic led clinical research into diabetes, kidney disease, cardiovascular disease, nutrition and biomarkers.

It is a thriving innovation hub for R&D in Life Sciences, helping smaller companies find funding opportunities and identifying clinicians to champion them. Its potential global outreach and impact are clearly in sight.

Northern Ireland Centre for Stratified Medicine

The medical treatments of the future are being pioneered in the revolutionary new £11.5 million Centre for Stratified Medicine at C-TRIC in Derry.

The Centre for Stratified Medicine has drawn on the sequencing of the human genome to develop personalised or stratified (aimed at a strata of the population) medicine. This futuristic and rapidly developing approach to medicine uses genetic mapping along with the use of clinical data to more accurately diagnose, pre-empt and treat disease at a cellular level.

www.c-tric.com



ALLSTATE

Ireland Northwest is fast becoming a major hub for the business services industry - and according to insurance giant Allstate, there are two key ingredients; people and talent.

Tom Hall, VP International Technology & Operations, says Allstate's business in Northern Ireland has far exceeded expectations, adding: "We came here originally for the cost savings. We find ourselves staying for the people and the talent that's available."

The Allstate Corporation is the largest publicly held personal lines property and casualty insurer in America and the third largest personal insurance company in the country.

Allstate's twin locations in Derry City and Strabane provide high quality software development services and business solutions in support of the US parent's global operations and is responsible for developing, transforming and maintaining the various technology platforms used within Allstate.

The decision to locate in the region has been rewarded with huge cost savings, according to Suren Gupta, Executive Vice President, Allstate Technology and Operations, who says: "Every day in Northern Ireland we save half a million dollars. As a result of locating in Northern Ireland 15 years ago, Allstate has saved over a billion dollars."

Ireland Northwest's talent pool is so important according to Georgina O'Leary, area leader for the Derry branch. She said, "It's a reflection of the remarkable IT skills resource of the Derry-Londonderry region that a local company is responsible for software engineering and development for one of America's largest insurance companies."

www.allstate.com/northern-ireland

A SUPER-CONNECTED GATEWAY

Ireland Northwest offers companies a gateway to Europe. The people and businesses operating here can tap into markets across the continent, yet take advantage of the opportunities provided by a global economy.

Thanks to years of investment in primary roads, rail, airports and deep docks by forward-looking local authorities, there are limited barriers to those opportunities.

Ireland Northwest is accessible and connected, boasting fast links to Belfast, Dublin, Cork and Galway; it is an hour's flying time to London and is within easy reach of 2 international and 4 regional airports to connect with the rest of Europe, the US and the rest of the world.

The Ireland Northwest economic corridor has seen businesses spring up along its infrastructure links running from City of Derry Airport through innovation centres at Campsie, Maydown, the Science Park, Skeoge, Springtown in Derry to Buncrana and the innovation centres at Ballyraine and the CoLab in Letterkenny.

More importantly, in this digital era, firms can tap into a world class level of wireless and high-speed broadband connectivity. The Ireland Northwest region's investment in Ultra-Fast Broadband through the Project Kelvin trans-Atlantic fibre-optic submarine cable offers direct

telecommunication to North America and provides improved connectivity to Continental Europe. The link facilitates international and local companies to have access to fast, low cost, state of the art telecommunications.

For companies in the Northwest region, all of this means increased productivity and competitiveness, the creation of platforms for business-to-business collaboration, improved access to markets worldwide and opportunities for businesses to become producers of ultrafast-enabled content and applications.

"Our experience here has far exceeded our expectations. We came here originally for the cost savings. We find ourselves staying for the people and the talent that's available."

Tom Hall,
VP International Technology Operations, Allstate



LIFE, CULTURE AND ROOM TO GROW

One of the main differentiators cited by investors in Ireland Northwest is the quality of life enjoyed here.

When it's time to switch off, whether you enjoy a bustling lively night-life or seek the escape of a deserted windswept beach, this part of Ireland has both the natural landscape and the wealth of culture on offer, to enchant and entertain once the working day is done.

With the well-known Irish passion for story-telling, whether through the spoken word, image or song, Ireland Northwest's culture has an inherent spirit of vitality, a unique laid back vibe and yet the sense that life here is to be grasped with both hands.

Ireland Northwest's world-famous Atlantic Ocean coastline takes in stunning peninsulas, secret nooks and coves, endless golden beaches and towering colour-streaked cliffs. Adventurous spirits will be inspired by scenic mountain ranges, rivers, lakes, ancient peat bogs and miles of unspoilt countryside.

Space also means real estate and the region offers a wide range of flexible and effective options, from the state of the art labs and start-up incubators, through to science parks and Grade A office accommodation, to large-scale sites for manufacturing supported by agencies and local authorities.

The operating costs in Ireland Northwest (salaries, property and telecommunications) are consistently

lower here than any other region in Ireland, UK and Western Europe.

While the infrastructure and facilities of the region provide room to expand your business, this is also the ideal place to grow your family, with first class education at all levels, world class sporting and recreation facilities, retail, international events and the opportunity for an enviable quality of life. Ireland Northwest offers available and affordable housing, less commuting, lower cost of living, the value balance, as well as an abundance of activities and a strong sense of culture and heritage.

There is a rich tapestry of culture and arts across the entire Ireland Northwest region. Earagail Arts Festival is Donegal's largest and longest running arts and cultural event which runs every July, while the annual Donegal Bay and Blue Stacks Festival runs each year in autumn, presenting music, theatre, opera, carnival, visual arts, street arts and literary events.

The bustling hub of Derry City has played host to several MTV Music events, is a stop-off for the Clipper Round the World Yacht Race and is a former UK City of Culture in 2013. It's a city buzzing with vibrant, artistic life, with a lively pub, restaurant and foodie culture, passionate about local produce, and all guaranteed to give a taste of the Irish "craic".

Few modern cities have a setting as spectacular as that of Derry-Londonderry, the only remaining completely walled city in Ireland boasting two ancient cathedrals and founded in the 6th century by Saint Colmcille. Today, its cityscape has flourished to span both shores of the dramatic Lough Foyle with a series of elegant bridges and attractive riverside parks, cycle paths and walkways.

Meanwhile, the rich linguistic and cultural heritage of the Donegal Gaeltacht in the west of the region represents almost one quarter of Ireland's total Gaeltacht population. Ireland Northwest has also produced some of Ireland's greatest writers and poets including Seamus Heaney, Frank McGuinness and Seamus Deane, as well as internationally acclaimed musicians and songwriters such as Clannad, Enya, Altan, Phil Coulter and the Undertones.

Above all, Ireland Northwest is a welcoming place where people can quickly feel part of, make friends and connections and put down roots. It is the region where you can realise your full potential, match your needs with our strengths and provide your gateway to success.

DUPONT

One of the world's leading science companies has a strong message for other potential investors from the US - that Ireland Northwest is one of the most competitive locations in which to grow an international technology-led business.

DuPont was founded in America in 1802 and has been operating in Derry-Londonderry for more than 50 years, a byword thanks to its world-changing inventions such as Lycra, Nylon, Neoprene and Teflon.

DuPont™ Kevlar® is the main product of the site and is used in airplanes to make them stronger and lighter. Kevlar® is used in a similar way for cars, improving performance, and can even be seen in blockbuster movies like Batman.

The company puts its success in Derry down to family values and a loyal workforce, allowing it to tap into a bright, innovative talent pool and also to spur growth in the area through training and supporting spin-out companies. It now has a third generation of staff coming through the ranks.

The company says it has boosted a strong local skills base by continuing to invest heavily in staff training.

"The company has created and sustained engineering and technology, forged strong relationships with local universities which have contributed to technical excellence and innovation and boosted growth in the private sector by supporting spin out companies across a range of industry areas".

"DuPont's long term commitment to Ireland Northwest sends out a strong message to other potential international investors, that this is one of the most competitive locations from which to locate and grow an international technology-led business.

"The quality of production and skill-levels are at the forefront of developing new technology. The expertise and ingenuity that we have at Maydown will help inspire the development of Kevlar® and motivate employees further."

www.dupont.co.uk



INISHOWEN ENGINEERING

Established in 2004 by Michael Mc Kinney, Inishowen Engineering now employs over 90 employees making it one of the largest employers in the Inishowen peninsula in Donegal. The business offers complete engineering manufacturing solutions from its modern, state of the art engineering workshop, which includes a fibre laser profiling machine and 8M capacity brake press.

Accredited under ISO and with CE marking, Inishowen Engineering serves the national and international agricultural machinery and haulage/load handling markets both in Europe and North America and its customers include Moffett Engineering and the HIAB Group, Major Equipment Intl. Ltd and Fleming Agri Products.

Founder and MD Michael Mc Kinney states, "We have found over the years that our location in Donegal has enabled us to develop and compete competitively both nationally and internationally. The third level colleges in Letterkenny and Derry produce excellent graduates and apprentices who have added much to the capability of our business. With our low cost of living and the availability of housing at affordable cost we have very high staff retention rates and we seldom have staff leaving the company."

"Over the years we have engaged with the development agencies such as Enterprise Ireland and the Local Enterprise Office who have supported us from the outset. As well as helping us with financial aid at crucial times we have taken part in a range of management development programmes and networks that have allowed us to grow the business. The implementations of Lean Manufacturing processes in the business over recent years have made us much more efficient, competitive and profitable."

www.inisheng.com

A HOTBED OF ENTERPRISE

With everything it has going for it, Ireland Northwest has been growing from strength to strength, attracting global companies and fostering a wealth of ambitious and successful home-grown SMEs.

The region has a strongly pro-business climate with local authorities and central government committed to developing the knowledge-based economy and encouraging innovation and entrepreneurship.

The Ireland Northwest track record in attracting overseas investment speaks for itself with 40 major international companies operating in the region and additional companies locating on an annual basis. Testament to the success of these investments is the fact that almost 80% of new investors have already re-invested.

The region boasts world-class clusters in a variety of sectors including technology, financial, professional and business services, and life sciences. In Ireland Northwest companies have an ease of start-up, the ability to scale and avail of highly attractive and competitive packages of financial incentives, recruitment and training and R&D support tailored to the companys' needs.

Ireland Northwest prides itself on the excellent links between the university, research institutions and businesses with globally-recognised research centres across a range of disciplines.

Labour costs are consistently more competitive than Dublin and more competitive than any other region in the UK or Western Europe. With unrivalled levels of staff retention, a workforce with a strong work ethic and a diverse range of skills in key areas, it is little wonder so many blue chip companies continue to invest in Ireland Northwest, including international

players such as Fujitsu, Seagate, DuPont, Allstate, Pramerica, Abbott and Phillips Medisize. Ireland Northwest boasts a highly educated and skilled English-speaking workforce providing a steady stream of fresh talent.

Firstsource

Firstsource is a global leader in business process outsourcing (BPO) to companies in the Healthcare, Communications, Publishing, Banking, Financial Services and Insurance industries. Founded by ICICI Bank of India, Firstsource specialises in customer management, data processing and collections for its clients. Over 1700 of its global workforce are based in Northern Ireland across three delivery centres, the majority of staff are based across two sites in Derry-Londonderry.

www.firstsource.com

Seagate

Seagate is a world-class pioneer in developing products that let people create, share and preserve their most critical memories and business data, and is a global leader in the fast-growing data storage sector. Dr Brian Burns Vice President Operations said 'People are a huge part of why Seagate have stayed here, we invest heavily in people. Our people are hard-working, dedicated and very innovative, they come up with some great solutions'.

The site was established in 1993 and is Derry's largest employer with around 1,350 staff. Seagate has invested £34.7 million in 2014 in the Springtown plant where it supplies 25% of global demand for read-write heads for hard drives. Seagate Derry is one of only six plants worldwide to produce this kind of cutting edge technology and the UK's largest nanotechnology site. The Ireland Northwest operation is the largest of only 5 facilities of its type in the world and only one of two Wafer fabs in Seagate. Business is rapidly expanding with the explosive increase in demand for storage capacity sparked by technology such as smartphones and cloud computing.

www.seagate.com

SITA Air transport

Almost every airline and airport in the world does business with IT specialist SITA, which designs and implements mission-critical enterprise applications, from airport operations to passenger systems and baggage management. SITA established a presence in the NW in 2003 the Letterkenny team delivers high value, high quality software architecture projects for SITA worldwide. SITA has a presence at more than 400 airports around the world, provides service to 450 air transport industry members and 2,800 customers in more than 200 countries. The team in Letterkenny also develop SITA's world-leading biometric products used by Governments to control borders

www.sita.aero

United Health Group

Leading American healthcare company United Health Group has been voted "World's Most Admired Company" in the Insurance and Managed Care category by Forbes magazine for the last five consecutive years. The primary function of the Letterkenny site is the electronic processing of health insurance claims. The Ireland Northwest operations have become a key strategic site responsible for processing larger volumes of the more complex claims Employing more than 450 people this is the largest site in the Europe, Middle

East and Africa region. Significant investment was made in recent years resulting in the establishment of its European Network Hub which supports customers in both EMEA and North America, a technical support centre and expansion of the claims processing business

www.unitedhealthgroup.com

O'Neills

O'Neills specialises in the design, manufacture, personalisation and supply of sportswear, including performance playing kit and leisurewear.

The company is based on the heritage of a business founded in Dublin in 1918 by Mr Charles O'Neill. O'Neills is 100% Irish owned, proud of its heritage and employing over 700 people in Ireland. O'Neills now has established Sales Offices in Dublin, London and Belfast, as well as a second production plant in Strabane.

O'Neills is a vertically integrated manufacturing company, the fabric and sportswear manufacture takes place in a production facility at its headquarters in Strabane. The company's ability to manufacture from their own fabrics allows O'Neills to specially design garments to meet the short delivery dates required by their customers. Whilst the company's initial customer base was within Gaelic games, it has expanded to cover a range of other sports and markets outside Ireland including the US.

www.oneills.com

Pramerica

Pramerica is a business and technology operations subsidiary of US based Prudential Financial Inc - a financial services giant with assets of more than \$1.1 trillion and operations in Asia, Europe and Latin America. 'The workforce grew way beyond our initial targets because of the talented workforce we were able to get locally. That's the result of the strong universities and third level institutions that exist here, with LYIT on our doorstep and Ulster University at Magee in Derry' said Ciaran Harvey, Senior Managing Director and CIO. Operations began in

June 2000 with 8 employees and Pramerica is now Donegal's largest private sector employer employing circa 1200. Pramerica's new, state-of-the-art, eco-friendly office campus will be a 135,000-square-foot facility which could eventually accommodate up to 1,800 staff members.

The company cites Ireland Northwest's rich pipeline of talent and favourable work environment making it the ideal time for Pramerica to make an investment in a new campus facility. Pramerica Systems provides development, quality assurance and systems engineering services to Prudential Financial Inc. Pramerica also provides a wide range of Professional Business Solutions to business groups across the US in technical support, financial, legal and actuarial services.

www.pramerica.ie

Randox

Randox is a world leader in clinical diagnostics solutions, based from its futuristic R&D, engineering and manufacturing facility located in Dungloe, Co. Donegal. Founder and MD Dr Peter Fitzgerald has said that the Dungloe base is central to the company's future which will develop the facility as one of the most futuristic and diagnostic manufacturing centres in the world. Its Ireland Northwest's operations play a key role in improving clinical decision-making worldwide. The facility manufactures a range of Randox products including RX monza, a clinical analyser, as well as biochips for clinical and research applications.

Randox develops new tests to diagnose common diseases like Alzheimer's, chronic kidney disease and cancers. The company researches, develops and manufactures laboratory capabilities which are exported to 145 countries worldwide. Randox plans to expand staffing levels in Dungloe to 540 by 2020 after significant multi-million euro investment to establish a multi-diagnostic facility here in the Ireland Northwest.

www.randox.com



SEAQUEST

Killybegs based SeaQuest Systems is a prime example of an entrepreneurial family businesses drawing on the power of strong local roots, yet be constantly reaching out to global markets by investing strongly in innovation.

Founded by Bert Leslie and now run by his son Brian Leslie, SeaQuest Systems is a leading edge company in the design and manufacture of fish pumps and hydraulic systems for fishing and offshore vessels and its products are a by-word throughout the industry for excellence of design, sturdy construction and superior performance.

Set up in 1986, the company has 30 years of experience working with everything from 10-metre potters to whitefish vessels and the biggest pelagic vessels in the world. It is ISO approved and builds to DNV and Lloyds classifications.

“Our products are computer designed using 3D programming and manufactured by us at our own premises, ensuring maximum accuracy and consistency throughout the entire sequence from customer consultation to final production,” Brian says.

“The support agencies for business in Donegal have helped us from our initial start-up phase operating from a small workshop where I employed 4 people, servicing the local and national fleet of fishing vessels. We availed of mentoring from established cross border networks and today we employ 45 full-time and in the summer up to 52 staff. We manufacture deck equipment for fishing and offshore vessels at home and around the world. We are very focused on quality and customer satisfaction. We exhibit at all the major fish expos and off shore exhibitions. With agency support in 2013 we now have a state of the art manufacturing facility and at present we are planning to extend the facility again by approx. 60%

Donegal has a very talented and innovated workforce, and we are also supported by Letterkenny Institute of Technology.”

www.seaquest.ie

HOMEGROWN TALENT MAKING GLOBAL IMPACT

One of Ireland Northwest's great strengths is its home-grown talent pool and the proud entrepreneurial spirit that this fosters. In the fields of IT, engineering innovation and the creative digital industries, here are three such successes making an impact in international markets.

8over8

A particularly striking success story is that of home-grown Derry software firm 8over8. This fast growing company with offices in Europe, North America, Australia and the Middle East was recently acquired by Cambridge-based AVEVA in a £27million deal. Starting as a spin-out from Ulster University, 8over8's CEO is Clare Colhoun, with a global blue chip customer base the company remains firmly rooted in Ireland Northwest with its headquarters in Derry.

The company's flagship product is ProCon, a risk management software platform used by some of the largest oil and gas mining firms on the globe.

ProCon has been deployed on more than 250 projects that manage \$500bn of assets, saving customers up to 5% on their capital investments.

8over8 has built a loyal blue-chip customer base globally including PDO, Shell, BP, Chevron, Santos, Wintershall, Caspian Pipeline Consortium, Woodside and INPEX among others.

www.8over8.com

Dog Ears

One of the freshest success stories in creative media is Dog Ears, which launched in 2010 and now boasts a series that streams worldwide on Netflix. Formed in 2010, it brings children's stories to life across multi-media platforms.

Dog Ears produced its first book starring Miss Rosie Red and released Ireland's first children's book app. 'With advances in technology, we don't need to be in London or Dublin' Dog Ears creations provide the opportunity to showcase the creative talent available locally.

Its second production is animated preschool show Puffin Rock, produced by a full animation team working out of its Derry studio. Puffin Rock is narrated by Irish actor Chris O'Dowd and is now in production for a second series. Fionnula Deane, Managing Director, said the Ireland Northwest base for their business has been central to their success. 'There's great infrastructure and great support. There's an energy and enthusiasm for good things to happen.'



MOLL INDUSTRIES IRELAND

Life sciences companies are springing up all over Ireland Northwest, thanks to the region's spirit of risk-taking curiosity and enterprise.

One prime example is home-grown Moll Industries Ltd, a custom technical moulding and assembly company that is an outsourcing manufacturing partner for life science and high tech products such as medical devices. The company was established in Donegal in 1983 and now employs 20 people.

Husband and wife team Helen & Michael Masterson each have degrees in Engineering and Masters in Business and Innovation, along with 25 years of manufacturing experience.

Moll Ireland has become an award-winning contract manufacturer, delivering a high quality product to customers at a reasonable price while complying with rigorous regulatory and industry standards. From the company's base in South Donegal, Moll can service Global Pharmaceutical companies.

Michael Masterson says: "The main catalyst for growth of our business is our technical capability – what we can do. It starts with the people, the equipment and the skillsets we have. There are some really good, extremely talented people in the company. They're important. We continue to win new business based on our technical expertise and International Certification. Moll Ireland's experienced team can enter the life cycle of a product at any stage".

The company's key focus is to deliver as an outsourcing partner to its customers and to continue to grow the business, based on the values of trust, excellence and partnership."

"Based in Ireland Northwest, we have a readily available skilled workforce and good connectivity while maintaining an excellent work life balance, our workforce are not stuck in traffic and the natural amenities along the Wild Atlantic Way provides a positive environment to be productive".

www.mollindustriesireland.com

Dog Ears also started and runs the hugely successful Humdinger! Children's Story festival in the North West, an annual book festival which has played host to authors Oliver Jeffers, Julia Donaldson and more than 20,000 children and families since 2013.

www.cheersdogears.com

E&I Engineering

One of Ireland Northwest's best known business champions is Philip O'Doherty whose engineering firm E&I Engineering Ltd is a textbook showcase of home-grown talent competing in international markets.

The company was founded in 1986 and specialises in manufacturing electrical power distribution equipment. Switchgear products from E&I Engineering have been used in the power distribution systems for various major warehouses and other industrial buildings and the company has carried out work for a range of multi-national companies including News International, Rolls Royce, Diageo and Securitas.

Its team of chartered engineers manages every aspect of a project from concept design with consultants, manufacture, delivery, installation, testing, commissioning for contractors and after-sales services. The company currently exports over 95% of its products.

Over the years E&I Engineering has expanded its engineering expertise and invested in a purpose built facility in Burnfoot, Co. Donegal, which now employs 485 staff. It is listed in the Irish Times Top 1000 companies, with annual turnover in excess of €100m.

The company's first global venture saw the establishment of PowerBar Gulf in the United Arab Emirates (UAE) in 2009, enabling E&I to develop partnerships in Europe, Asia and Australia. E&I now also has its first US operation in Anderson County, South Carolina.

E&I Engineering's extensive range of switchgear has been used in projects for high profile commercial clients including Allen & Overy, CISCO, Deloitte, Ericsson and Fujitsu. The company has proven invaluable in the global data centre market with clients across Europe including Barclays, Rackspace and Telety. Healthcare providers across the world also have integrated the E&I bespoke critical power distribution solutions in their facilities.

The company however remains rooted in the NW of Ireland investing in R&D and its workforce citing a great work ethic and appetite for work in the region with access to the Ulster University and ease of access to markets.

www.e-i-eng.com

"Not only does the region offer a very talented and diverse workforce, but it has fantastic network connectivity. It allows organisations such as ours to provide high end services to business communities around the world."

Ciaran Harvey,
Senior MD and CIO, Pramerica



LOCATION

Ireland Northwest has proximity to 2 international airports, 4 regional airports, 2 deep sea ports and a primary road network.

 INTERNATIONAL AIRPORT

 REGIONAL AIRPORT

 DEEP SEA PORT



IRELAND NORTHWEST THE FACTS



HIGHLY EDUCATED
SKILLED
ENGLISH SPEAKING WORKFORCE
WITH A STRONG AND
LOYAL WORK ETHIC



PRIME OFFICE RENTS
AS LITTLE AS
\$12 PER SQ FT



AND HIGH SPEED
BROADBAND ACTIVITY



GLOBALLY RECOGNISED
RESEARCH
INSTITUTIONS



YOUNGEST
POPULATION
IN EUROPE



THAN DUBLIN,
LONDON AND MUCH
OF WESTERN EUROPE

NORTH WEST ECONOMIC DEVELOPMENT INITIATIVE

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Derry City & Strabane
District Council
Comhairle
Chathair Dhúise &
Cheantar an tSrátha Báin
Derry Citty & Strabane
District Council



Comhairle Contae
Dhún na nGall
Donegal County Council