



Sustain your business with our support



ITI Webinar: 20th May 2020
Aidan McKenna



**ENTERPRISE
IRELAND**

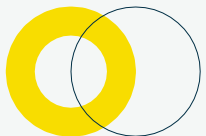
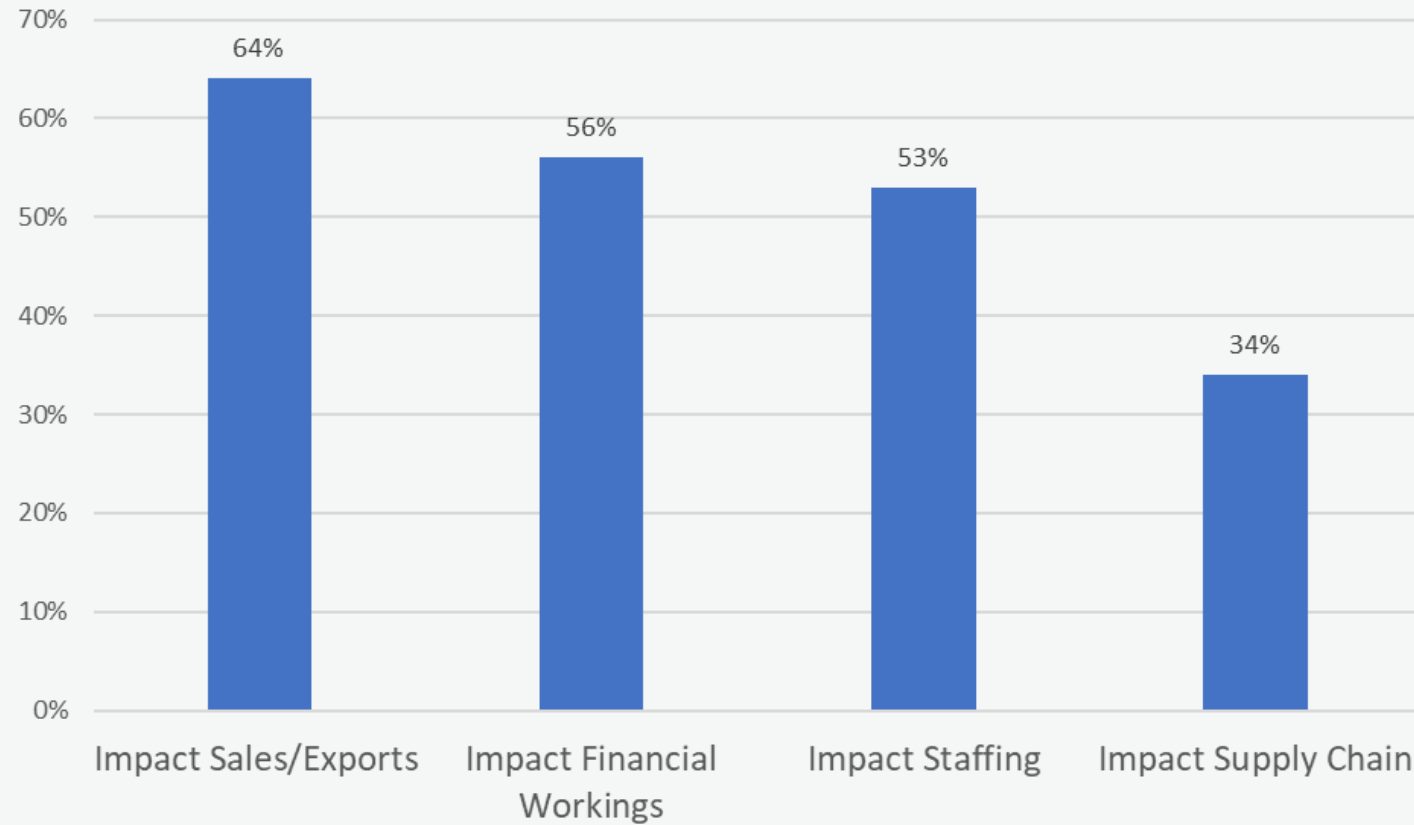


Coronavirus
COVID-19
National
Programme



Overview and some insights

Significantly impacted companies



Covid-19 Challenges for Irish businesses



Immediate

- **Liquidity/Cashflow/ Fundraising**
- **Business Continuity**
- Employees/HR
- Supply Chain
- Market Intelligence
- Return to Work Protocol

Near-Term

- Operations
- Production Capacity
- Product /Sector Pivoting
- Business Model adaptation
- Customers

Medium-Term

- Customer Demand
- Distributor/Partner engagement
- Market – Fit
- Market Intelligence
- New Market Entry
- Innovation to meet new customer needs



Stabilise



Reset



Recover

Recovery Roadmap



Stabilise

Protect your business, maintain operations and retain employees.



Reset

Adapt your business, plans and operations to new conditions.



Recover

Restart innovation and capitalise on early demand as the recovery develops.



Covid19 Specific Supports

[Business Continuity Voucher](#)

[Business Financial Planning Grant](#)

[Sustaining Enterprise Fund](#)

[Online Retail Scheme](#)

[Rapid Response Research and Innovation Funding \(SFI\)](#)

[Short time Work support](#) (Social Protection)

[Temporary Wage Subsidy](#) (Revenue)

[COVID-19 Business Loan](#) (Micro Finance Ireland)

[Credit Guarantee Scheme](#) (SBCI)

[Working Capital Loan Scheme](#) (SCBI)

For more details, talk to your agency contact e.g. Development Adviser (EI) Project Executive (IDA)



Riailtas na hÉireann
Government of Ireland

 **ENTERPRISE
IRELAND**

Assess each of your core business pillars:



Enterprise Ireland Supports

Stabilise

Protect your business, maintain operations and continuity.

Financial

- €5,000 Covid-19 Business Financial Planning Grant
- €800k Sustaining Enterprise Fund
- €25-50k Sustaining Enterprise Fund – Small Enterprise
- €50k Sustaining Enterprise Fund – HPSU
- €40k Covid-19 Retail Online Scheme
- €2,500 Lean Business Continuity Voucher

Advisory

- Overseas Market Intelligence
- NSAI Return to Work Protocols

Reset

Adapt your business plans and operations to new conditions.

Financial

- €5,000 Covid-19 Business Financial Planning Grant
- €800k Sustaining Enterprise Fund
- Strategic Consultancy Grant
- Covid-19 Act On Supports
- Key Manager Grant
- Business Process Improvement Grant
- Rapid Response Research and Innovation Funding
- Operational Excellence Offer
- LEAN supports

Advisory

- Virtual Mentor, ELearn
- Overseas Network/ MAs

Recover

Restart innovation and capitalise on early demand as recovery develops.

Financial

- €5,000 Covid-19 Business Financial Planning Grant
- €800k Sustaining Enterprise Fund
- Agile Innovation Fund
- Business Growth Advisor (Pilot)
- Business Innovation Funding
- R&D Funding
- Market Recovery Fund
- GradStart
- EMarketing Grant

Advisory

- Overseas Network
- Market Research Centre
- Strategic Marketing Review
- Irish Advantage Digital Promotion

Government Supports

- €450m SBCI Covid-19 Loan Scheme
- Short Term Work / Subsidy Support
- €2bn ISIF Stabilisation Fund
- Microfinance Ireland Loans
- LEO Business Continuity Voucher & Trading Online Voucher
- Credit Guarantee Scheme

- €450m SBCI Covid-19 Loan Scheme
- €200m SBCI Future Growth Loan Scheme
- €250m ReStart Fund
- €2bn ISIF Stabilisation Fund
- Microfinance Ireland Loans
- Credit Guarantee Scheme

- €450m SBCI Covid-19 Loan Scheme
- €200m SBCI Future Growth Loan Scheme
- €2bn ISIF Stabilisation Fund
- Microfinance Ireland Loans
- Credit Guarantee Scheme



Covid-19 Business Financial Planning Grant – **NEW**

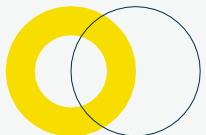
- + Worth up to €5,000
- + Enables companies retain approved financial consultants to prepare a financial plan to secure the company in the short to medium term.

The financial plan will:

- + Help the company to understand its immediate financial position, secure the finance it requires to survive and provide a framework to sustain the business
- + Ensure that the company has a framework to identify and manage its costs and gaps in funding.

Covid-19 Business Financial Planning Grant

- + 100% funding of up to €5,000 to access an approved financial consultant
- + Open to all Enterprise Ireland clients and companies employing 10 or more full-time employees in the manufacturing and internationally traded services sector
- + Online application.



Stabilise



2 Sustaining Enterprise Fund – **NEW**



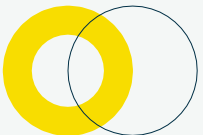


Sustaining Enterprise Fund – **NEW**

- + The purpose of this fund is to sustain companies who have been impacted by a 15% or greater reduction in actual or projected turnover or profit, and/or a have significant increase in costs as a result of the COVID-19 outbreak.
- + Businesses qualifying under this EU supported scheme will be offered a repayable advance of up to €800,000.

This €180m Fund is open to eligible companies which:

- + Employ 10 or more full-time employees
- + Companies must have applied for and been unable to raise sufficient funding from a financial institution including where appropriate through the SBCI Working Capital Loan Scheme



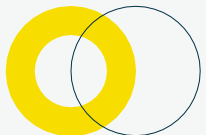


Sustaining Enterprise Fund – **NEW**

- + The Sustaining Enterprise Fund will be used to support the implementation of a **Business Sustainment Plan** which must be provided by the company outlining the eventual stabilisation of the business and a return to viability. Funding will be in the form of repayable advances
- + Funding to be repaid subject to the project objectives being achieved
- + An annual administration fee of 4%.

The advance payment to be repaid as follows:

- + 3-year grace period
- + Repayment by the end of year 5, on successful achievement of the project objective.



Thank You.

- + For further information, contact your Development Advisor or contact the Covid-19 Business Response Unit at businessresponse@enterprise-ireland.com

Learn more at enterprise-ireland.com

Enterprise Ireland is the government organisation responsible for the development and growth of Irish enterprises in world markets. We work in partnership with Irish enterprises to help them start, grow, innovate and win export sales in global markets. In this way, we support sustainable economic growth, regional development and secure employment.



Reset

3 Other Covid-19 Supports From Enterprise Ireland





Other Covid-19 Supports From Enterprise Ireland

+ **LEAN BUSINESS CONTINUITY VOUCHER — NEW**

The voucher will support enterprises to identify and implement measures needed to ensure they can continue to operate safely to provide critical goods and services.

+ **STRATEGIC CONSULTANCY GRANT**

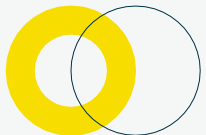
The grant funds the hiring of a strategic consultant to support the development and/or the implementation of new strategic initiatives to facilitate business growth.

+ **COVID-19 ACT ON SUPPORTS**

The Act On Initiative offers advice, support and access to external consultants on, strategic sourcing and transport and logistics.

+ **KEY MANAGER SUPPORT**

Provides partial funding towards the recruitment of a full or part-time manager with critical skills to support the business and future growth.





Other Covid-19 Supports From Enterprise Ireland

+ **THE BUSINESS PROCESS IMPROVEMENT GRANT**

The grant can be used to support short to medium term company projects that improve efficiencies and business process improvements. Specific E-marketing support is also available through this grant to develop and enhance your company's capability to use the internet as an effective channel for business development.

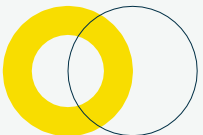
+ **ONLINE RETAIL SCHEME**

The Online Retail Scheme is a grant for retail companies with greater than 10 employees to develop a more competitive online offer. This competitive call has a fund of €2 million. Successful applicants will receive financial support of up to 80% of project costs, with a maximum grant of €40,000.

For the more information contact:

retail@enterprise-ireland.com

Ph: +353 1 727 2166



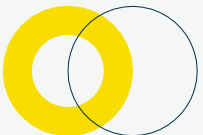


Other Covid-19 Supports From Enterprise Ireland

+ **RAPID RESPONSE RESEARCH AND INNOVATION FUNDING**

The programme is designed to help mitigate the Covid-19 pandemic and has been developed by the Government's Research & innovation agencies including Enterprise Ireland, Science Foundation Ireland, IDA, the Health Research Board and the Irish Research Council.

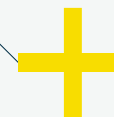
sfi.ie/funding





Competitiveness Supports

- + OPERATIONAL EXCELLENCE OFFER
- + LEAN BUSINESS FUNDING
- + CAPITAL INVESTMENT INITIATIVE
- + LEAN BUSINESS OFFER



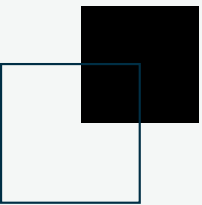


Innovation Supports

+ **AGILE INNOVATION FUND**

+ **BUSINESS INNOVATION FUNDING**

+ **R&D FUNDING**





Diversification Supports

- + **MARKET DISCOVERY FUND**
- + **GRADSTART**
- + **MARKET RESEARCH CENTRE**
- + **STRATEGIC MARKETING REVIEW**

