

**Irish Medtech**  
Association  
Ibec

# The Global Medtech Hub

How Ireland is  
innovating for  
future healthcare  
and economic growth



**We are reaching out to those who wish to be involved in the creation of a dynamic and exciting future for the medtech industry in Ireland.**

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# Foreword

**For over a decade the Irish Medtech Association, formerly known as the Irish Medical Devices Association, the Ibec group, has worked closely with industry and stakeholders to make Ireland the best place for medtech business. In order to achieve this, every four years a strategy is developed to identify new opportunities, and reflect on the progress we have made. But more importantly it's a chance to set-out our ambition for the future.**

**O**ur recent strategy has served us well. It supported the leadership and dynamism across this strong export-led sector which has seen growth in R&D investment across many Foreign Direct Investment and indigenous companies. The sector has grown considerably over the past four years, with 29,000 people employed across 450 companies. Ireland's medtech sector is the highest employer in Europe, per capita, directly exporting to over 100 countries worldwide. You should all be very proud of the role that your business and this industry are playing to make Ireland the fastest growing economy in Europe.

But we still face challenges, now is the time to rethink our healthcare system and steer it back onto a sustainable path. The medtech sector recognises that the current business model is coming to an end. As an industry, innovation has always been at the heart of what we do. Innovation will be key for developing better patient outcomes and a sustainable healthcare system. The sector has a lot to offer to drive this important change.

The global medtech industry is expected to reach €475 billion in 2018, an annual growth of 5.5%. Ireland should maximise opportunities with growing demands to become major contributors to global healthcare and the global economy. Our continued success will depend more than ever on our ability to adapt and meet the challenges ahead.

We have been preparing for the next phase of our strategic plan since mid-2012, when we conducted a mid-term review to collect as much input as possible from our members and stakeholders across the ecosystem.

Along with best quality market insight and support from a wide variety of sources, we have carved out the next phase towards an exciting future for Irish Medtech and our members. We have a new vision and mission. A roadmap of where we need to be and how we can best get there. We are also keenly aware that one size does not fit all, and we are confident that our approach caters for the many and varied requirements of our members now and into the future. With four out of five medtech companies being SMEs or start-ups, we know that different companies have different needs. We promote the interests of the sector by collaborating on shared goals, co-ordinating on activities and ensuring that each member is well represented to achieve their potential.

We are reaching out to those who wish to be involved in the creation of a dynamic and exciting future for the medtech industry in Ireland. And through the provision of high-quality services to our member organisations, Irish Medtech stands ready to help you as you navigate your way forward to make Ireland a global medtech hub.

To everyone who helped to get us to this point, thank you.

**James Winters**  
**Chair, Irish Medtech Association**  
**Vice President Manufacturing,**  
**Global Joint Reconstruction Ireland,**  
**DePuy Orthopaedics Worldwide**

**Conor Russell**  
**Vice Chair, Irish Medtech Association**  
**VP, Operations, Boston Scientific**

# Industry outlook

**Ireland's medical technology industry has continued to grow over the past four years. At the same time the demand for and cost of healthcare is rising, which is challenging most health economies across the world. There is no doubt adoption of technology will help meet these challenges; however, new business models will be needed to drive new ideas.**

**T**he availability of improved outcome data from healthcare solutions will likely drive increased data demands to support pricing and reimbursement. As such, the Irish Medtech Association's new mission statement reflects the need to build awareness of the value of medtech. New economic models will be required that can evaluate the impact of new technology on the longer term outcome and total cost of a patient's illness will need to be considered, as opposed to models that are based on cost alone. The medtech industry has a key role to play in addressing the challenges that the global healthcare systems face.

The recovery means there will be new manufacturing opportunities. Output in traditional manufacturing was up 6.3% in 2014. However, much more can be done to help the sector which still faces pressure from lower cost economies. This can be managed by staying at the forefront of advanced manufacturing and service excellence, investment in advanced and additive manufacturing technologies must be part of the plan ahead if we are to succeed.

**We must embrace the skills revolution, by adopting strategies to ensure continuous upskilling and development of Ireland's workforce so that they have the skills needed today for the medtech businesses of tomorrow.**



Foreign Direct Investment and indigenous companies are continuing to 'move up the value chain' and expand their mandate which will lead to new research and product development programmes. Realising the full potential of the cluster, we will deliver more research, development, design and marketing of innovative technologies. New devices developed from a range of converging technologies, in particular those which are focused on information technology in connected health and big data are now an established growing market. The medtech sector is known for its ability to innovate. Ireland's strength in IT means we are uniquely placed to develop new products through collaboration. Connected health will define a new approach to promote patient health, as well as drive economic success.

Nurturing entrepreneurship is bearing fruit with more investment in medtech start-ups. It is essential that entrepreneurial and intrapreneurial activity is well funded to ensure successful new device companies emerge from Ireland. A high level of mergers and acquisitions (M&A) activity has and will continue to restructure the industry globally. There is an opportunity for Irish subsidiaries and indigenous companies to identify M&A targets through business development activity in Ireland and Europe. This could drive further entrepreneurial activity within the country and help further build Ireland's reputation for medtech.

Growing exports will not be without its challenges as trade barriers and local regulations may continue to impact export potentials, but the Transatlantic Trade and Investment Partnership (TTIP) offers growth opportunities for the sector.

The global ethical compliance and regulatory landscape is also changing rapidly and Irish Medtech will continue to work with stakeholders to provide best industry foresight. It's vital that the industry plays its role in ensuring the right conditions for growth are in place to support better patient outcomes.

We are experiencing the age of the empowered patient, an age when users and patients will no longer be dictated to as they were in previous generations. In order to respond to this shift, medtech businesses need a new set of ingredients to design their strategies to truly resonate in the marketplace. Given the industry's existing capacity to adapt, it is well placed to address these challenges.

But to unleash our true potential and seize emerging opportunities, recognising and rewarding a culture of innovation will play a vital role in stimulating the sector to develop new capabilities and meet the challenge of achieving cost-effective, sustainable healthcare systems. Innovation and innovative thinking have transformed the landscape for business in Ireland in the past, and will ensure that the medtech sector continues to thrive into the future.

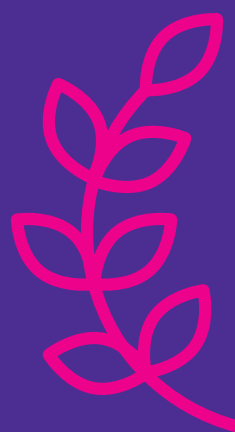
**Dr Sinead Keogh**  
**Director, Irish Medtech Association,**  
**a business association in Ibec**

# Industry profile

## Ireland's medtech sector is now recognised as one of the top five emerging global hubs.

- Ireland has a very strong sub-supply base with many companies becoming globally preferred vendors of choice for leading FDI enterprises.
- The State will partner with leading international VC's (Innovation Fund Ireland) to support the growth of high technology companies. The Seed and Venture Capital Scheme of €175 million is aimed at leveraging private funds to create €700 million for investment over the next three years.
- Collaboration between indigenous and FDI enterprises and leading academic and key clinical opinion leaders is growing. This collaboration is now a key competitive strength internationally.

**The challenge is to continue to develop and integrate the broad range of strategic competencies and support systems that will enable this island to compete as a mature, high value-added economy, with innovation at its core.**



Major FDI and indigenous companies have expanded their R&D mandate in recent years and have established

**global R&D centres of excellence in Ireland**



**18**  
of the world's  
top 25 medtech  
companies  
have a base  
in Ireland





Ireland continues to be a leading manufacturing hub for medtech, with:

- **25% of the world's population that have diabetes relying on injectable devices manufactured in Ireland – that is over 30m people;**
- **33% of the world's contact lenses being manufactured in Ireland;**
- **80% of global stent production being carried out in Ireland;**
- **75% of global orthopaedic knee production coming out of Ireland.**

**Ireland's medtech sector employs**

**29,000**

**people across 450 companies.**

More than 2,000 jobs have been announced in the sector in Ireland since 2014



**60%**

of the medtech industry is indigenous, and a significant proportion are SMEs



Ireland is now one of the largest exporters of medical products in Europe, with annual exports of

**€12.6 billion**

to over 100 countries worldwide



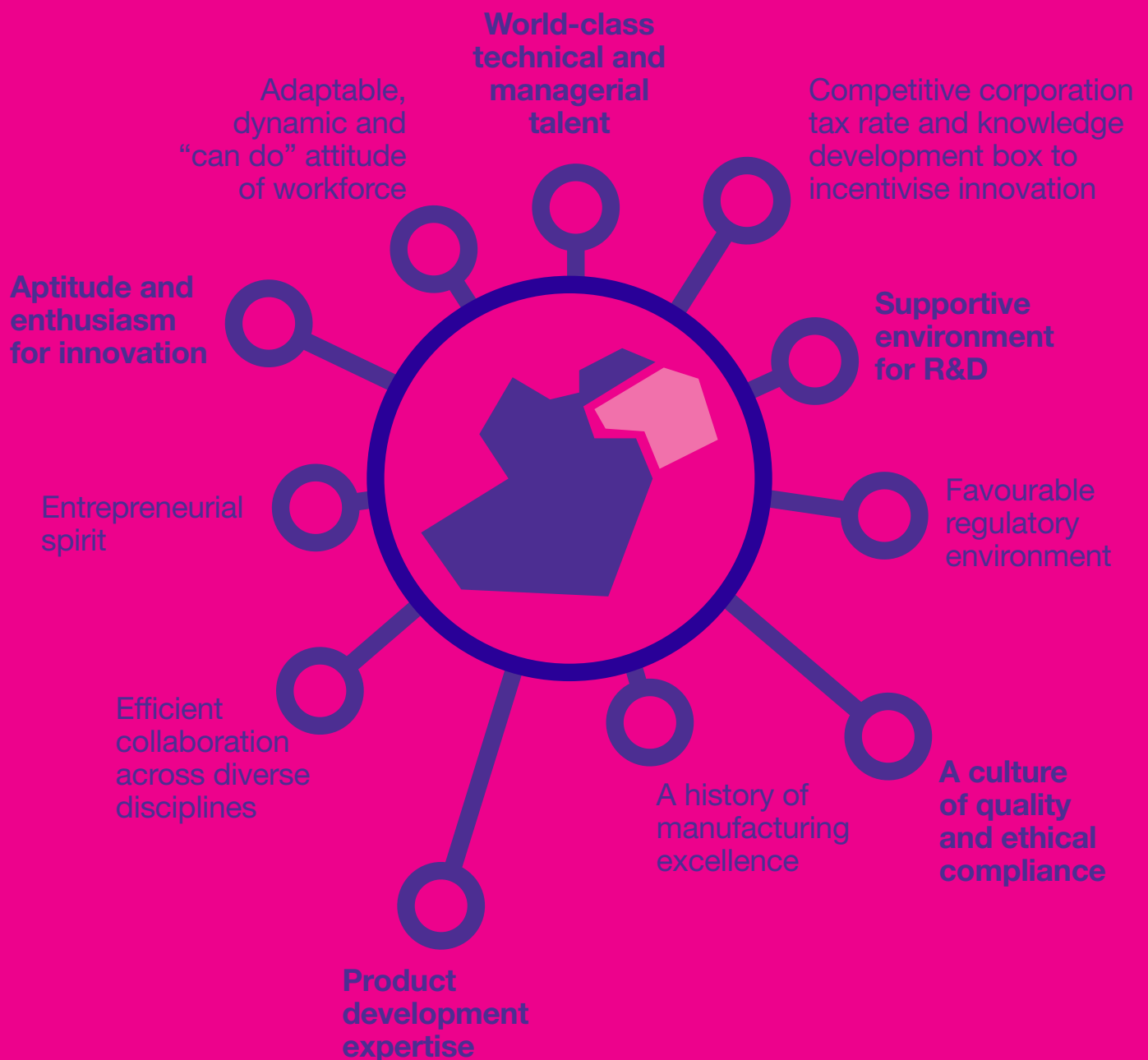
The Irish medtech sector has been recognised by the Government as a prime contributor to the growth of the Irish economy, representing nearly

**10% of all exports**



# Drivers and opportunities for development

Current drivers of the Irish medtech sector include:





# Opportunities for development include:

## Industry foresight

- Enhancing our capacity to address the globalisation of the industry and international competition.
- Expanding the mandate of FDI and indigenous companies in response to global trends.
- Adapting to the reduction in global healthcare expenditure.
- Building capability in advanced and additive manufacturing.
- Becoming a centre of excellence in innovation, underpinned by excellence in design.
- Increasing investment in process and product R&D in Ireland.
- Enhancing our capacity to address imminent changes to the regulatory and compliance environment across the EU and beyond.
- Responding to changes in market dynamics such as the empowered patient and the patient as a consumer.

## Ecosystem development

- Enhancing the Irish clinical research infrastructure by promoting a culture of innovation leadership within the Irish healthcare system.
- Introducing new economic models to support sustainable development of the healthcare system and encouraging faster adoption of new medtech.
- Developing a culture of commercialisation in Irish universities.
- Embedding entrepreneurial thinking across the curriculum from primary level to higher level education.
- Supporting the development of new education models for the sector such as apprenticeships.
- Building skills in health economics, as well as sales and marketing, to respond to changing market dynamics.
- Growing supports for upskilling within industry.

## Future care continuum

- Leveraging Ireland's recognised excellence in IT to support new connected health solutions.
- Enhancing high-level design, engineering, scientific skills and skills required for future technology convergence.

## Entrepreneurship

- Growing the number of successful start-ups by improving policies and conditions to support start-ups and supporting greater access to funding.

## Membership experience

- Enhancing Irish Medtech's reputation as Ireland's foremost business representation group for the medtech industry in the minds of members and key stakeholders.
- Delivering real value to members.

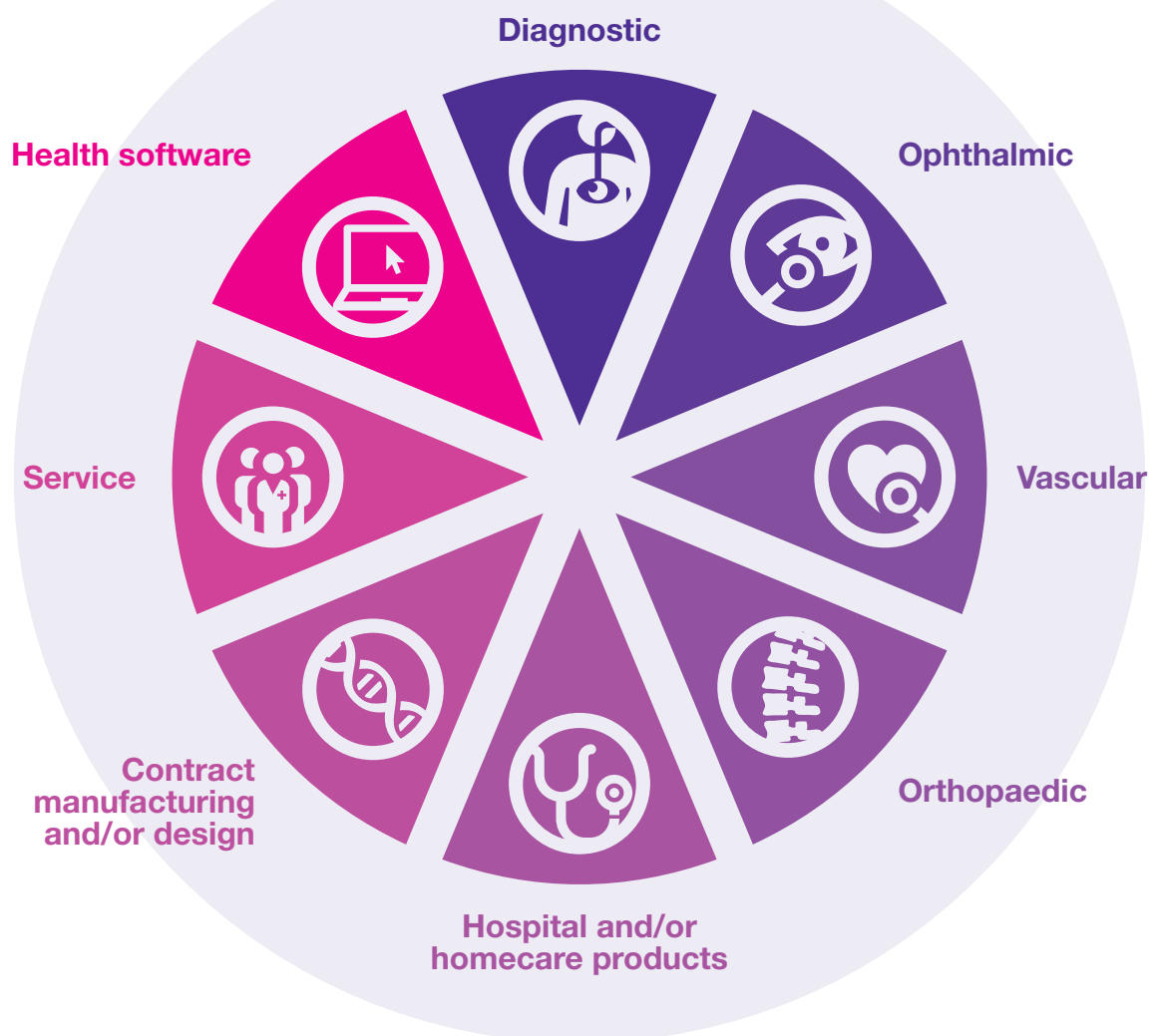
# Mapping the medtech sector in Ireland

## Defining a medical technology company

**Medical technology companies are defined as companies that:**

- Design and/or manufacture medtech products and/or solutions.
- Manage significant international shared services from Ireland.
- Directly service the medtech sector.

The sector is diverse and the following eight broad headings have been established to describe and categorise the sector in Ireland:



A map of the Sector by category is available on pages 22-23.



**A continuous  
focus on innovation  
is key for the  
industry to thrive.**

# Our vision for the sector

**Ireland will be a global leader in innovative patient-centred medical technology developments, products and solutions.**

- Ireland will be a globally significant medical technology hub and the location of choice for the industry due to our expertise and pro-business environment.
- Irish medical technology developments, products and solutions will be major contributors to global healthcare and the global economy.

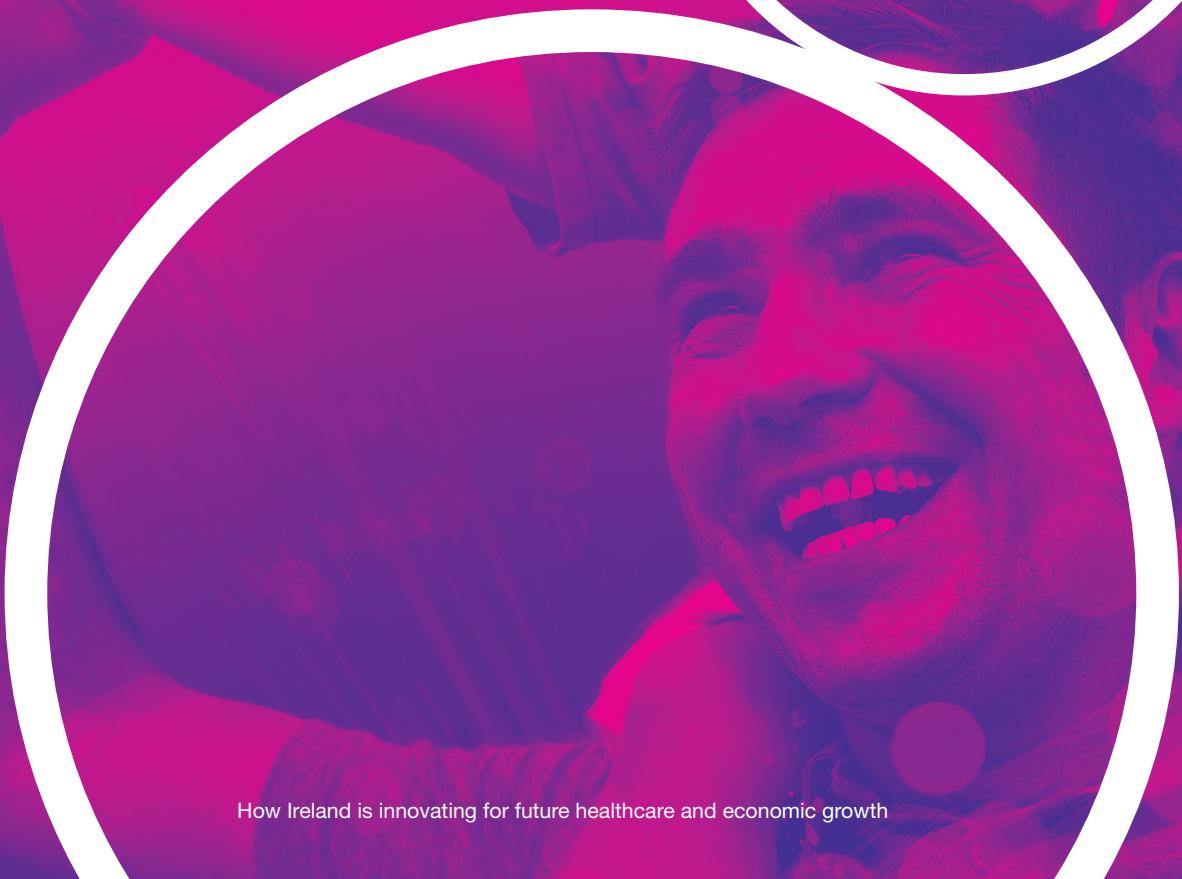
# Our mission

**Irish Medtech's mission is to shape and deliver the industry vision by:**

- Driving significant agenda items towards the industry vision.
- Building awareness of the value of Irish medical technology for patients and the economy in Ireland and globally.
- Providing services, support and information which will add value to the businesses of our members.
- Facilitating interaction with other relevant sectors such as ICT, pharmaceutical, biotechnology, and materials to encourage new healthcare solutions from technology convergence.



# Strategy themes and actions



# Driving our future

Strategic objective

**Influence the strategic development of Irish Medtech member organisations by delivering best-quality industry foresight**

- Scan areas of the ecosystem for new developments affecting members. Identify key areas for specific focus – (e.g. Revision of the Medical Device and Diagnostics Directives, reimbursement policies, healthcare payers and providers structure, tax regime, trade barriers).
- Establish appropriate forums to enable industry thought leaders in Ireland to share knowledge, discuss the impact of changing models and where relevant, prepare for the future.
- Identify critical competencies and skills needed to align with new business models.
- If and when appropriate, take steps to advocate for and influence a new business environment.



» **There is an opportunity for Ireland to respond to growing global healthcare demands and grow exports.**



# Achieving the full potential of the cluster

Strategic objective

**To encourage and create an ecosystem that sustains the evolution of the industry**

- Build awareness of the value of medtech to facilitate positive policy decisions.
- Develop the existing manufacturing base, target supports for efficiency improvements and investments in advanced, additive and cell manufacturing as well as the other key enabling technologies.
- Assist companies to expand and reach their full potential from concept to market.
- Target training and development of a talent pool to support strategy.
- Enhance the clinical research infrastructure and support the direction of academic research.
- Make Ireland an attractive employment destination.
- Promote policies to coordinate key resources to make Ireland a centre of excellence for the development of healthcare technologies.
- Promote integrated and collaborative relationships across medtech stakeholders in the national, and as appropriate, the global ecosystem.



» **To achieve the potential of the cluster we will continue to bring together indigenous and FDI enterprises for collaboration between academic centres and key opinion leaders. This will deliver further research, development, design and marketing of innovative medical technologies.**

# Maximising technology innovation across sectors to improve patient outcomes

Strategic objective

**Provide opportunities to maximise the generation of innovative convergent technologies**

- Facilitate interaction between industry sectors such as pharmaceuticals, biotechnology, ICT and materials to encourage technology convergence in the development of new medical products and solutions.
- Leverage Ireland's recognised excellence in the areas of data processing and cybersecurity to develop an ecosystem which will successfully support the convergence of medtech with ICT to establish Ireland as a global destination for connected healthcare solutions.



» New digitally enabled health applications have the potential to transform healthcare which will be aligned with new care models. Data will drive better clinical decision making, improve outcome based accountability and promote patient empowerment.

# Nurturing entrepreneurship

Strategic objective

**Develop policies and conditions where entrepreneurship can thrive**

- Encourage policies and conditions that would facilitate greater funding opportunities for indigenous start-ups and growth companies.
- Promote policies and conditions that support government procuring medtech products from Irish start-ups.
- Expand and further develop the mentoring programme, set-up in conjunction with Enterprise Ireland where experienced Irish Medtech members provide mentoring to entrepreneurs.
- Benchmark against “best in class” entrepreneurial countries and foster new ideas where appropriate.



» **Nurturing entrepreneurship is bearing fruit with more investment in medtech start-ups. A continuous focus on innovation is key for the industry to thrive.**

# Delivering real value to members

Strategic objective

**Provide high-quality professional services to member organisations that will impact positively on their business performance**

- Be the voice of the medtech industry in Ireland.
- Build awareness of the value of Irish medtech for patients and the economy in Ireland and globally.
- Actively connect peers to develop business links, address business concerns, exchange views and promote best practice.
- Engage with members to discuss their needs and aspirations and provide industry-specific, high-quality, cost-effective training.
- Provide members with access to expertise, knowledge and insight across a broad suite of business-specific topics.
- Reinforce industry integrity and high ethical standards through the implementation and adoption of the Irish Medtech Code of Ethical Business Practice.
- Continue to support and promote a culture of business excellence.



» **Irish Medtech drives the industry vision by building awareness of the value of medtech, our dedicated team provides member services, networking and industry insights. As part of Ibec we are working to ensure that Ireland has the right policy environment and conditions to drive economic success.**



**The Irish Medtech Board, working groups, taskforces and executive team will continue to work closely with our partners to deliver the objectives of our strategic vision effectively.**

# Key Performance Indicators





**While not exhaustive, board performance indicators have been identified for each of the strategic themes that Irish Medtech has adopted.**

## **INDUSTRY FORESIGHT**

### **Driving our future**

Influence the strategic development of Irish Medtech member organisations by delivering best-quality industry foresight.

- Annual Board review and validation of strategy.
- Increased employment in value add roles within the sector.
- Increased annual exports.
- Significant increase in the global share of niche markets.

## **ECOSYSTEM DEVELOPMENT**

### **Achieving the full potential of the cluster**

To encourage and create an ecosystem that sustains the evolution of the industry.

- Higher proportion of firms engaged in technological innovation.
- Increased R&D activity.
- Number of medtech companies gaining commercialisation funding.
- Number of convergent technology products developed and commercialised.
- Increased awareness of the value of medtech amongst stakeholders.
- Increased university commercialisation output.
- Greater involvement of clinicians in medtech innovation.

## **FUTURE CARE CONTINUUM**

### **Maximising technology innovation across sectors to improve patient outcomes**

Develop the environment to harness the opportunity for technology convergence in Ireland.

- Number of convergent technology products developed and commercialised.
- Ireland's reputation as a destination for commercialisation of convergent technology is enhanced.

### ENTREPRENEURSHIP

#### Nurturing entrepreneurship

Develop policies and conditions where entrepreneurship can thrive.

- Positive policies and conditions to promote entrepreneurship and new start-ups.
- Number of impactful Irish Medtech mentor-mentee partnerships established.
- Increase in the number of start-ups.
- International best practice for start-ups identified and adopted.

### MEMBER EXPERIENCE

#### Delivering real value to members

Provide high-quality services to member organisations that will impact positively on their business performance.

- Increase provision of industry specific, high-quality training for member organisations.
- Increased networking and sharing of best practice amongst member organisations.
- Member satisfaction with services Irish Medtech provides.
- Continued culture of business excellence.
- Growth in members' business.

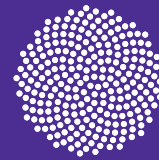




**We are experiencing  
the age of the  
empowered patient.  
New strategies that  
truly resonate with  
the marketplace  
will be needed.**

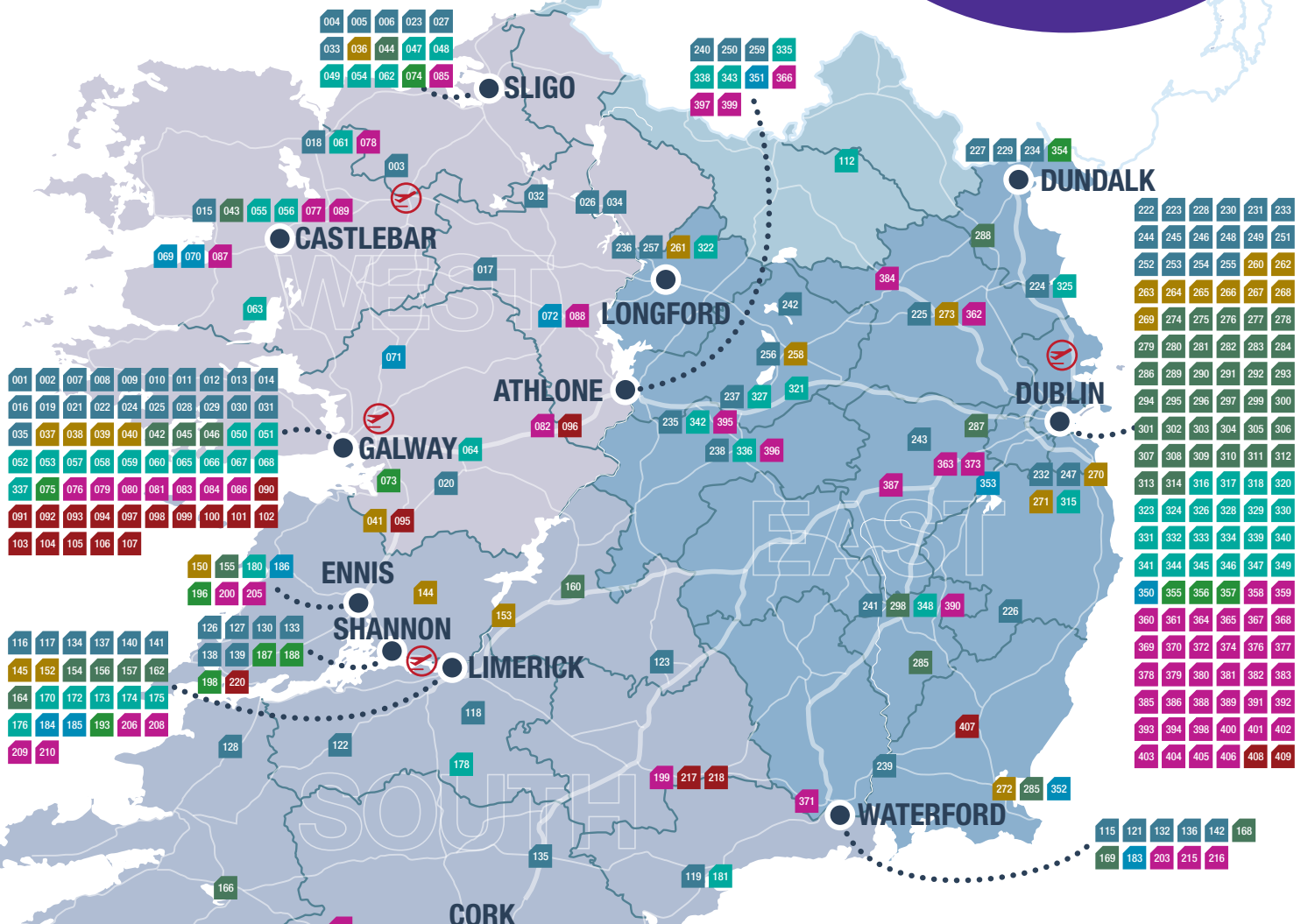
# Mapping our world-class medtech sector

CREATED BY



**Irish Medtech Association**  
Ibec

The Irish Medtech Association is the Ibec group that represents the medical technology industry in Ireland.



- Contract research, development, design and/or manufacturing
- Diagnostic
- Health Software
- Hospital and/or homecare products
- Ophthalmic
- Orthopaedic
- Service
- Vascular

PRODUCED IN ASSOCIATION WITH

**ENTERPRISE IRELAND**  
where innovation means business

**IDA Ireland**

## West Region

### CONTRACT RESEARCH, DEVELOPMENT, DESIGN AND/OR MANUFACTURING

- 1 Advant Medical
- 2 Advant Moulding
- 3 Alpha Precision
- 4 Amcor Flexibles Sligo
- 5 Arrotek Medical
- 6 Avenue Mould Solutions Ltd
- 7 Cambus Medical
- 8 Caragh Precision
- 9 Clada Medical Devices
- 10 Contech Medical
- 11 Creganna Medical
- 12 Custom Equipment Solutions Ltd
- 13 Dawnlough Ltd
- 14 DiaNia Technologies Ltd
- 15 Fort Wayne Metals Ireland Ltd

- 16 Galway Tool And Mould Ltd
- 17 Harmac Medical Products
- 18 INBLEX Plastics
- 19 Irish Micro Mouldings Ltd
- 20 Itronik Interconnect Ltd
- 21 Lake Region Medical (International Research & Development Centre)
- 22 M & M Qualtech Ltd
- 23 MB Mediprint
- 24 Metal Improvement Company
- 25 Outsourc Technical Concepts Ltd
- 26 Prior PLM Medical
- 27 ProTek Medical Ltd
- 28 Proxy Biomedical Ltd
- 29 Riteway Precision Engineering Ltd
- 30 Saotharlann Chonamara Teo
- 31 Synecco Ltd
- 32 Vention Medical Ireland Ltd
- 33 Verus Precision
- 34 VistaMed
- 35 Vornia Ltd



## DIAGNOSTIC

- 36 Abbott Ireland Diagnostic Division
- 37 Alere International Ltd
- 38 Beckman Coulter Biomedical
- 39 Enterasense
- 40 Fannin Ltd
- 41 Natus Manufacturing Ltd

## HEALTH SOFTWARE

- 42 Emedia
- 43 Full Health Medical
- 44 Socrates Healthcare Ltd
- 45 SyncroPhi Systems Ltd
- 46 VASGARD

## HOSPITAL AND/OR HOMECARE PRODUCTS

- 47 Abbott Ireland
- 48 Abbott Nutrition Ltd
- 49 AbbVie Medical Device
- 50 Aerogen Ltd
- 51 AeroSurgical Ltd
- 52 AOTI
- 53 Arc Devices Ltd
- 54 B.Braun Hospicare Ltd
- 55 Baxter Healthcare SA
- 56 Baxter Healthcare SA
- 57 Bio Medical Research Ltd
- 58 Crospon Ltd
- 59 Envast Ltd
- 60 Gate Dental Services Ltd
- 61 Hollister ULC
- 62 Hospira
- 63 Idoman Teoranta
- 64 Lifewave Europe
- 65 Medtronic
- 66 Mylan Teoranta
- 67 Pointec Medical
- 68 Vysera Biomedical Ltd
- 337 Janisys Ltd

## OPHTHALMIC

- 69 Abbott Medical Optics
- 70 Allergan
- 71 Transitions Optical Ltd
- 72 Moss Vision

## ORTHOPAEDIC

- 73 APOS Ltd
- 74 Firefly Orthoses Ltd
- 75 Zimmer Biomet

## SERVICE

- 76 Anecto Ltd
- 77 Cashin Print
- 78 Charles River Laboratories Ireland Limited
- 79 CLS Medpharma
- 80 Embricon Ltd
- 81 Hospicode Ltd
- 82 KPW Print
- 83 Lip (Diagnostic Services) Ltd
- 84 NeliPak Healthcare Packaging
- 85 Orreco Ltd
- 86 Specialised Sterile Environments (SSE)
- 87 Synergy Health Ireland Ltd
- 88 System Label
- 89 Volox Europe

## VASCULAR

- 90 4Tech Cardio Ireland
- 91 Apica Cardiovascular
- 92 ArraVasc Ltd
- 93 Boston Scientific Galway
- 94 Capsos Medical
- 95 CareFusion Manufacturing
- 96 Creagh Medical Ltd
- 97 Delcath Systems Inc
- 98 Embo Medical
- 99 Goodman Medical Ireland
- 100 Marvao Medical Devices
- 101 Medtronic
- 102 Merit Medical Ireland Ltd
- 103 Neuravi
- 104 Novate Medical Limited
- 105 Vascular Solutions Zerusa Ltd
- 106 Vervan Medical Ltd
- 107 Vivasure Medical Ltd

# North Region

## CONTRACT RESEARCH, DEVELOPMENT, DESIGN AND/OR MANUFACTURING

- 108 Moll Industries Ireland Ltd
- 109 Phillips-Medize Ireland
- 110 Zeus Industrial Products (Ireland) Ltd

## DIAGNOSTIC

- 111 Abbott Diabetes Care Donegal

## HOSPITAL AND/OR HOMECARE PRODUCTS

- 112 Abbott Ireland Nutrition Division

## SERVICE

- 113 Bemis Healthcare Packaging
- 114 Randox Teoranta

# South Region

## CONTRACT RESEARCH, DEVELOPMENT, DESIGN AND/OR MANUFACTURING

- 115 APS Materials
- 116 BD Gencell
- 117 Croom Precision Medical Ltd
- 118 Designwise Automation Ltd
- 119 Euroflins Medical Device Testing
- 120 Excelsy Technologies Ltd
- 121 FastForm Research Ltd
- 122 Filtertek – An ITW Medical Company
- 123 Firebird Medical Ltd
- 124 Flextronics Ireland
- 125 Flextronics Ireland
- 126 Gentian Services Ltd
- 127 Hi-Life Tools
- 128 Listal Ltd
- 129 Merck Millipore Ireland Ltd
- 130 Molex Ireland
- 131 MTD Precision Engineering Ltd
- 132 Nypro Healthcare Waterford
- 133 Pharddiag
- 134 RR Donnelley
- 135 Sammina
- 136 Schivo Precision Ltd
- 137 Shannon MicroCoil Ltd
- 138 Smart Electronics Ltd
- 139 Smithstown Light Engineering Ltd
- 140 Takumi Precision
- 141 Teleflex Medical
- 142 West Pharma

## DIAGNOSTIC

- 143 Audit Diagnostics
- 144 Beckman Coulter Ireland Inc
- 145 Crescent Diagnostics LTD
- 146 Metabolomic Diagnostics
- 147 Neonatal Diagnostics
- 148 Radisens Diagnostics
- 149 Raman Diagnostics
- 150 Roche Ireland Ltd
- 151 SensL Technologies Ltd
- 152 Serosep Ltd
- 153 Technopath Manufacturing

## HEALTH SOFTWARE

- 154 Advanced Manufacturing Control Systems (AMCS)
- 155 BodyTab Ltd
- 156 Clinical Support Information Systems Ltd
- 157 ClniSynergy Ltd
- 158 Crest Solutions Ltd
- 159 DB MATTERS
- 160 Doctot
- 161 Epic Solutions Ltd
- 162 i360 Hygiene
- 163 Independent Data Management Ltd
- 164 Kneat Solutions Ltd
- 165 Lincor Solutions Ltd
- 166 Portable Medical Technology Ltd
- 167 Realtime Technologies Ltd

- 168 Relate Care
- 169 Rigney Dolphin Ltd

## HOSPITAL AND/OR HOMECARE PRODUCTS

- 170 Adhesives Research Ireland Ltd
- 171 AventaMed
- 172 Bioquell Global Logistics
- 173 Class Medical
- 174 Cook Medical
- 175 Deviate Aspire
- 176 Fleming Medical Ltd
- 177 GE Healthcare Global Manufacturing Site 1
- 178 Irema Ireland
- 179 PMD Solutions
- 180 Vitalograph (Ireland) Ltd
- 181 Young Microbrush Ireland Ltd

## OPHTHALMIC

- 182 Alcon Laboratories Ireland Ltd
- 183 Bausch + Lomb Ireland
- 184 Essilor
- 185 Johnson & Johnson Vision Care
- 186 Organic Lens Manufacturing

## ORTHOPAEDIC

- 187 Archway Orthotics Limited
- 188 Celgen Tek Ltd.
- 189 DePuy Synthes Ireland
- 190 PPL Biomechanics
- 191 SOTA Prosthetics and Orthotics Ltd
- 192 Stryker
- 193 Stryker
- 194 Stryker
- 195 Tecomet Ireland
- 196 TOG Orthotics
- 197 Tornier Orthopedics Ireland Ltd (Wright Medical Group)
- 198 Zimmer Biomet

## SERVICE

- 199 Acorn Regulatory
- 200 AIP Thermoform Packaging
- 201 Crest Solutions
- 202 DGP Group
- 203 EC Labels Ltd.
- 204 Eurofoil Teo
- 205 Fahy Analytical Ltd
- 206 Firecrest Clinical Ltd
- 207 Imstec GmbH
- 208 Kneat Solutions Ltd
- 209 M & Q Packaging
- 210 Olympus Biotech Ireland
- 211 Pharma-Bio Serv
- 212 Qualtech Pharma Ltd
- 213 QUMAS Ltd
- 214 Seabrook Technology Group Ltd
- 215 Sightrisk Ltd
- 216 Tegan Innovations Ltd
- 375 EtQ Ltd

## VASCULAR

- 217 Abbott Ireland Vascular
- 218 Boston Scientific Clonmel
- 219 Boston Scientific Cork Ltd
- 220 DMC Medical Ltd
- 221 Stryker

# East Region

## CONTRACT RESEARCH, DEVELOPMENT, DESIGN AND/OR MANUFACTURING

- 222 Adama Innovations
- 223 Allied Automation Ltd.
- 224 AmRay Medical
- 225 AQF
- 226 Automatic Plastics Ltd
- 227 Belluram Precision Engineering Ltd
- 228 Bioplastech Ltd
- 229 Blueacre Technology Ltd
- 230 BlueBridge Technologies
- 231 Curtiss Wright
- 232 Design Partners
- 233 Dolmen Design
- 234 Endura Coatings Ltd
- 235 Europharma Concepts
- 236 Finesse Medical Ltd
- 237 Innovative Polymer Compounds IPC
- 238 Kelpac Medical Ltd
- 239 Lake Region Medical

- 240 M & V Medical Devices Ltd
- 241 Medioplast
- 242 Mergon International
- 243 MGS Mfg Group Ireland Ltd.
- 244 Movement Industrial Design
- 245 neoSurgical Ltd
- 246 Novaerus Ltd.
- 247 Nypro Healthcare
- 248 Oceana Therapeutics Ltd
- 249 Opko Ireland R&D Limited
- 250 PPD Development Ireland Ltd
- 251 Pressco Ltd
- 252 Profector Life Sciences
- 253 Renishaw Electronics
- 254 Specialty Coating Systems
- 255 Tech Group Europe Ltd
- 256 Technical Engineering Group
- 257 Tool and Plastic Industries Company Ltd
- 258 Trend Technologies Mullingar Ltd
- 259 Utah Medical Products Ltd

## DIAGNOSTIC

- 260 Aalto Bio Reagents Ltd
- 261 Abbott Ireland Diagnostic Division
- 262 Biosensia Group Limited
- 263 DiaSorin Diagnostics Ireland Ltd
- 264 EKF Diagnostics
- 265 Enzolve Technologies Ltd
- 266 KJaya Medical Ireland Ltd
- 267 Medtronic
- 268 Quest Diagnostics
- 269 Siemens Healthcare Diagnostics Manufacturing
- 270 Tcoag
- 271 Trinity Biotech Plc
- 272 Waters Technologies Ireland Ltd
- 273 Welch Allyn Ltd

## HEALTH SOFTWARE

- 274 Ace Health Innovations Ltd
- 275 Air Liquide Healthcare Ireland Ltd
- 276 Beats Medical
- 277 SilverCloud
- 278 Captec Ltd
- 279 Cerner Ireland Ltd
- 280 Clindox Ltd.
- 281 Clinical Trial EndPoint (CTEP) Ltd
- 282 Clintech Health Care Ltd
- 283 dabl
- 284 DMF Systems Ltd
- 285 Emergency Response Ltd
- 286 Global Diagnostics Ltd
- 287 HealthComms
- 288 Heart Rhythm International
- 289 Helix Health Ltd
- 290 IMS MAXIMS
- 291 IncaClinic
- 292 Incaplex Ltd
- 293 InsulCheck
- 294 INTEL – Digital Health Group
- 295 LZ Lifesciences
- 296 MANITex
- 297 Manitex Ltd
- 298 Netcare Wellness
- 299 Neuromod Devices Ltd
- 300 Ocuco Ltd
- 301 Tickerfit
- 302 Oneview Healthcare
- 303 OpenApp
- 304 PMI Software Ltd
- 305 Presidion
- 306 ResMed
- 307 S3 Group Ltd
- 308 SensorMind Ireland
- 309 Shimmer
- 310 Sláinte Healthcare
- 311 Swiftqueue Technologies Ltd
- 312 Tele Health Services Ltd
- 313 Two-Ten Health Ltd
- 314 Valentia Technologies Ltd

## HOSPITAL AND/OR HOMECARE PRODUCTS

- 315 Advanced Surgical Concepts
- 316 Allogen Biotech
- 317 AltaScience
- 318 Arann Healthcare
- 319 ArcRoyal Ltd
- 320 Ardoo Caresafe Ltd
- 321 Astora Women's Health
- 322 B Braun Longford
- 323 B Braun Medical Ltd
- 324 BD Penel Ltd
- 325 BD Penel Ltd
- 326 Centric Health
- 327 Critical Healthcare Ltd

- 328 ENBIO Ltd
- 329 Euro-Cast (Ireland) Ltd
- 330 Fannin Healthcare
- 331 Fresenius Medical Care (Ireland) Ltd
- 332 Gabriel Scientific Ltd
- 333 Glanta Ltd
- 334 Incereb Ltd
- 335 Innocoll Technologies Ltd
- 336 Integra Lifesciences Ireland Ltd
- 338 KCI (an Acclity Co)
- 339 Mallinckrodt Pharmaceuticals
- 340 McKesson Ireland
- 341 Meditec Medical Ltd
- 342 Medtronic
- 343 Medtronic
- 344 Miravex Ltd
- 345 Siemens Healthcare Medical Solutions Limited
- 346 Smartsplint
- 347 Trulife Ltd
- 348 VascoCare Medical Ltd
- 349 Vasoform Ltd

## OPHTHALMIC

- 350 Abbott Medical Optics
- 351 Athlone Optical
- 352 Carl Zeiss Vision Ireland Ltd
- 353 Rupp + Hubrach Optik GmbH

## ORTHOPAEDIC

- 354 Allard UK
- 355 Mainstay Medical Ltd
- 356 SurgaColl Technologies Ltd
- 357 X-Bolt Orthopaedics

## SERVICE

- 358 3M Ireland
- 359 Abbott Ireland
- 360 Allergan Pharmaceuticals Ireland
- 361 Anecto Ltd
- 362 AQF Ltd
- 363 Ash Technologies Ltd
- 364 Autocal (Ireland) Ltd
- 365 Baxter Shared Services & Competencies Ltd
- 366 Bioclin Research Laboratories
- 367 Catalant Pharma Solutions
- 368 Claymon Biomimnis
- 369 Colorman (Ireland) Ltd
- 370 Connexion Medical Ltd
- 371 Consort Case Company (Ireland) Ltd
- 372 DQS Ireland Limited
- 373 DSV Solutions
- 374 Essentra Packaging Ireland Ltd
- 376 Fountain Healthcare
- 377 GE Healthcare Sales And Service Support
- 378 ICON Research
- 379 IMEC Technologies
- 380 Integra Lifesciences
- 381 Java Clinical Research Ltd
- 382 KCI Medical
- 383 Komax Systems LCF SA
- 384 MDI Medical
- 385 Mead West Vaco
- 386 Medtronic
- 387 ModusLink Kildare
- 388 Mylan Dublin Respiratory
- 389 Omega Teknika Chefaro Ireland
- 390 OptiCal Sciences
- 391 Quintiles Ireland Ltd
- 392 Sealpack Labelling Systems
- 393 Seroba Life Sciences
- 394 Specialised Sterile Environments (SSE)
- 395 SteriPack
- 396 Synergy Health Ireland Ltd
- 397 Teleflex Medical Europe Ltd
- 398 Venn Life Sciences Ltd
- 399 Zenith Adhesive Components
- 400 Fannin Ltd
- 401 Homecare Medical Supplies
- 402 i360 Medical
- 403 Multivac Ireland Ltd
- 404 SA Partners Consultancy
- 405 SysCom Project Management
- 406 VWR International Ireland

## VASCULAR

- 407 ClearStream Technologies Ltd (CR Bard)
- 408 NeuroTronik Ltd
- 409 PQ Bypass

While the coordinators have made every effort to ensure that the information in this map is accurate, we do apologise for any inconsistencies. Stakeholders who wish to amend map, please contact Irish Medtech on 01 6051529 or info@medtechireland.com. It is anticipated that updates will be supported on an ongoing basis and completely at the discretion of Irish Medtech.

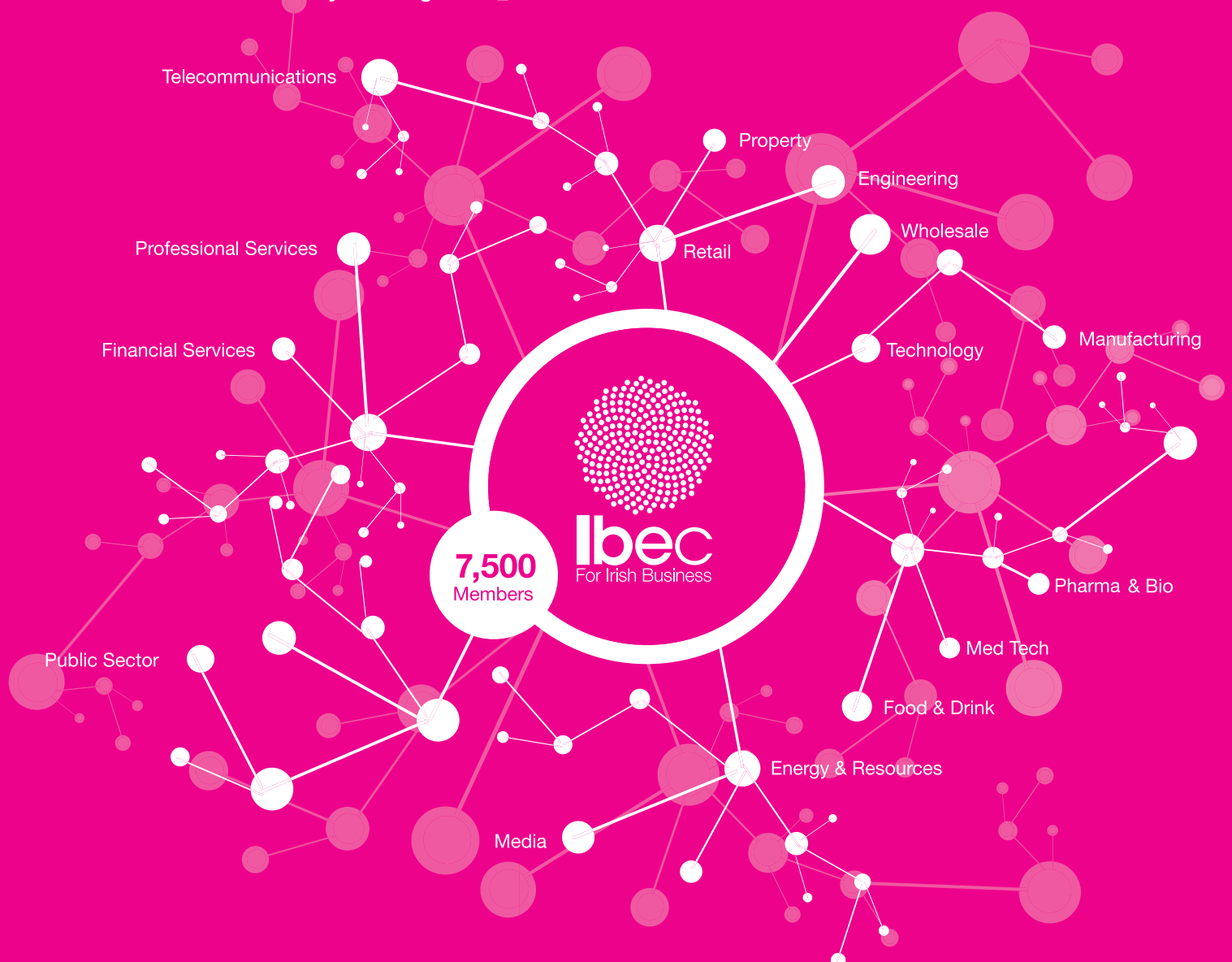
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# About Ibec

**Ibec is the national voice of business in Ireland. The organisation and its sector associations, work with government and policy makers nationally and internationally, to shape business conditions and drive economic growth. Ibec's strength lies in its diversity. We offer our members a range of professional services and training on human resource management, occupational health and safety, employee relations and employment law.**

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

Join the conversation by tweeting @ibec\_irl





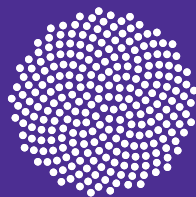
# About the Irish Medtech Association

**The Irish Medtech Association (formerly the Irish Medical Devices Association) is the Ibec group that represents the medtech industry in Ireland. Irish Medtech's broad focus is to promote and support an environment that encourages the sustainable development and profitable growth of our multinational and small to medium size medical device and diagnostic companies.**

By forging close working relationships with ministers, government agencies, policy makers and other relevant governing bodies Irish Medtech helps members navigate the challenges facing both multinational and indigenous medical device and diagnostic companies. On behalf of our members, we work to bring together clinicians, industry leaders, academia, government and health stakeholders to foster an environment of growth, innovation and convergence in developing the medical devices and diagnostic products and solutions of tomorrow.

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

Join the conversation at @IrishMedtech



**Irish Medtech**  
Association  
**Ibec**

# Board of the Irish Medtech



## James Winters Chair

James Winters is the Vice President of Manufacturing, Global joint Reconstruction and is responsible for the DePuySynthes manufacturing facilities achieving world-class performance in EHS&S and quality compliance, service, cost and asset efficiency across the joint business manufacturing network. James also chairs the DePuy Ireland Joint Global Supply Chain board.

Prior to this, James was the Plant Manager for the DePuySynthes Ireland Manufacturing Operation. In this role, James was responsible for leading and managing the Cork Manufacturing site as well as continuing to accelerate the transformation of operations to a fully integrated LEAN supply chain. As a result of this effort, the DePuySynthes Ireland site was awarded the Shingo Prize in 2014.

James joined the DePuy Ireland Global Supply Chain team in August 2005 as the Sales and Operations Planning Manager, transitioning to a combined Operations / Materials Manager role within the manufacturing facility in August 2006. In 2008, he transitioned into a multi-faceted role of Engineering, Technical Services and Materials Manager prior to taking overall plant management responsibility in January 2010.

Prior to DePuy, James worked with Sanmina-SCI in varying roles.

James holds a BTech in Electronic Manufacturing from the University of Limerick and an MBA from University College Cork.



## Conor Russell Vice-Chair

Conor Russell is currently Vice President for Boston Scientific Clonmel and has over 18 years of experience with Boston Scientific in the development and manufacturing of Class 3 implantable medical devices.

Prior to his current role, he has held numerous Engineering and Operational roles within Boston Scientific including six years in the United States in their California and Minnesota facilities.

He is originally from New Ross in Co Wexford and has a degree in Mechanical Engineering and a Masters in Industrial Engineering from University College Dublin.



## Barry Comerford

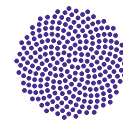
Barry is the CEO and co-founder of Cambus Medical.

Career highlights include;

- Graduating as “Best Fitter Armourer” from the Irish Army’s Apprentice School, Naas, Co. Kildare.
- Starting a Packaging Machine business with Sean, his late father.
- Gaining a MBA from NUI, Galway.
- Successfully guiding Cambus Medical into a joint venture partnership with Freudenberg Medical in 2012.
- Becoming a Board Member of the Irish Medtech Association.
- Chairman of the Irish Medtech Apprenticeship Steering Committee

Barry is a highly motivated entrepreneur and professional manager, with extensive experience in the medical device industry. He has a proven track record in building teams and networks to manage complex systems at strategic, administrative and technical levels. Through the course of his career, he has gained a wide range of knowledge in global business strategy, negotiations, engineering, sales, operations, quality systems and leadership; from start-up through to high growth environments.

# Association



**Irish Medtech**  
Association  
ibec



## Bill Doherty

Bill Doherty is Managing Director of Cook Medical's Irish operations and Executive Vice President of Cook Group Europe with responsibility for Cook Medical's EMEA business.

Bill is a board member of both the Irish Medtech Association and Eucomed and has over twenty years experience in the medtech industry. Bill is also a member of the advisory board of the Materials and Surface Science Institute (MSSI) at UL (University of Limerick) and the advisory board of LIT (Limerick Institute of Technology).

Bill is a member of the Expert Group on Future Skills Needs advising the Irish Government on current and future skills needs and on other labour market issues that impact on Ireland's enterprise and employment growth. Bill holds a B.Eng. (Electrical) from University College Dublin and an MBA from Trinity College Dublin.



## Ciaran Corcoran

Ciaran Corcoran is the Site Director with Abbott Diagnostic Longford (Shingo Prize Recipients in 2016). He has a PhD in Organic Chemistry and a degree in Biology and Chemistry, from Maynooth University, Ireland.

He has over 16 years of experience in various companies including Mallinckrodt, Abbvie Pharma, Abbott Diagnostics and Abbott Biologics in the areas of start-up, research and development and operations.

Ciaran moved from Abbott Pharma to Abbott Diagnostics Longford in 2009 and was Operations manager there for two years, in this time the Operational Excellence Journey kicked off. After a four year assignment as Site Director in Abbott Diagnostics Biologics facility in the UK, Ciaran returned in March 2015 to Longford as Site Director. He strongly supported the sites journey and lead into Shingo Assessment with a successful outcome in receiving the Shingo Prize.



## Conor Hanley

Conor Hanley is President and CEO of Foundry Innovation and Research 1 Ltd (FIRE1).

Prior to joining FIRE1, Hanley held senior management positions with ResMed, including leading the Company's Chronic Disease Management Solutions division, its Cardiology business, and its Ventures and Initiatives business units.

Prior to ResMed, he was CEO and co-founder of BiancaMed, which commercialised a novel method to provide connected health solutions, and was acquired by ResMed in 2011.

Hanley received a PhD in Chemical Engineering from the University of Pennsylvania, an MBA from INSEAD, and a First Class Honours B.E. from University College Dublin.

## Board of the Irish Medtech Association continued



### Damain Finn

Damain Finn was appointed general manager of Bausch & Lomb Waterford in 2012, having previously served as financial controller to the contact lens manufacturing and eye healthcare business.

Now part of the Valeant group, Bausch & Lomb is a leading global developer, manufacturer and marketer of eye health products, dedicated to perfecting vision and enhancing life for consumers around the world. The product portfolio is one of the most comprehensive in the ophthalmic industry, with leading market positions in several leading product categories. Products are available in more than 100 countries, and the Bausch & Lomb name is one of the best-known and most respected eye health brands in the world. The Waterford plant is the largest manufacturing facility within the group employing 1,100 people. In addition to contact lenses, the multi-disciplinary campus also manufactures a pharmaceutical back of the eye implant.

Damain is a Fellow of the Chartered Institute of Management Accountants and holds a diploma in Management Information Systems from the Irish Management Institute.



### David Tallon

David Tallon is currently Vice President of Research and Development for Stryker's Neuro, Spine, ENT and Navigation business units with responsibility for R&D sites in the US, Germany, Ireland and Japan. He leads the development of a diverse range of integrated products and technology solutions which are used in Neuro, Spine and ENT surgery.

During his 25 year career he has held various engineering and leadership positions in R&D and Engineering within the medical device, automotive and mining industries. Most recently as Vice President of Technology and Procedural Innovation in Stryker Instruments division, he led the establishment of a state-of-the-art Surgical Innovation and R&D Centre in Cork which is based on human-centered design principles and which includes a fully integrated operating theatre for surgery simulation.

He has championed the transition from a product-focused R&D organisation to a clinical and procedural innovation R&D culture. He has a passion for technology strategy and innovation roadmapping, for building customer centric R&D teams, and for driving collaboration globally with customers across R&D locations and with external research partners.



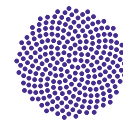
### Donal Balfe

Donal Balfe was born and educated in Dublin, Ireland. He graduated in Business from Dublin City University in 1992.

Prior to joining with Medtronic, Balfe was employed as Operations Director at Bayer Diagnostics. He joined Medtronic in 2000 and served as Manufacturing Director of plants in the UK and Ireland.

Currently Donal is Vice President of Operations with responsibility for Manufacturing plants in Europe and Asia along with operations responsibility for Medtronic's Renal Care Solutions business.

In 2009 Balfe was appointed to the Board of Directors of the Irish Medtech Association and in 2015 served as Chairman of the Association.



### **Garret Coady**

Co-founder of BBT. Responsible for day-to-day management of all aspects of the business. 20 years industrial experience with a background in R&D, engineering, product development, structured Innovation, management and business development.

Experience in assembling and managing interdisciplinary teams from physiology, physical sciences, consultant physicians, medical device marketing and specialist medical component vendors.

Successfully working with the teams in assessing the performance of in-vivo biomedical sensors and managing the end-to-end product development process up to device launch. Product Development and Management Association, PDMA, obtained New Product Development Professional NPDP since 2008.



### **Jackie Murphy**

Jackie is the Site Head and General Manager of Alcon Ireland, a Novartis division. She joined the company as a Manufacturing Engineer when it was Summit Technology, a manufacturer of refractive lasers for corrective eye surgery, and progressed to Head of Manufacturing.

After Alcon acquired Summit in 2000, the Cork plant was repurposed to an Intraocular lens manufacturing site with Jackie as the General Manager. In 2006, the Cork plant began manufacturing Alcon's AcrySof® intraocular lenses (IOLs), which replace the eye's natural lens in cataract surgery. In 2009, Jackie took a three year assignment as General Manager of Alcon's US Intraocular lens/delivery device site in Huntington West Virginia. She returned to Ireland in 2013 and has continued to grow the Cork site where it employs over 450 people today.

Jackie holds a degree in Engineering (Production) from the University of Limerick as well as a Master's in Business Administration.



### **John O'Brien**

John O'Brien is S3 Group's Chief Executive Officer and a member of the company's Board of Directors. Under John's leadership, the S3 Group team has created multiple businesses in the Digital Health, Semiconductor, Digital TV and Communications sectors. John has extensive experience in business creation and strategy, business development, and corporate finance including fund raising, acquisitions and successful business exits.

John is currently an active member of the Irish Software CEO Forum and is a member of both the Executive Council of the Irish Software Association and a board member of the Irish Medtech Association.

He is an engineering graduate from the University of Limerick, having graduated in 1984 with a Bachelor's Degree in Engineering (B.Eng.). He earned his MBA (1992) from the Smurfit Business School at University College Dublin. John has also completed the Enterprise Ireland Leadership for Growth program at Stanford University.

## Board of the Irish Medtech Association continued



### John Power

John has been a founder of several technology start-ups and has held executive level positions in R&D, Operations, Sales and General Management in both SME's and MNC's. The European Business Awards declared John their European Entrepreneur of the Year 2015/16.

Aerogen has become recognised as the global leader in aerosol drug delivery in the Acute Care setting recording over 30% CAGR 2008-15. Its products have been pivotal in treating more than 4m critically ill patients from 70 countries around the world. Last year Aerogen receive the prestigious Zenith Award from the American Association of Respiratory Care and in prior years has been awarded both the Irish Exporter of The Year and the Irish Medical Device Technology Company of The Year.

John holds an MBA from Oxford Brookes University and as a Chartered Engineer he is accredited with many commercialised International patents. As an Adjunct Lecturer at National University of Ireland, Galway he guest lectures on his core business interests of innovation strategies and technology entrepreneurship. He is a member of the Board of the Irish Medtech Association.



### Michael O'Reilly

Michael O'Reilly is Managing Director of Phillips-Medisize Ireland. Michael joined Medisize Ireland in 2006 as General Manager. From 2008 to 2011 he served as Director of Primary Pharmaceutical Packaging at Medisize Corporation with responsibility for its operations in Ireland and Switzerland, during this period Michael served on the management team of the corporation.

Phillips-Medisize Ireland is engaged in the manufacture of complex medical devices and primary pharmaceutical packaging employing 293 at its Letterkenny facility.

Michael served as President of Ibec's North-West region from 2013 to 2015 and was appointed to the Board of the Irish Medtech Association in December 2015

Michael holds a Master in Business Studies from Letterkenny Institute of Technology.



### Padhraic McGinn

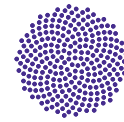
Padhraic is currently the Senior Operations Director for Nypro Healthcare with accountability for manufacturing sites across Europe supporting pharmaceutical delivery systems, diagnostics and medical devices business sectors.

Prior to this role he was General Manager of Nypro Healthcare Ireland site with oversight for manufacturing and supply of complex respiratory and auto injector medical devices.

Padhraic also worked for Wyeth for over 10 years in various executive roles including Engineering Director and Operations Director (CNS and Immunosuppressant global product supply). He previously held positions with Organon as Engineering Manager and Allergan Pharmaceuticals as project lead.

He holds a BSc Eng. – Trinity College, University of Dublin, Dip Eng. – Dublin Institute of Technology and MBA – University of Limerick. He is a Fellow of Engineers Ireland, Eur Eng and has served as Chair of the Irish Medtech Association Op Ex taskforce in 2014.





### **Paula McGrane**

Paula McGrane is a Senior Director of Business Planning and Administration, Northern Europe, CEE, France and Switzerland for KCI/Acelity. Paula is a Chartered Accountant and has worked within the KCI/Acelity business since 2005.

In her role she is responsible for the following: Business partner with two Regional VPs in areas including Go to market strategy (direct V distributor business model), integration of the three business units into a combined team and strategic pricing management.

She is also responsible for identifying and monitoring significant business trends and variances to plan in revenue, expenses, headcount, capital, balance sheet and cash flow items and alert senior leadership to issues and drive corrective action.

She leads the annual budget and quarterly forecasting processes within the region by coordinating country management involvement with country analysts in Budapest SSC. She manages cross-functionally to ensure alignment across organization of key success factors and initiatives drive toward expected results. And develops and maintain business and financial models to support internal decision making processes and external stakeholder negotiations.



### **Tony Kennedy**

Teleflex is a global provider of medical technologies designed to improve the health and quality of people's lives. We apply purpose driven innovation – a relentless pursuit of identifying unmet clinical needs – to benefit patients and healthcare providers. Our portfolio is diverse, with solutions in the fields of vascular and interventional access, surgical, anaesthesia, cardiac care, urology, emergency medicine and respiratory care. Teleflex employees worldwide are united in the understanding that what we do every day makes a difference.

Tony joined Teleflex in July 2007 and is responsible for Global Operations which comprises of procurement, manufacturing, logistics and distribution, as well as all supporting functions.

Prior to joining Teleflex, Tony spent more than 20 years in different senior management roles in operations, supply chain and quality in Saint Gobain, Biomedical Research Limited, Marconi Plc, Fore Systems Inc., American Power Conversion Corporation, General Electric, Philips, Western Digital and Wang Laboratories. Tony earned a Master's degree in Business Administration from University College Galway and a Bachelor's degree in Engineering from the University of Limerick. Tony is also a Qualified Executive Coach.



### **Danny McCoy** **CEO, Ibec**

Danny McCoy is CEO at Ibec, the group that represents Irish business domestically and internationally. Since becoming CEO in 2009, he has led a substantial transformation of Ibec increasing turnover to €26 million, leading a professional services staff of 180 in seven locations and 40+ sub-brands.

Prior to joining Ibec he was a senior economist at both the Economic and Social Research Institute (ESRI) and the Central Bank of Ireland. He has held lecturing posts at Dublin City University, University College London, University of Oxford and Trinity College Dublin and has been a visiting lecturer at the IMD Business School in Switzerland and Harvard University in the US. He has been a consultant for the European Commission and the OECD.

He is a member of the Irish National Competitiveness Council, the National Economic and Social Council and the Export Trade Council. He sits on BusinessEurope Executive Committee and the OECD-BIAC working group on Corporate Taxation.

Danny correctly identified the turnaround in the Irish economy prior to the EU Troika programme and led media campaigns around driving the recovery. He has made significant speeches to the United Nations ILO plenary in Geneva; to the European Business Summit in Brussels; spoken at conferences in the New York and London Stock Exchanges, at the IMF in Washington DC, the World Trade Organisation in Geneva.



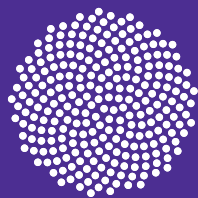
### **Sinead Keogh** **Director, Irish Medtech**

Sinead Keogh took up the position of Director of the Irish Medtech Association – formerly IMDA – the Ibec sector group in July 2013, having previously worked at the Association since 2005. With over 200 members located throughout the island of Ireland, Irish Medtech's broad focus is to promote and support an environment that encourages the sustainable development and profitable growth of our multinational and indigenous medical device and diagnostic companies.

In her capacity as Director, Sinead currently sits on a number of national and international boards including HIQA's HTA Advisory Board, Regulatory Science Ireland and the Board of BioInnovate. In Europe, Sinead is a member of the EU National Associations Committees at both Eucomed and EDMA. In February 2015, Sinead was appointed Director of a newly established Medtech and Engineering group at Ibec, which houses four trade associations.

She holds a PhD in nanotechnology from the Dublin Institute of Technology and professional qualifications in business and marketing. Sinead has previously worked for 3Com and lectured part-time at DIT.





# Irish Medtech Association

## ibec

*Formerly the Irish Medical Devices Association (IMDA)*

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