

PRESENTATION OF THE IRISH GOVERNMENT'S SUPPORTING SMES ONLINE TOOL

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An Roinn Airgeadais
Department of Finance

SECTION 1 ACTION PLAN FOR JOBS AND
SME STATE BODIES GROUP

SECTION 2 SUPPORTING SMES CAMPAIGN

SECTION 3 ENTERPRISE IRELAND'S
INFORMATION STORE
FOR START-UPS



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Profile of SMEs in Ireland

Distribution of firms in Ireland*, 2014

Firm size (employees)	Number of enterprises	% of total	Number of employees	% of employees	Numbers of Persons Engaged	% of Persons Engaged
All active enterprises	238 249					
Non-employer firms	135 811					
All active enterprises (excluding non-employer firms)	102 438	100	1 191 676	100	1 334 291	100
SMEs						
micro (1-9)	84 570	82.6	238 799	20.0	373 342	28.0
small (10-49)	14 728	14.4	284 745	23.9	291 714	21.9
medium (50-249)	2 628	2.6	254 647	21.4	254 928	19.1
Large (250+)	512	0.5	413 485	34.7	414 307	31.0

Source: Central Statistics Office

In 2014, SMEs accounted for:

- 99.5% of active enterprises
- 65.0% of persons engaged

* Note: Does not include NACE Code 64.20 Activities of Holding Companies.



Action Plan for Jobs



- Since the Action Plan for Jobs was introduced in 2012, it has been one of the Government's key instruments to support job creation.
- It is a whole-of-Government initiative under which all Government Departments and Agencies work together to deliver on the agreed action points for each year.
- In continuing to support the finance for growth agenda for SMEs the Action Plan for Jobs contains a chapter on Finance for Growth.
- The focus in 2016 is to implement a series of actions to support Irish businesses to compete on an equal footing with their international counterparts.
- The Finance for Growth objectives for 2016 are to:
 - Ensure that viable SMEs continue to access appropriate finance at a reasonable cost from both bank and non-bank sources
 - Continue to roll out, monitor and evaluate State supports for SMEs, while facilitating the development of alternative sources of finance
 - Enhance awareness amongst SMEs and entrepreneurs of State business supports, both financial and soft, in order to raise their financial capacity in either starting a business, or in growing and expanding an established business
 - Engage with International Funding Institutions to optimise returns for Ireland



SME State Bodies Group

- The SME State Bodies Group, chaired by the Department of Finance and attended by Government Departments and State agencies with an interest in access to finance for SMEs, was established in 2012 to both, develop key policy initiatives to support SME access to credit and other forms of finance, and to ensure their implementation.
- The Group engages intensively in addressing issues associated with SME funding and financing in conjunction with relevant stakeholders.



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An Roinn Post, Fiontar agus Nuálaíochta
Department of Jobs, Enterprise and Innovation



An Roinn Caiteachais Phoiblí
agus Athchóirithe
Department of Public
Expenditure and Reform



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OIDEACHAIS AGUS SCILEANNA
DEPARTMENT OF
EDUCATION AND SKILLS



Department of
**Agriculture,
Food and the Marine**
An Roinn
**Talmhaíochta,
Bia agus Mara**



Banc Ceannais na hÉireann
Central Bank of Ireland
Eurosistem



Strategic Banking
Corporation of Ireland
**Small businesses.
Big plans.**



**ENTERPRISE
IRELAND**
where innovation means business



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Supporting SMEs Online Tool

Supporting SMEs Which support is for you?



Problem:

- 98% of respondents in a specially commissioned Government survey of nearly 2,000 small businesses had a low awareness of public supports available to them
- Information on business supports available on 34 Government websites



Solution:

- Put all the possible supports in one interactive place
- Make the language business-friendly





**NOW 1
THERE'S
WEBSITE**

- WITH OVER **170** GOVERNMENT BUSINESS SUPPORTS
- FROM OVER **30+** DEPARTMENTS AND AGENCIES
- WITH **8** EASY QUESTIONS
- IT TAKES **1** MINUTE to find all the information you need

www.supportingsme.ie



Using the Supporting SMEs Online Tool

- Visit www.supportingsmes.ie
- By answering 8 questions, a small business can, in one location:
 - Find out which of the over 170 Government business supports from 30 different Government Departments, Agencies and Initiatives are available to them
 - Get information on the range of Government supports for accessing credit
 - Be informed of their nearest Local Enterprise Office to discuss the outcomes of the guide further
 - Be able to download all these filtered results into a document for their further use





What is this guide all about?

There are over 80 different Government supports for Irish start-ups and small businesses. This Online Guide is to help Irish start-ups and small businesses navigate the range of Government supports to see which you could possibly apply.

Please note, the results are only an initial guide. You will need to contact the relevant Department or Agency to establish if you do qualify for these potential supports.

Included in this online guide are supports from:

- Arts Council
- Bord Bia
- Bord Iascaigh Mhara
- Cork Business Innovation Centre
- Cork Business Innovation Centre (CorkBIC)
- Cork Institute of Technology - The Nimbus Technology Gateway
- Council
- Credit Review Office
- Culture Ireland
- Department of Agriculture, Food and Marine
- Department of Environment, Community and Local Government
- Department of Finance
- Department of Jobs, Enterprise & Innovation

Supporting SMEs

Which support is for you?



This online guide is part of the Irish Government's Supporting SMEs campaign, to increase awareness of the range of Government supports for start-ups and small businesses. Answer the following eight questions to find out which supports could possibly fit your business.

Note: You need to answer all eight questions to get a listing of results.

Company Location

Dublin City



2. Are you involved in any of these sectors?

Select all sectors that are relevant to your business

- Agriculture/forestry
- Arts/Crafts/Design
- Construction
- Energy/environment
- Financial services/insurance
- Food
- Health/beauty
- Hospitality/hotels/restaurants/food supply
- ICT/software
- Manufacturing
- Marine/fishing
- Professional/administrative services
- Real estate
- Retail
- Transport/storage
- Tourism
- Wholesale

3. What size is your business?

Small (10-49 employees)





Your results

Thank you for using the online guide. The results below are an initial guide to the Government supports available to you. If you have any questions or queries, please do contact your nearest **Local Enterprise Office** or make contact with the Department or Agency directly.

This guide was last updated on 31/05/2016



Download document listing these search results

If you have a comment about this online guide, please do contact supportingsmes@finance.gov.ie and we will do our best to help you.

Your results

Dublin City is your nearest Local Enterprise Office

Your nearest Local Enterprise Office is **Dublin City**. They are your first stop-shop for business supports, so do make contact with them first to discuss the results of this guide.

Phone: [01 222 5611/2](tel:0122256112)

Web:
www.localenterprise.ie/DublinCity

Address:

Local Enterprise Office Dublin City
Civic Offices
Block 4, Floor 1
Wood Quay
Dublin 8

Dublin Central is your nearest Local Council Office

Your nearest Local Council Office is **Dublin Central**.

Phone: [01 222 2222](tel:012222222)

Web:
<http://www.dublincity.ie/>

Email:
customerservices@dublincity.ie

Address:

Civic Offices
Wood Quay
Dublin 8

Useful information regarding bank credit

Whether you will be looking for bank funding in the future, been refused bank credit or received insufficient bank funding, it's useful for you to be aware of the following Government initiatives:



The Credit Review Office

[The Credit Review Office](#)

Phone: [1850 211 789](tel:1850211789)

Address
The Plaza,
East Point Business Park,
Dublin 3

Credit Review Office provides a simple, effective review process for Small and Medium Enterprises, including sole traders and farm enterprises, who have requests for credit refused or existing credit facilities reduced or withdrawn.

Contact

Catherine Collins
catherine.collins@creditreview.ie





Microfinance
Ireland

[Microfinance Ireland](#)

Phone: [\(01\) 2601007](tel:012601007)

Address

Jefferson House
Eglinton Road,
Donnybrook,
Dublin 4

Microfinance Ireland is a not-for-profit lender established to deliver the Government's Microenterprise Loan Fund. MFI provides loans from €2k to €25k to commercially viable start-up, newly established or growing microenterprises that do not meet conventional risk criteria applied by commercial banks.

Contact

Ken Dobson
info@microfinanceireland.ie



Department of
Jobs, Enterprise and Innovation

[Credit Guarantee Scheme](#)

Phone: [\(01\) 6548885](tel:016548885)

Address

Department of Jobs, Enterprise and
Innovation
Kildare Street,
Dublin 2,
Ireland

This Government scheme enables the State, in certain circumstances, to act as a guarantor to the bank for your loan application. The purpose of the scheme is to guarantee commercially viable SMEs that have been declined credit due to inadequate collateral and/or lack of understanding of the business model.

Contact

Martin Thornton
martin.thornton@capitaassetservices.ie



Small businesses. Big plans.
Strategic Banking
Corporation of Ireland

[Strategic Banking Corporation of Ireland](#)

Phone: [01 2384411](tel:012384411)

Address

Treasury Building,
Grand Canal St.,
Dublin 2

The Strategic Banking Corporation of Ireland will provide long term, lower cost finance to small businesses via traditional bank lenders and importantly, new credit providers from beyond the traditional bank sector. SMEs will benefit from a greater choice of funding providers. SBCI loans are available through its front line lending partners.

Contact

Donal Crowley
info@sbc.gov.ie





Website Analytics

- Over 104,000 sessions since the Online Tool was launched in May 2014
- Almost 3,000 unique users on average per month so far in 2016
- 77% new users





Outreach Events Promoting the Online Tool

- The Supporting SMEs campaign exhibits at business events around Ireland to show Irish SMEs the Online Tool and to answer any queries they may have
- The campaign attended over 70 events in 2015





Promotion by others

- The Small Firms Association (SFA) has over 8,000 member companies, and, in their weekly e-zine, profile one of the supports available on the Online Tool as well as highlighting the tool on their homepage.
- ISME, the Irish Smalls and Medium Enterprises Association, has in excess of 10,200 members nationwide and also promote the Tool on their website.
- Chambers Ireland, Ireland's largest business organisation, promotes the tool on the websites of various chambers throughout the country as well as specific events.
- The Online Tool is also promoted on a number of websites including:
 - The banks
 - Institute of Certified Public Accountants
 - Citizen's Information
 - Banking and Payments Federation of Ireland
 - A number of Government Agencies and Organisations
 - Government Departments
 - Various Ministers, TD's and Councillors



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Information Store for Start-Ups

- Enterprise Ireland is the Government organisation responsible for the development and growth of Irish enterprises in world markets.
- They work in partnership with Irish enterprises to help them start, grow, innovate and win export sales in global markets.
- All their extensive range of services are geared toward helping Irish companies win international sales ranging from funding to making introductions in key international markets.
- Enterprise Ireland offer a range of company supports by stage of development:



Information Store for Start-Ups

- The Information Store for Start-Ups, which launched in August 2010, provides general information and links for start-ups under the following headings:
 - Setting up a business
 - Business plans
 - Incubation space
 - Import/export regulations
 - Market research
 - Product/material testing laboratories
 - Sources of finance
 - Start-up workshops
 - Other Agency supports



www.enterprise-ireland.com/en/Start-a-Business-in-Ireland/Information-Store-for-Start-ups/

Analytics

- 103,000 sessions (9,300 in 2016 to end August)
- 120,000 page views (10,800 in 2016 to end August)
- 36.8% of users from organic searches
- 5.9% of users from direct visits
- 5.1% of users from referrals

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www.finance.gov.ie



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