

Our Seasoned Entrepreneurs



JIM BARRY is the Managing Director of Barry Group, one of Ireland's most respected wholesale distribution groups. The company employs over 240 people at its state-of-the-art headquarters in Mallow, Co. Cork. Under Jim's vision and leadership, Barry Group has grown from a once local business to a leading wholesale distribution company. Trading both nationally and internationally and supplying over 1,000 customers, Barry Group manages 270 franchises under the Costcutter, Carry Out Off Licence, and Quik Pick symbols. Jim was listed as a finalist in the EY, Entrepreneur of the Year awards in 2010. Barry Group has been listed as one of Deloitte's Best Managed Companies on numerous occasions along with multiple awards recognising the company at Great Place To Work. Jim was honoured to be named 'Ireland's Most Trusted Leader' at the 2015 Great Place To Work Awards.



TERESA CHAMBERS has been an Angel Investor with the Boole Investment Syndicate for over five years. She is a Business Coach, focusing on Wealth Creation through transformation for Business Owners and Global Business Leaders. She is a Consultant to the Pharma Industry, benefiting from over 20 years' experience at Director Level in major Pharmaceutical Companies internationally, holding Operations and Strategy Roles, across multiple sites and international locations. She has built matrix and cross functional teams to address key business challenges and led the teams to manage key products with sales of over \$10 Billion. Teresa holds an Hons degree in Engineering from NUIG. She enjoys working with people at all levels and has Leadership and Coaching Qualifications and is an MBTI Certified Practitioner. She has Strong Business Acumen, developed through Leadership roles in multinational companies. She has created and manages her own property business. She has invested in, mentored and coached startup companies.



BRIAN CROWLEY is Chief Operating Officer of Broadlake and Founder of TTM Healthcare & Resilience Care. TTM is one of Ireland's largest recruitment companies, Resilience Care is one of Ireland's leading providers of home and residential care services for people with complex medical & intellectual disabilities. Employing over 2,500 permanent & temporary employees and generating revenues in excess of €100m TTM & Resilience joined the Broadlake family of companies in 2016. Broadlake's portfolio operate internationally across healthcare, recruitment, workplace wellness & services, manufacturing & beauty. Brian has been a member of the judging panel for Ireland's Best Young Entrepreneur (IBYE) since its inception and was a member of the implementation committee for the Government's Entrepreneurship Strategy. He is a former Irish boxing international and currently mentor's young start-up companies and a number of our international Rugby stars. Brian was a finalist in the international category of the EY Entrepreneur of the Year programme, 2014.



PETER CROWLEY founded Crowley Services and started Dyno Rod in Cork in 1975. Between 1978 and 1985 Dyno Rod expanded into the rest of Ireland and in 1990 Peter started BioFlow, a fats oil and grease (FOGs) management service to food serving establishments (FSEs) and is now the Industry leader. In 1996 he co-founded Communicate 2000 to provide mobile communication solutions to Irish business which he successfully operated, grew and sold in 1999. Peter is currently involved with a variety of projects and startup companies both as a mentor and investor. 2006 saw the start of LowFlo, a water management and leak detection service for industrial, local authority and domestic markets which is being used in Ireland and in the Middle East. Peter sold Lowflo to Charles Dwyer. Peter is currently working with CIT and Nimbus on two separate projects to develop new technologies in FOGs management and control and the pipe and drain cleaning and maintenance area.



JULIAN COSTLEY is an active angel investor in technology and media companies and serves as a chairman or non-executive director on several boards. He has just completed a book on crowdfunding; How To: Use Crowdfunding. He was a Country Manager at Thomson Reuters, before creating his own TV channel on BSB (later BskyB), then CEO of France Telecom's Globecast satellite company. After meeting venture capitalist Hermann Hauser in 1998, they created E*TRADE UK, the UK's first all-Internet stockbroking firm and effected a trade sale at the height of the dotcom boom. Since then, he has invested in 16 companies and became chairman/NED or adviser to many more focusing on the telecoms, media, financial services, and internet markets in UK, Netherlands, Scandinavia, France, Canada and China. He is an occasional lecturer/mentor/MBA course judge at London Business School, Said (Oxford University), EDHEC (Nice), UM (Barcelona), Skema Business School (Sophia Antipolis) and Deusto (San Sebastian).



KARL FLANNERY is a business leader and technology enthusiast. As recent Chair of the Irish Software Association he is firmly committed to advancing the profile and needs of the Irish Software and Digital Technology sector in the national and international arena. Currently chair of the Industry Advisory Board for Knowledge Transfer Ireland and chairs one of the Delivery Teams for the governments ICT Action Plan for Jobs. Karl has over 30 years' experience in the ICT industry and in 1995, Karl co-founded Storm Technology, taking the company from a startup operation to a well-respected, profitable company, which focuses on developing business solutions on the Microsoft platform for enterprises. Storm Technology has a team of over 90 staff and operates out of Dublin and Galway. Karl has a B.Sc. in Applied Physics from NUIG, Diploma in Intellectual Property in Information Technology from the Law Society of Ireland and a Post Graduate Diploma in Financial Management from the Irish Management Institute.



CHARLES GARVEY is CEO of Metabolomic Diagnostics, an innovative medical diagnostics company developing technologies for the early detection of a woman's risk of complications during her pregnancy. From 1990 to 2003 Charles was COO/CEO of Horizon Technology Group which started life as a small Apple Computer reseller in Cork and grew into a large pan European IT group, listed on the Dublin and London stock exchanges and completing 13 acquisitions and disposals along the way. At its peak the group was worth over €1 Billion and employed 720 people in 5 countries through 13 separate companies. The company was sold to Avnet Inc in 2008. Charles was also previously CEO (now chairman) of NitroSell, an eCommerce company focused on web enabling bricks and mortar retailers, predominantly in the USA. NitroSell's technology seamlessly integrates in-store and online systems and has enabled their retailers to generate close to \$1Billion in online sales to date.



TOM GANNON is an entrepreneur who has gained significant experience in the food & drinks industry over the last 20 years and is best known for Co-Founding Fulfil Nutrition vitamin and protein bars and the Cali Cali Foods brands. He has held various sales and marketing roles in the Irish industry, most notably within Richmond Marketing working with a variety of premium brands including Red Bull, Peroni and Hendricks Gin. In 2014 Tom co-founded Fulfil Nutrition with Niall McGrath and launched it in January 2016. In its first year of trading it sold in excess of 13 million bars and over 25m bars in its second year. The Fulfil brand became one of Ireland's top 50 brands outstripping household brands. In 2018 Tom and Niall agreed to sell their shareholdings and they went straight into setting up a new brand, Cali Cali Foods brand seeking to transform the healthy eating and snacking space by offering 100% Taste, 0% Guilt products. In its 3rd year the brand is already on sale extensively in the Irish market and has entered the UK, Australia and the UAE. Tom is also currently involved in a variety of other entrepreneurial projects and start-up companies as an investor, director and mentor.



DONAL GARRIHY co-founded 2468 in 2003 to serve the Irish water cooler market. The business has grown rapidly in recent years both in terms of turnover and product range. Employing 90 people, the company is headquartered in Ireland with 80% of its sales in the UK. 2468 now serves 8,000 companies in Ireland and the UK offering a range of office services from coffee to water to washroom. It has recently established an Irish-based production facility to produce water and coffee products for its home markets as well as several European countries. Prior to 2468, Donal spent 10 years as Sales & Marketing Director EMEA for Oasis, the world oldest and largest water cooler manufacturer. From a greenfield site in Ireland established to serve the new European market, the business grew to 270 people serving 60 countries with subsidiary manufacturing in Poland.



PATRICK HICKEY is currently Partner & Executive Chairman of Mobility Mojo a software business created to make the world a more accessible place. Prior to that Patrick was Founder and Executive Chairman of ROTHCO, part of Accenture Interactive. One of the original founding members 25 years ago, Patrick led Rothco to being acquired by Accenture in 2017. The largest acquisition in Irish advertising history. Under Patrick's leadership ROTHCO became a globally recognised creative agency with many accolades, including awards from every major global show. In 2018 they were awarded 117 international awards. He is active on the speaking circuit, regularly being asked to speak at events and as a coach and mentor he works with three CEO's currently, helping to shape their vision and progress. His passion is around partnering with ambitious people and clients to help them and their organisations achieve their dreams.



FIONNUALA HIGGINS, a successful serial Entrepreneur, was a founder member of PCI (1995), and Anshe (1998), raising funds from Private Equity. Anshe was acquired in 2000. Fionnuala was then involved and invested in the management buyout of Escher, in 2007, a global software business. Scaling the business to 5 offices worldwide and to 40 countries, Escher listed on London Stock Exchange (AIM) in 2011, leading to a successful sale in 2018. Fionnuala was a finalist in the 2013 Entrepreneur of Year in the International section. With a background in Technology and Business Strategy. Fionnuala is recognised as a world leader in identifying technology products and market fit, with a reputation for delivering meaningful and practical business strategies leading to strong sales, business opportunities and strategic partnerships.



GRAINNE KELLY is the CEO and inventor of BubbleBum UK Ltd, manufacturer of the world's first inflatable car booster seat for kids. BubbleBum was founded in December 2009 and has rocketed to success, winning major worldwide awards. The product now sells in 26 countries globally with major stores such as Walmart, Target, Tesco, Boots, Halfords, Migros, Naurauto and Aubert. Without the aid of a PR company, BubbleBum has featured on the front page of USA Today, The Wall Street Journal and on major national channels such as RTE, BBC, CBS News and Fox. Grainne has already been named the Belfast Telegraph Business Woman of the Year 2010, EY Entrepreneur of the year finalist 2011 and Women In Business Award winner 2013.



PEACHES KEMP co-founded Itsa... with her sister Domini in 1999 and now have 17 outlets including itsa at the Irish Museum of Modern Art, The Hugh Lane Gallery, The Tearooms at Dublin Castle, and Harvey Nichols. They also run Table Restaurant in Brown Thomas Cork and the Gallery Café in the National Gallery Ireland. Their event catering branch is called Feast and are resident caterers in Powerscourt House, Enniskerry. In 2012 they founded Hatch & Sons Irish Kitchen on Stephens Green, in 2013 they launched a speciality coffee Joe's & 2014 saw the launched Alchemy, an eatery that specialises in cold pressed juices and food focused on health. Itsa is director owned and run, has an annual turnover of €6 million and employs 105 people. She won Image Businesswoman of the Year in 2009 and was a finalist in the EY Entrepreneur of the year programme in 2011. She is on the EY EOY Alumni Board and has recently joined the board of ICE (Inner City Enterprise), a non-profit private charity.



PHILIP MAGUIRE is the founder and CEO of I.T. Alliance Group. In his role as Group CEO, Philip encourages an entrepreneurial ethos across the organisation and believes the use of technology can facilitate better working practices and growth. He attributes much of his success to these factors and the company's strong industry alliances. Philip is a member of the Institute of Engineers of Ireland and has a BSc in Electrical Engineering and an MBA from Trinity College, where he was awarded the John Goodman Prize for the best graduate on the programme. The Irish Management Institute also presented him with the Charles Harvey Award in 1991. Since the foundation of the Group in 1997, Philip has driven year-on-year growth. The Group now boasts an impressive 500+ workforce with solid industry partnerships including Microsoft, IBM and Dell.



PAT MCINTYRE graduated as a Chemical Engineer in UCD in 1985. He worked with a number of Pharmaceutical Multi-nationals and Engineering consultants on numerous capital projects and was Director of Operations and CEO for the DPS Engineering Group. Pat invested in a small 15 person engineering company (DPS) in 1996 and was instrumental in leading its development and growth to over 120 million euro turnover, 1200+ employees and a Global reach through Europe, USA and Middle East, providing design and project management services to major multinationals including GSK, Pfizer, Sanofi, J&J, MSD, Intel and many others. Each new growth phase and each new office added was "just like a start-up" with that entrepreneurial excitement in the air. Over the past few years Pat has shared his business and operations management experience with others including early stage start-up companies. He takes a pragmatic, straight forward but highly structured approach to moving businesses from concept to viability and growth.



BRENDAN NEVIN is an experienced Chair & CEO with extensive leadership skills operating at Board level for over 20 years. A proven track record across a range of Organizations and Markets in particular Customer led growth in complex, challenging businesses. He is Co-Founder & Chair of Code Institute, Europe's leading provider of online software developer training. His most recent Executive role was as CEO of AA Ireland where he led a Private Equity backed MBO in 2016 and subsequent successful sale in 2020. Prior to that he held senior management roles, at Bank of Ireland, Eircom, Coca-Cola HBC, International Distillers and McVities Biscuits.



FRANK MADDEN founded Crest Solutions in 1998. Prior to that Frank played an integral role in the team responsible for manufacturing at Apple Computers in Cork. As CEO of Crest Solutions, Frank is dedicated to providing leading vision and traceability solutions and services to regulated manufacturing and packaging industries in Western and Northern Europe. Headquartered in Little Island, Cork, Crest Solutions has a team of 100 people in Ireland, the UK, Benelux and Scandinavia. Recent milestones for Crest include investment in Belgian company VistaLink, a key partnership with Italian company Antares Vision for pharmaceutical Track & Trace, opening a Crest Solutions office in the UK and a VistaLink office in Sweden. Together with Antares Vision and VistaLink, Crest Solutions offers the world's leading solution for Track & Trace to pharmaceutical packaging sites in these regions. Frank was a finalist in the International Category of the EY Entrepreneur of the Year Awards 2015.



NIALL MCGRATH is an entrepreneur who has gained significant experience in the food & drinks industry over the last 20 years and is best known for Co-Founding of Fulfil Nutrition vitamin and protein bars and the Cali Cali Foods brands. Niall was the Marketing Director of Red Bull for the Richmond Marketing business and was short listed for Marketer of the Year in 2017. He also worked with a variety of premium brands including Vit Hit, Peroni and Hendricks Gin. In 2014 Niall co-founded Fulfil Nutrition with Tom Gannon and launched in January 2016. In its first year of trading it sold in excess of 13 million bars and over 25m bars in the second year. The Fulfil brand became one of Ireland's top 50 brands. In late 2018 Niall and Tom agreed to sell their shareholding and set up the Cali Cali Foods brand, which is seeking to transform the healthy eating and snacking space by offering 100% Taste, 0% Guilt-free snacking and cooking products. In its 3rd year the brand is already on sale extensively in Ireland and has entered the UK, Australia and UAE. Niall is also currently involved in a variety of other entrepreneurial projects and startup companies as an investor, director and mentor.



DAMIEN MCGOVERN is a consultant to the software company he founded in 2000, Compliance & Risks, and which was sold in 2021. Along the way he handed over the CEO role to somebody he felt better able to protect his family equity. He waited far too long to put a strong board in place, wasted money, and experienced first-hand that companies only succeed as a team, each member with their own superpower. He has lots of scar tissue, and counts regular psychological therapy as one of the best decisions he ever made. Compliance and Risks now employs more than 110 great people all striving to make C&R's 'C2P', the world's best product compliance platform of regulations and standards. Clients need uninterrupted market access for their products. Buyers, both individual and corporate, are increasingly looking beyond products into the souls and characters of the leaders who run businesses, to see, for example, if they are Climate-First or Growth-First. Whether C2P can evolve to support the transparency required to match the values of Buyers with the virtues of sellers remains to be seen.



GER O'MAHONY is an entrepreneur who has accumulated significant experience mainly in technology but also in other industry sectors. He has been involved in a number of successful technology start-ups including being the founder of the software business Engage Technologies Group and its subsequent sale to NorthgateArinso (a FTSE 250 company) and also being the co-founder of the networking systems integrator Bridgecom Group and its subsequent sale to Denis O'Brien's Esat Telecom. He has completed funding rounds, identified and successfully completed and integrated company acquisitions and negotiated company disposals during this period. Recently Ger has focused on helping established technology companies to scale and grow both in Irish and International markets. These include the high growth businesses Action Point Technology Group and Voxpro Communications both of which have achieved revenue growth in excess of 50% year on year.



DARA O'MAHONY is founder of Dome Telecom (2000), Cicero Cloud Services (2015) and co-founder of Occam Networks UK (2018). Dara has over 25 years' experience in telecoms and tech starts up since first joining Denis O'Brien's Esat Telecom in 1996 and Mark Rodden's Torc Telecom in 1998. Dara now runs his own investment vehicle with investments in both public and private markets. He is an advisory board member and investor in a number of early stage companies including Biotricity, Roomex, VT networks and IPT networks. From his sporting background Dara is also a non-executive Director of Swim Ireland, the national governing body for Aquatic sports in Ireland including swimming, Diving, Waterpolo and open water swimming.



JOE O'SULLIVAN, is the founder and CEO of Ophir Mfg Solutions, a Singapore based company that provides *Virtual Operations* for both startup and mature companies introducing new technology, primarily in the wearables space. Joe has over 30 years of Global Operations, Manufacturing and Procurement experience. Joe held the positions of Vice President, Consumer Products & Asia Operations at Apple, COO at InFocus, and most recently COO at Intelligent Energy. Joe has built and led Operations and Supply Chain teams in Europe, USA and Asia.



COLUM O'SULLIVAN (Sully) set up Cully & Sully in September 2004 with Cullen Allen from Ballymaloe House. The business became a multi award winning food company supplying over 3,000 stores in Ireland, the UK and Europe. Cully & Sully is the 50th biggest food brand in Ireland and the number 1 soup brand. They sold the business to US based Hain Celestial in 2012. Following a two year earn out, they created a new Irish entity called Hain Celestial Ireland incorporating other Hain brands such as Hartleys, Sunpat, Cadburys spreads, Linda McCartney, Dream etc and is currently the co-managing director with Cully.



ANTHONY QUIGLEY is a seasoned entrepreneur with over 30 years' experience developing, managing and leading successful businesses. He is a senior board-level advisor to venture companies and start-ups. Anthony founded and led Digital Marketing Institute (which was acquired in 2017), the global certification standard in digital marketing, with courses taught in over 80 countries. He has either founded or held director-level positions in Code Institute, eWare, Xanthal, iQuate, Microsoft, Net Results and Web Kitchen among others. Anthony's clear and commercial understanding of how digital technologies are transforming the business environment has led him to be a sought after presenter on the topic. He is also regular contributor to press, TV and radio discussions



PETE SMYTH is founder and Chief Executive Officer of Broadlake. Established in 2009, Broadlake partners with ambitious entrepreneurs and businesses who are looking to Realise their Growth Potential. Broadlake's family of businesses operate internationally across healthcare, recruitment, workplace wellness & services, manufacturing & beauty. Pete has worked with CorkBIC as Captain of the Entrepreneur Experience since 2013. Pete believes in the Power of coaching in Realising people's individual Potential, making the Entrepreneur Experience an event close to his heart.



BRIAN THORNES is the Founder and CEO of X-Bolt Orthopaedics, a medical device company that has developed a portfolio of trauma fixation implants for the trauma orthopaedic market. X-Bolt has completed positive clinical trials in the UK and achieved FDA approval. Brian previously was the surgeon-inventor of the Tigtrope concept for ankle syndesmosis fixation, which he licensed to Arthrex Inc, a US multinational. In 15 years, the Tigtrope has grown to 40% market share of the ankle syndesmosis market with annual revenues of \$35M and sees one ankle Tigtrope implanted every 15 minutes around the globe. Brian has an MBA from Trinity College Dublin and was a finalist in the 2015 EY Entrepreneur of the Year.



DENISE TORMEY has held leadership positions with PlanNet21 Communications, Videnda, 3play Plus, Digital Equipment Corporation (DEC). As President and co-founder of PlanNet21, she has been responsible for leading global expansions into Europe and USA, establishing strategic international partnerships, building the high performing teams and delivering agile and intelligent technology solutions to enterprises. She is an accomplished Leader and Entrepreneur with more than 21 years of success spanning information technology, finance, life science, and manufacturing Sectors. Often described as a whirlwind, extremely passionate and innovative, Denise bootstrapped her company to a hugely successful global technology provider which enables businesses transform their IT. She has spearheaded diversifications from enterprise networking into Cyber Security, Cloud & Data Centre, AI, Machine learning and Collaboration Solutions.