

With an established cluster  
of global ICT investors -  
over three-quarters of which  
have already reinvested -  
Northern Ireland is the  
smarter choice.

ICT

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## In good company

Of over 700 companies in the ICT sector in Northern Ireland, more than 100 are international investors, including SAP, Fujitsu, HP, Openwave, Microsoft, The Allstate Corporation, NYSE Technologies and Cybersource. These companies benefit from the opportunities the region offers for R&D, software development and business development.

Northern Ireland's ICT sector offers expertise and vibrant clusters in mobile telecoms, financial software, information management, information and homeland security, and connected health.

*'Northern Ireland offers us an outstanding location option for our growing company, particularly because of the region's high quality skills, recognized excellence for academic and industry focused research, and a compatible business and legal environment supporting the protection of intellectual property.'*

Mark Edwards  
CEO, Mformation

## Industry focused R&D

R&D facilities are available at 13 globally recognised ICT-related research centres, including:

- Electronics, Communications and IT Research Institute (ECIT) which has four research clusters: broadband wireless communications, electronic data security, image and speech processing, telecommunications software and antenna design for mobile communications.
- Centre for Secure Information Technologies (CSIT) is bringing together research specialists in data encryption, network security systems, wireless enabled security systems and intelligent surveillance technology. The new £25m initiative will become the UK's lead centre for security technology.



- Nanotech NI is focused on the design, fabrication, characterisation and commercial exploitation of nanotechnology processes, devices and systems.
- Intelligent Systems Engineering Laboratory is researching intelligent embedded systems, hybrid intelligent machine vision systems, re-configurable computing, hardware-software partitioning, design automation, and self-repair of complex embedded systems.
- SAP's Campus-based Engineering Centre (CEC) Belfast was founded as the research centre of SAP (UK) Limited, working on next generation enterprise service-oriented architecture (SOA) and advanced web technologies.

*'Northern Ireland has world leading R&D in areas of technology and talented people highly relevant to major developments in communications, electronics and IT'*

Professor John McCanny  
Director, ECIT, Queen's University Belfast



## People to rely on

Northern Ireland has the youngest and fastest growing population in Europe. Availability of qualified ICT staff is excellent. In addition to their technical skills, investors consistently comment on the can-do attitude of people in Northern Ireland and their commitment not only to meet but to exceed customer expectations. This dedication is evidenced by low attrition rates in the software and IT services sector of 4-13 per cent.

## Education and training

The education system in Northern Ireland is recognised as one of the best in Europe, with students consistently outperforming all other UK regions in academic qualifications. World-class universities (Queen's University Belfast and the University of Ulster) and an extensive network of community-based colleges provide excellent academic and vocational training.

The IT Professional Academy (ITPA) offers a number of routes into a career in the ICT industry, including a faster and work-focused alternative to university for school leavers, as well as a popular conversion course for non-IT graduates. One example is the Software Professional Course - an intensive programme of study and work placement to equip graduates from any discipline to enter a career in ICT. Government, industry and academia have implemented a number of collaborative initiatives in training and education, ensuring the workforce continues to meet the needs of the global ICT industry.

*'Northern Ireland provides us with a highly skilled technical workforce and an ideal base for serving our European customers.'*

Alan Black  
President and Chief Executive Officer, Intelliden, USA



## Excellent infrastructure

The region has a strong track record of staying at the forefront of communications technology. Its compact size also makes Northern Ireland an ideal test-bed for new communications technology.

Current developments include:

- The region will be the first in the UK to complete BT's 21CN network upgrade - a next generation network offering a fully enabled IP infrastructure, high speed, secure and versatile communications network.
- Project Kelvin is a new international telecommunications link providing direct, high-speed communication from Northern Ireland to North America and Europe, with guaranteed reliability of 99.999%.

Telecom costs remain amongst the lowest in Europe and the cost of international connectivity is very competitive.

*'With assistance from Invest Northern Ireland, we opened the new BroadSoft European Operations Centre in about 60 days. Invest NI exceeded our expectations in every way.'*

Michael Tessler  
President and Chief Executive Officer, BroadSoft



## Well connected

With daily one-hour flights available to numerous GB locations, investors frequently remark that they can get to Northern Ireland in less time than it takes to travel to their London offices. Direct flights to major European and US business locations include New York, London, Paris, Rome, Berlin and Amsterdam. There are around 30 flights a day between Northern Ireland and London.

## Competitive costs

Northern Ireland provides one of the most cost-efficient business locations in Europe with costs 38 per cent below the European average. Companies are delivering software solutions to their US parent companies saving up to 50 per cent on London costs and 35 per cent on US costs. In addition, Northern Ireland offers favourable tax rates, further enhanced by the R&D tax credit scheme.

Investor companies discover a unique mix of high quality and competitive, stable costs in Northern Ireland - best evidenced by the fact that over three-quarters of companies choose to reinvest and grow.

## With you all the way

From initial enquiry to investment, Invest Northern Ireland will work with you to ensure your business gets off to a great start in Northern Ireland. A comprehensive range of support initiatives will help to ensure your ongoing business success.

For more smart reasons to choose Northern Ireland visit [www.investni.com/invest](http://www.investni.com/invest) or email [invest@investni.com](mailto:invest@investni.com)

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