



Building Locally
Competing Globally

Northern Ireland Technology and Development Centres

Business incubation services abroad

January 2007

Introduction

The role of Northern Ireland technology and development centres is to accelerate the growth of our more innovative businesses by supporting their development needs when expanding into new markets.

Invest NI has three technology and development centres providing business incubation services. Two are located in the USA (Boston and Denver), and one is in the Middle East (Dubai).

The centres provide a transitional location for businesses wanting to do business in new markets.

These make it easier for a business to locate business development staff in overseas markets to manage export activity.

How will it help me?

The centres will provide a supportive environment offering a cost-effective, fully equipped office combined with customised business development support.

Businesses that use these facilities can substantially reduce the risks involved in establishing a presence in an overseas market.

How does it work?

Our centres are managed by professional business advisors and in addition to offering office space provide:

- market assistance including research and advice on strategy product positioning;
- business development support which may include identifying and introducing you to

potential partners, investors or industry leaders; and

- administrative support.

How much does it cost?

Businesses located in the centres will be charged a fee commensurate with the level of service provided.

Additional charges will be made for use of telephones, internet access, photocopying, faxing, postage and other associated services.

Who is eligible?

The service is suitable for innovative Invest NI clients positioned to expand their market presence in the USA or Middle East.

You will have to apply for a place in one of the centres. The application process is designed to help you and enable the centre to fully understand your business needs, capabilities and prospects.

Eligible businesses are likely to:

- have experience of doing business in overseas markets;
- have a known market opportunity and ideally have existing volume of sales in the market;
- display the managerial experience and sophistication required to be successful in the market; and
- demonstrate entrepreneurial leadership and commitment.



Becoming an Invest NI client

To qualify as an Invest NI client company your business must meet certain criteria.

You should typically be from the manufacturing or international tradeable sectors and be able to demonstrate that currently, or over the next three years, your business will have:

- total sales of over £100,000 a year;
- sales outside Northern Ireland of greater than 25 per cent of turnover **or** greater than £250,000 a year; and
- the capability and willingness to work with Invest NI.

If you are not an Invest NI client, but can satisfy the above criteria and would like to become one, please contact the Invest NI office in your area.

Full details can be found at www.investni.com.

Contact

Please contact your Client Executive if you believe your business will benefit from this service. Alternatively you can also contact:

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nibusinessinfo.co.uk

Invest NI has launched a new online information and support facility, **nibusinessinfo.co.uk**

This web site provides all Northern Ireland businesses and entrepreneurs with free access to an extensive source of essential business information.

nibusinessinfo.co.uk provides 24x7 advice, information, guidance and signposting, with over 5,000 fact sheets and over 70 interactive tools on offer. Every aspect of setting up and running a business is covered, from the earliest days of developing a business idea to the legal issues involved in selling a business concern.

nibusinessinfo.co.uk also features case studies showing how local businesses have handled particular business challenges.

nibusinessinfo.co.uk provides you with a single point of access for all your business information needs, freeing up time for to concentrate on running operations.