

WHAT IS NEW FRONTIERS?

NEW FRONTIERS IS IRELAND'S NATIONAL ENTREPRENEUR DEVELOPMENT PROGRAMME, DELIVERED AT A LOCAL LEVEL BY INSTITUTES OF TECHNOLOGY AND FUNDED BY ENTERPRISE IRELAND.



The mission of New Frontiers is to create regional and economic prosperity, by effectively supporting highly ambitious entrepreneurs who are capable of creating sustainable new businesses and jobs. If you have an innovative business idea and are planning to establish and

run your own company, the New Frontiers Programme can provide you with help and support to accelerate your business development.

It will equip you with the skills and contacts that you need to successfully start and grow your company.

WHAT CAN NEW FRONTIERS OFFER ENTREPRENEURS?

1. Training in all areas of business including financial management, market research and validation, business models, patenting, product development, business development and sales.
2. Personalised hands-on support, advice and mentoring from experienced business advisers and practitioners.
3. Peer group learning from participants in the region and across the country.
4. Office space and other business incubation facilities.
5. Funding stipend of up to €15,000.
6. Networking opportunities with other entrepreneurs and business development agencies.
7. Introductions to seed and early-stage capital investment networks.
8. Access to entrepreneurship best practice - both national and international.
9. Expertise from higher education institutes and the supportive environment of their business incubation centres.
10. Access to the expertise in Enterprise Ireland through its Market Research Centre.

NEW FRONTIERS IS A THREE-PHASE PROGRAMME, DESIGNED TO PROVIDE AN INTEGRATED AND COMPREHENSIVE SET OF BUSINESS DEVELOPMENT SUPPORTS TO PARTICIPANTS.

PHASE 1

TESTING YOUR BUSINESS IDEA

The aim of Phase 1 is to establish if your idea can be turned into a viable business proposition.

- Delivered over a number of days during a 10-week period.
- Weekend and evening workshops.
- Continue in your current job if you are working.
- Business validation and market research workshops.
- Peer-to-peer networking and learning.
- De-risk your business model.
- Arrive at a go/no-go decision.
- Preparation of an application for Phase 2.

PHASE 2

BUSINESS PLANNING

The aim of Phase 2 is to support you in the development of an investor-ready business plan.

- Designed for entrepreneurs with strong business propositions showing potential for growth and job creation.
- Participations for Phase 2 are selected following a competitive application process.
- Based in the campus incubation centre of your local higher education institute.
- Full-time participation in this six-month programme of workshops, mentoring and regular reviews.
- Validate your business proposition, identify potential customers, sales channels and funding options.
- Financial assistance of up to €15,000.

PHASE 3

BUSINESS DEVELOPMENT

The aim of Phase 3 is to assist you in establishing your business and developing a client base.

- Potential to move to Phase 3 on the basis of performance and suitability.
- Continuing support and use of facilities at your local campus incubation centre.
- Secure environment from which to further develop your market base.
- Membership of the New Frontiers network and alumni.
- Signposting to securing investment.
- Guidance to the most relevant supports for your business at its particular stage of development.

Who should apply to New Frontiers?

NEW FRONTIERS IS DESIGNED FOR ENTREPRENEURS WHO HAVE AN INNOVATIVE BUSINESS IDEA AND PLAN TO ESTABLISH AND RUN THEIR OWN COMPANY IN IRELAND.

The programme is open to business ideas from a range of sectors including food and consumer products; information and communication technology; engineering and electronics; medical devices; biotechnology; pharma, digital media; cleantech/renewable energy; and, eligible internationally-traded services.

IDEAL CANDIDATES

- **Are ambitious and have the capability and commitment needed to develop a sustainable business.**
- **Intend to establish a manufacturing or internationally-traded services business OR a new domestically-traded services business with the potential to trade internationally.**
- **Can show evidence of a commercial market for the proposed product or service.**
- **Will develop a business that is built upon a strong foundation of innovation and/or technology.**
- **Are growth-orientated and can deliver significant turnover and job creation targets over a three to five year period.**

New Frontiers is a challenging development programme that demands a lot from the entrepreneur but the results are rewarding.

You will need to have a strong commitment to doing what it takes to bring your idea to the market. If you have the ability to take support from other entrepreneurs and a willingness to learn and develop within the programme, then New Frontiers is for you.



What to expect from New Frontiers

THE AIM OF THE NEW FRONTIERS PROGRAMME IS TO GIVE YOU THE CONFIDENCE AND THE TOOLS TO TAKE YOUR BUSINESS IDEA TO THE NEXT LEVEL.

The supportive business environment of the campus incubation centre will become your base for up to a year as you develop your idea with the help and support of mentors and fellow entrepreneurs.

Phase 1 will take place on a part-time basis and the purpose of this phase is to establish if your idea is a viable one or not. At the end of Phase 1, if you have a viable business proposition, you may compete for a place on Phase 2.

Phase 2 is a six-month intensive programme demanding full-time commitment.

To facilitate this, you will receive a **stipend of €15,000**, subject to satisfactory performance reviews. Income tax liability will be the sole responsibility of the participant and individuals are encouraged to seek professional advice in relation to potential liabilities.

Phase 3 affords you the opportunity to establish your business and develop your client base. Business advisers will guide you to the most appropriate supports for your business at its particular stage of development.

A selection of the business module topics delivered on Phase 2*

Business planning

Customer validation

Marketing

Financial planning

Human resources

Pricing

Raising capital

Investment and funding

Branding

Sales

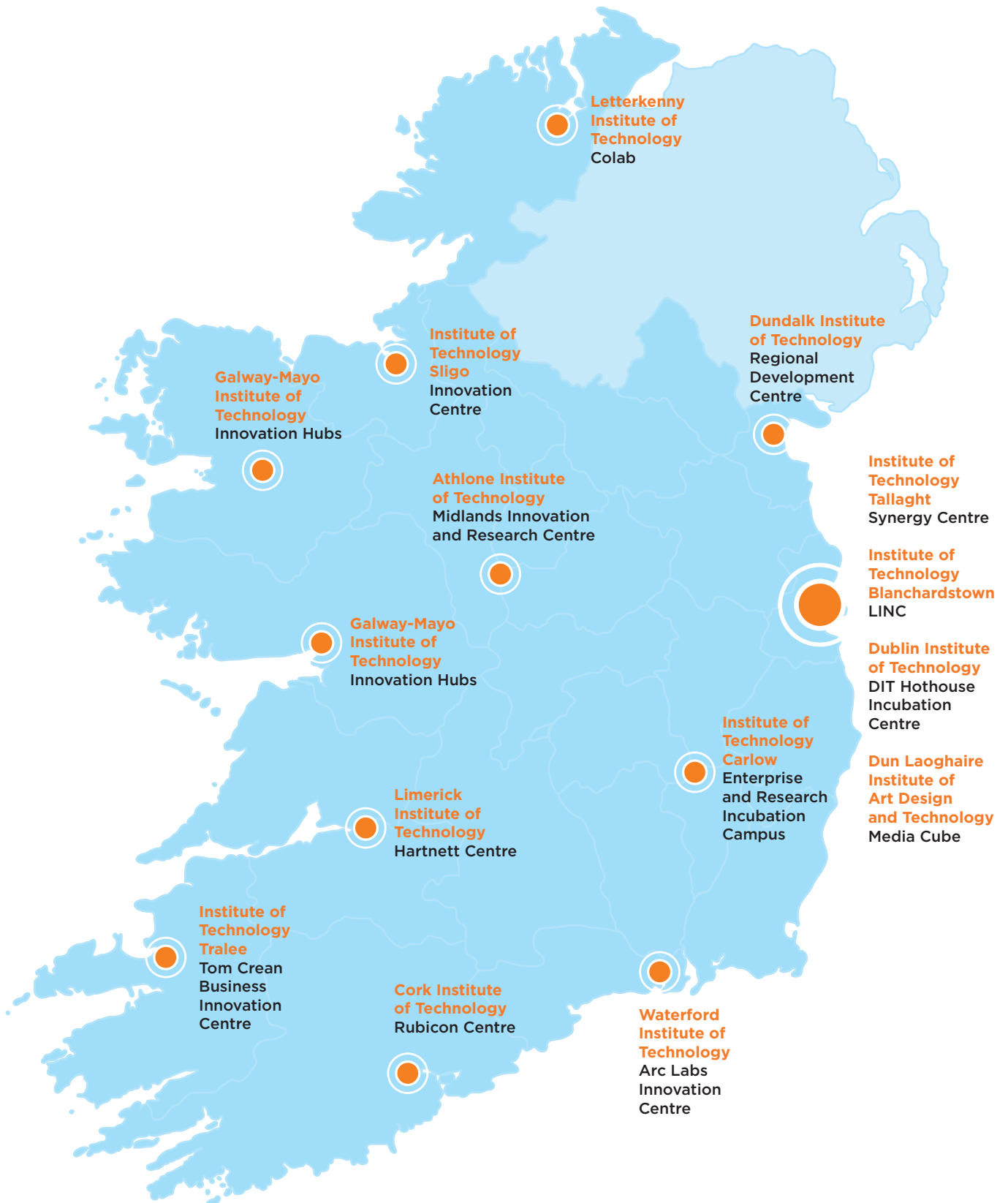
Intellectual property

Operations

**Note - this is not an exhaustive list*



Where can you join New Frontiers?



New Frontiers Locations

Athlone Institute of Technology

Midlands Innovation and Research Centre

Dublin Road
Athlone
Co. Westmeath
Tel 090 648 3043
www.newfrontiers.ie/locations/Athlone

Institute of Technology Blanchardstown

LINC

Blanchardstown Road North
Dublin 15
Tel 01 885 1502
www.newfrontiers.ie/locations/Blanchardstown

Institute of Technology Carlow

Enterprise and Research Incubation Campus

Kilkenny Road
Carlow
Tel 059 917 5200
www.newfrontiers.ie/locations/Carlow

Cork Institute of Technology

Rubicon Centre

Bishopstown
Cork
Tel 021 492 8900
www.newfrontiers.ie/locations/Cork

Dublin Institute of Technology

DIT Hothouse Incubation Centre

Docklands Innovation Park
128-130 East Wall Road
Dublin 3
Tel 01 240 1307
www.newfrontiers.ie/locations/Dublin

Dundalk Institute of Technology

Regional Development Centre

Dublin Road
Dundalk
Co. Louth
Tel 042 937 0400
www.newfrontiers.ie/locations/Dundalk

Dun Laoghaire Institute of Art, Design and Technology

Media Cube

Kill Avenue
Dun Laoghaire
Co. Dublin
Tel 01 239 4750
www.newfrontiers.ie/locations/Dunlaoghaire

Galway-Mayo Institute of Technology

Innovation Hubs

Dublin Road Galway Tel 091 742 850		Westport Road Castlebar Co. Mayo Tel 094 904 3198
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www.newfrontiers.ie/locations/Galway-Mayo

Letterkenny Institute of Technology

Colab

Port Road
Letterkenny
Co. Donegal
Tel 074 918 6452
www.newfrontiers.ie/locations/Letterkenny

Limerick Institute of Technology

Hartnett Centre

Moylish Park
Limerick
Tel 061 293 151
www.newfrontiers.ie/locations/Limerick

Institute of Technology Sligo

Innovation Centre

Ash Lane
Sligo
Tel 071 913 7378
www.newfrontiers.ie/locations/Sligo

Institute of Technology Tallaght

Synergy Centre

Blessington Road
Tallaght
Dublin 24
Tel 01 404 2025
www.newfrontiers.ie/locations/Tallaght

Institute of Technology Tralee

Tom Crean Business Centre

Kerry Technology Park
Tralee
Co. Kerry
Tel 066 714 4229
www.newfrontiers.ie/locations/Tralee

Waterford Institute of Technology

Arc Labs Research & Innovation Centre

West Campus
Carriganore
Waterford
Tel 051 302 953
www.newfrontiers.ie/locations/Waterford