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.
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.

<table>
<thead>
<tr>
<th>PHASE 1</th>
<th>PHASE 2</th>
<th>PHASE 3</th>
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<tbody>
<tr>
<td>TESTING YOUR BUSINESS IDEA</td>
<td>BUSINESS PLANNING</td>
<td>BUSINESS DEVELOPMENT</td>
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<tr>
<td>The aim of Phase 1 is to establish if your idea can be turned into a viable business proposition.</td>
<td>The aim of Phase 2 is to support you in the development of an investor-ready business plan.</td>
<td>The aim of Phase 3 is to assist you in establishing your business and developing a client base.</td>
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<td>- Delivered over a number of days during a 10-week period.</td>
<td>- Designed for entrepreneurs with strong business propositions showing potential for growth and job creation.</td>
<td>- Potential to move to Phase 3 on the basis of performance and suitability.</td>
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<td>- Weekend and evening workshops.</td>
<td>- Participations for Phase 2 are selected following a competitive application process.</td>
<td>- Continuing support and use of facilities at your local campus incubation centre.</td>
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<td>- Continue in your current job if you are working.</td>
<td>- Based in the campus incubation centre of your local higher education institute.</td>
<td>- Secure environment from which to further develop your market base.</td>
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<td>- Business validation and market research workshops.</td>
<td>- Full-time participation in this six-month programme of workshops, mentoring and regular reviews.</td>
<td>- Membership of the New Frontiers network and alumni.</td>
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<td>- Peer-to-peer networking and learning.</td>
<td>- Validate your business proposition, identify potential customers, sales channels and funding options.</td>
<td>- Signposting to securing investment.</td>
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<td>- De-risk your business model.</td>
<td>- Financial assistance of up to €15,000.</td>
<td>- Guidance to the most relevant supports for your business at its particular stage of development.</td>
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<td>- Arrive at a go/no-go decision.</td>
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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?

Galway-Mayo Institute of Technology Innovation Hubs

Institute of Technology Sligo Innovation Centre

Institute of Technology Limerick
Hartnett Centre

Institute of Technology Tralee
Tom Crean Business Innovation Centre

Cork Institute of Technology Rubicon Centre

Waterford Institute of Technology
Arc Labs Innovation Centre

Letterkenny Institute of Technology Colab

Dundalk Institute of Technology
Regional Development Centre

Institute of Technology Tallaght
Synergy Centre

Institute of Technology Blanchardstown
LINC

Dublin Institute of Technology
DIT Hothouse Incubation Centre

Dun Laoghaire Institute of Art Design
and Technology Media Cube

Athlone Institute of Technology
Midlands Innovation and Research Centre

Galway-Mayo Institute of Technology
Innovation Hubs
## New Frontiers Locations

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<tr>
<th>Location</th>
<th>Address</th>
<th>Tel</th>
<th>Website</th>
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<tr>
<td><strong>Athlone Institute of Technology</strong></td>
<td>Midlands Innovation and Research Centre&lt;br&gt;Dublin Road&lt;br&gt;Athlone&lt;br&gt;Co. Westmeath&lt;br&gt;090 648 3043&lt;br&gt;www.newfrontiers.ie/locations/Athlone</td>
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<tr>
<td><strong>Blanchardstown Institute of Technology</strong></td>
<td>LINC&lt;br&gt;Blanchardstown Road North&lt;br&gt;Dublin 15&lt;br&gt;01 885 1502&lt;br&gt;www.newfrontiers.ie/locations/Blanchardstown</td>
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<td><strong>Carlow Institute of Technology</strong></td>
<td>Enterprise and Research Incubation Campus&lt;br&gt;Kilkenny Road&lt;br&gt;Carlow&lt;br&gt;059 917 5200&lt;br&gt;www.newfrontiers.ie/locations/Carlow</td>
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<td><strong>Cork Institute of Technology</strong></td>
<td>Rubicon Centre&lt;br&gt;Bishopstown&lt;br&gt;Cork&lt;br&gt;021 492 8900&lt;br&gt;www.newfrontiers.ie/locations/Cork</td>
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<td><strong>Dublin Institute of Technology</strong></td>
<td>DIT Hothouse Incubation Centre&lt;br&gt;128-130 East Wall Road&lt;br&gt;Dublin 3&lt;br&gt;01 240 1307&lt;br&gt;www.newfrontiers.ie/locations/Dublin</td>
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<td><strong>Dundalk Institute of Technology</strong></td>
<td>Regional Development Centre&lt;br&gt;Dublin Road&lt;br&gt;Dundalk&lt;br&gt;Co. Louth&lt;br&gt;042 937 0400&lt;br&gt;www.newfrontiers.ie/locations/Dundalk</td>
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<td><strong>Dun Laoghaire Institute of Art, Design and Technology</strong></td>
<td>Media Cube&lt;br&gt;Kill Avenue&lt;br&gt;Dun Laoghaire&lt;br&gt;Co. Dublin&lt;br&gt;01 239 4750&lt;br&gt;www.newfrontiers.ie/locations/Dunlaoghaire</td>
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<td><strong>Galway-Mayo Institute of Technology</strong></td>
<td>Innovation Hubs&lt;br&gt;Westport Road&lt;br&gt;Castlebar&lt;br&gt;Co. Mayo&lt;br&gt;094 904 3198&lt;br&gt;www.newfrontiers.ie/locations/Galway-Mayo</td>
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<td><strong>Letterkenny Institute of Technology</strong></td>
<td>Colab&lt;br&gt;Port Road&lt;br&gt;Letterkenny&lt;br&gt;Co. Donegal&lt;br&gt;074 918 6452&lt;br&gt;www.newfrontiers.ie/locations/Letterkenny</td>
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<td><strong>Limerick Institute of Technology</strong></td>
<td>Hartnett Centre&lt;br&gt;Moylish Park&lt;br&gt;Limerick&lt;br&gt;061 293 151&lt;br&gt;www.newfrontiers.ie/locations/Limerick</td>
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<td><strong>Sligo Institute of Technology</strong></td>
<td>Innovation Centre&lt;br&gt;Ash Lane&lt;br&gt;Sligo&lt;br&gt;071 913 7378&lt;br&gt;www.newfrontiers.ie/locations/Sligo</td>
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<td><strong>Tallaght Institute of Technology</strong></td>
<td>Synergy Centre&lt;br&gt;Blessington Road&lt;br&gt;Tallaght&lt;br&gt;Dublin 24&lt;br&gt;01 404 2025&lt;br&gt;www.newfrontiers.ie/locations/Tallaght</td>
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<td><strong>Tralee Institute of Technology</strong></td>
<td>Tom Crean Business Centre&lt;br&gt;Kerry Technology Park&lt;br&gt;Tralee&lt;br&gt;Co. Kerry&lt;br&gt;066 714 4229&lt;br&gt;www.newfrontiers.ie/locations/Tralee</td>
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<td><strong>Waterford Institute of Technology</strong></td>
<td>Arc Labs Research &amp; Innovation Centre&lt;br&gt;West Campus&lt;br&gt;Carriganore&lt;br&gt;Waterford&lt;br&gt;051 302 953&lt;br&gt;www.newfrontiers.ie/locations/Waterford</td>
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