

Business Development Programme

Why engage with this programme?

IDA Ireland is keen to support companies develop their operations in Ireland to greatly improve their strategic influence and impact on an international level.

The Business Development Programme is intended to assist in funding the cost of consultants to work with a company's Irish leadership team in addressing your strategic issues.

This programme supports companies by;

- Creation of a strategic direction and vision for the Irish site that adds value to HQ
- Development of implementation options to drive the strategy forward
- Identification of a transformation agenda as companies experience their existing activities becoming obsolete
- Responding to high risk situations

Who is involved and how?

Discuss your current challenges with your IDA Ireland Project Executive to see if this programme could help. Your Project Executive will seek support from IDA Ireland.

The Client leadership team needs to make a commitment to the process; complete the application form for funding support; choose the consultant and work through the agreed process until a desired outcome is achieved.

The consultant you choose will work with you to

- Conduct a benchmarking exercise on the current organisational status of the company if appropriate
- Explore business opportunities with the leadership team
- Capture and further develop the opportunities with the team; - Provide strategic thought leadership on issues presented
- Work with the individual Irish facility general manager and other leadership team members to progress discussions
- Facilitate the development of implementation plans
- Work with the company as key milestones occur, these will be outlined in the agreed work programme with the client (could be quarterly)

What are the Outcomes on Completion?

- A clearly set out vision and strategy for presentation to HQ
- Implementation options for the activities and opportunities identified
- A Transformation Agenda where current activities are no longer an option
- An Action Plan to deal with high risk situations identified

How the Programme is Grant Aided

The % of funding by IDA Ireland is approved on a case by case basis up to a maximum grant of €50,000 on consultancy costs, determined by the numbers of days you need to work with the consultant. Consultant costs of up to €1,200 per day (excluding VAT) are eligible for grant aid. You can apply for this programme at any time by contacting your IDA Project Executive or contact clientservices@ida.ie

Environmental Compliance and Do No Significant Harm

Selected projects must comply with relevant EU and national environmental legislation and in particular with the 'Do no significant harm' Technical Guidance (2021/C58/01).

Specifically the following projects are **not eligible**:

- activities related to fossil fuels, including downstream use¹;
- activities under the EU Emission Trading System (ETS) achieving projected greenhouse gas emissions that are not lower than the relevant benchmarks²;
- activities related to waste landfills, incinerators³ and mechanical biological treatment plants⁴; and
- activities where the long-term disposal of waste may cause harm to the environment.

¹ Except projects under this measure in power and/or heat generation, as well as related transmission and distribution infrastructure, using natural gas, that are compliant with the conditions set out in Annex III of the 'Do no significant harm' Technical Guidance (2021/C58/01).

² Where the activity supported achieves projected greenhouse gas emissions that are not substantially lower than the relevant benchmarks an explanation of the reasons why this is not possible should be provided. Benchmarks established for free allocation for activities falling within the scope of the Emissions Trading System, as set out in the Commission Implementing Regulation (EU) 2021/447.

³This exclusion does not apply to actions under this measure in plants exclusively dedicated to treating non-recyclable hazardous waste, and to existing plants, where the actions under this measure are for the purpose of increasing energy efficiency, capturing exhaust gases for storage or use or recovering materials from incineration ashes, provided such actions under this measure do not result in an increase of the plants' waste processing capacity or in an extension of the lifetime of the plants; for which evidence is provided at plant level.

⁴ This exclusion does not apply to actions under this measure in existing mechanical biological treatment plants, where the actions under this measure are for the purpose of

increasing energy efficiency or retrofitting to recycling operations of separated waste to compost bio-waste and anaerobic digestion of bio-waste, provided such actions under this measure do not result in an increase of the plants' waste processing capacity or in an extension of the lifetime of the plants; for which evidence is provided at plant level.