

Business Development Programme



Why engage with this programme?

IDA Ireland is keen to support companies to 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 their strategic issues.



This programme supports companies by the;

- 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?

Companies can discuss current challenges with their IDA Ireland Project Executive to see if this programme could help. Project Executives 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.



Chosen consultants will work with companies 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 companies need to work with a consultant.

Consultant costs of up to €1,500 per day are eligible for grant aid. Companies can apply for this programme at any time by contacting their IDA Project Executive or the Talent Transformation & Innovation team.



Maoinithe ag an
Aontas Eorpach
Funded by the
European Union
NextGenerationEU

The Business Development Programme will be funded as part of the Digital Transition Fund.

As part of Ireland's National Recovery and Resilience Plan and funded by the European Union, the Digital Transition Fund will drive transformative digitalisation of enterprise in Ireland. The fund will help companies at all stages of their digitalisation journey.

The National Recovery and Resilience Plan (NRRP) has been developed by the Government so that Ireland can access funding under the EU's Recovery and Resilience Facility. Ireland is expected to receive more than €988 million in grants under the facility. The Recovery and Resilience Facility is the largest component of NextGenerationEU, the European Union's response to the global pandemic. The aim is to help repair the immediate economic and social damage brought about by the pandemic and to prepare for a post-Covid Europe that is greener, more digital, more resilient and fit to face the future.