

Practical Entrepreneurship Training & Idea generation

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Spotting the opportunity – the key foundation



Where do entrepreneurs find their opportunities ?

The word ‘entrepreneur’ is derived from the French verb *entreprendre*. It means “ to undertake.”

Entrepreneur is one who always searches for **change**, respond to it and exploits it as an opportunity . **Innovation** is the specific tool of entrepreneurs, the means by which they exploit change as an opportunity for a different business or services (Peter Drucker)



In reality entrepreneurs

- Identify a problem & a solution
- Improve on existing products/services in an area
- Replicate business idea from other geography or sector
 - Franchise model is a specific case of this
- Create something brand new

Case study 1 – Comfort Keepers



Comfort
Keepers

Stay Happy
at Home



Call Save
1850 818 100

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For Your Home Care Needs

Help is here

If you are concerned with your ability to live safely at home, learn how we can help you ...

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•TeleCare• FROM COMFORT KEEPERS: We at Comfort Keepers are pleased to announce that we have chosen to work with Fold TeleCare to provide a TeleCare service for

Welcome to Comfort Keepers

Comfort Keepers is a family owned and run Irish organisation operating 10 offices around the country. Home care is a fantastic solution for people for whom daily tasks have become too difficult to manage either through illness or other reasons. Care is from ½ an hour per week to 24 hour Live In care 365 days a year.

Service Listing

- Conversation And Companionship
- Personal Care
- Meal Preparation
- Medication Reminders
- Health Monitoring

Looking for Advice?

Name

Email

Phone

Identified the problem of increasing number of senior citizens wanting to stay in their homes and provide a flexible high-value service

Case study 2 – AdaptiveMobile



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Security Insight SMS Abuse IP Reputation Compound Threats Privacy Risks



Global Security Insight

Global Coverage

AdaptiveMobile provides security solutions for the world's leading Operators, protecting 600 million subscribers across mobile and fixed networks. This coverage gives us unparalleled insight into the issues facing Operators and subscribers today. Here we highlight the threats and activity causing the greatest impact to Operators and mobile phone users across the world.

SMS Abuse

SMS attacks continue to be a commercial threat, with Operators worldwide continuing to suffer the effects of SMS Fraud and Abuse on their networks. The majority of SMS abuse appears as legitimate SMS messages, bypassing the simple

Identified a growing problem of security and viruses on mobile phones

Case study 3 – Apple



Apple didn't invent anything radically new – they just blew away the existing competitors by brilliantly designed products which were easy and fun to use

Their biggest innovation was iTunes and The App store approach

Case study 4 – Radisens (CIT Rubicon company)



HOME

TECHNOLOGY

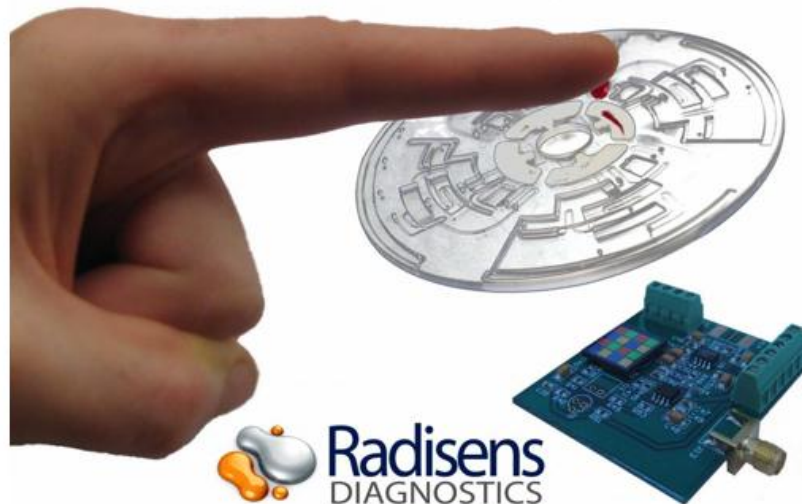
MARKET

TEAM

INVESTORS

CONTACT

Radisens Technology



The Radisens Diagnostics Multiplexed Point-of-Care Platform

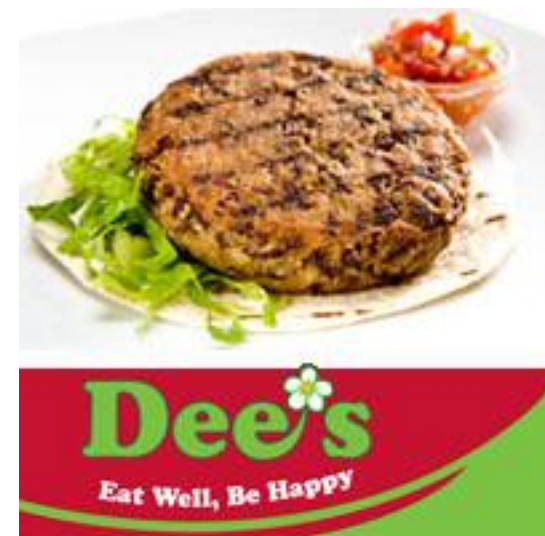
Radisens are revolutionising the testing for infectious diseases from days/weeks in labs to getting results in minutes at your GP's office

Case study 5 – Dee's Wholefoods

Dee's are an Irish based manufacturer of Organic burgers which are Gluten Free, Wheat Free, Soy Free, Meat Free, Dairy Free and Egg Free.

Founded by Irish Entrepreneur, Deirdre Collins, Dee's Wholefoods was the first company in Ireland to create an innovative range of fresh, organic wholefood burgers.

While working in a legal office, she noticed that colleagues were bringing in pitta bread for lunch and a couple of weeks later she made veggie burgers for friends at a barbecue and they were all eaten, while meat was left over. She brought one in and had it in pitta bread in work and all her colleagues wanted to try it. In March 2008, Collins gave up her job and concentrated full time on the business, selling her product at farmers markets all around Cork. She officially launched in July 2009.



Case study 6 – Foffit (CIT Rubicon company)

The screenshot shows the Foffit website interface. At the top left is the Foffit logo with the tagline "Your City, Half Price!". To the right, there are links for "Visit More Cities" and "Refer Friends, Get €5". Below the logo is a navigation bar with links for "Home", "How foffit Works", "All Deals", "Recent Deals", "Jobs", "Sign In", and a "Login" button with a Facebook icon. A "Get Deals in" section prompts users to "Enter your e-mail address" and "Subscribe".

The main content area features a large deal for a "Luxurious 7-Piece Make-Up Brush Set with Soft Roll-Up Case including Nationwide Delivery worth €69" for only €15. The deal includes a "Buy!" button, a table showing the value (€69), discount (78%), and savings (€54), and a "Buy it for a friend!" option. A "Time Left To Buy" timer shows 5 days, 7 hours, 59 minutes, and 53 seconds. Below the timer, it indicates that 14 deals have been bought and that the deal is on. A "Tipped at 8:14:03 AM with 1 bought" message is also visible.

The deal image shows a set of seven purple-handled brushes and a matching purple roll-up case. Below the image, there are two sections: "The Fine Print" which states "No need to redeem - the Set will be" and "Highlights" which notes "Fits Snugly into Handbag".

On the right side of the page, there is a "Give foffit Gift Card" section showing a €20 card. Below that is a "Side Deals" section with three offers: "€15 for 2 Beginners Horse Riding Lessons at Ballybrack Equestrian Centre worth €30" (Price: €15, Value: €30), "CACI & Beauty Salon: (€5) File & Paint or (€10) Eyebrow Wax, Tint and Eyelash Tint or (€12) Shellac Manicure or (€15) Billion Dollar Brows or (€25) YUMI LASHES" (Price: €5, Value: €10), and "Fiver Friday: €5 for Underarm" (Price: €5, Value: €10).

Foffit, is a daily-deals website offering its members attractive deals

Foffit was founded by 2 Cork entrepreneurs, Bryan Jackson and David Buckley

Case study 7 – Mind Candy



Founder : Michael Acton Smith

Moshi Monsters is an online world of adoptable pet monsters aimed at boys and girls aged 6–12, with 65 million registered users in 150 territories worldwide

Company is now worth several hundred million euros

Case study 8 – Wavebreak Media (CIT Rubicon company)

WAVEBREAKMEDIA
HD FOOTAGE - ANIMATION - STILL IMAGES

USA/CANADA TOLL-FREE: 1-888-472-1808
UK: +353-21-4928964
INTERNATIONAL: +353-21-4928964



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Our large library of 2d & 3d stock animation and backgrounds are available for immediate download. With WBM animation you will save time and get the quality you are looking for too. We are Europe's #1 bespoke animation provider, offering you our creative professional services at royalty free prices.

Wavebreak saw a future need of TV companies needing access to High-definition (HD) clips of places and everyday life

Approaches for spotting opportunity initially

- Most entrepreneurs spot opportunities in either their career area or an area they are passionate about
 - Sometimes it just comes to them, they have a problem or hear about other people's problems or they simply stumble on it !
 - Often they look for problems to solve through talking to businesses and consumers
 - *In a small number of cases, they create something brand new*



Opportunity due to Societal changes

- Family and work patterns.
- The aging of the population.
- New models in the workplace
 - Outsourcing, flexible contract models
- The globalization of industry.
- The increasing focus on health care and fitness.
- The proliferation of computers and the Internet
 - Social networking, cloud computing
- The increase in the number of mobile users.
- New forms of entertainment.



Validating the opportunity (1)

- **Ask the potential customers !!**
 - For a business customer, does this help you “make money or save money” ?
 - For a consumer, is this of real value to you ?



Validating the opportunity (2)

- Checking the market
 - Is this out there today ?
 - Are other start-ups working on this ?
 - Are large/mature companies talking about or planning to move into this area ?

You would be amazed how quickly a web search will tell you this

Validating the opportunity (2)

- Don't be worried if other companies are either in this market or planning to enter
 - This is positive as it validates market
 - Most markets can handle several local and global players
 - You then need to assess how your value proposition will differentiate with other players

Validating the opportunity (3)

- Ask experienced veterans in this area
 - It is invaluable to get an independent view on an opportunity from an expert in an area
 - Through contacts/family/friends, find an experienced veteran to get their brutally honest assessment
 - You do have to be careful about balancing disclosing a strong business idea but most folks respect confidentiality & would be anxious to help a new start-up



Validating the opportunity (4)

- Asking for feedback & support from enterprise support agencies
 - Enterprise Boards
 - Business Support networks
 - Enterprise Ireland
 - Banks
- *You would be surprised how clear the feedback can be when you're asking would you support this with funds !*

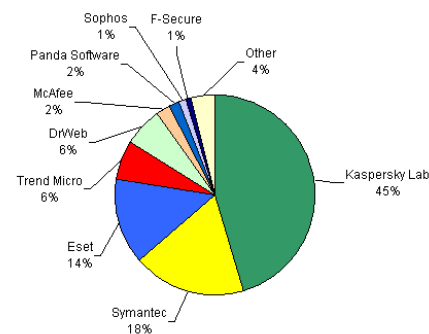


Assessing is there a viable business model (1)

- Can you build/source and supply the product or service at a price customers will buy at and which you can make a sustainable profit ?

- *Preliminary assessment of “how big is the market”*

- *Local*
- *National*
- *International*



Assessing is there a viable business model (2)

- How much will it cost to
 - Build/provide the product/service ?
 - What is the cost of sales ?
 - What's the pricing model to ensure attractive to customer and I can make a profit ! ?
- How much investment would you need to bring the product to market ?

Think big !

- Don't be constrained by
 - Could I pull something like this off ?
 - It would need a lot of money to build this business
 - No one has ever thought of this so it can't be that good !
 - How would I find a team to build this business ?



Face up to the truth early !

- While entrepreneurs are by nature optimistic, you are better facing up to the brutal reality early if you see enough evidence that the business idea isn't viable
- Sometimes, you can re-cast the original idea but often you just have to face the truth that it's not viable
- **Far better to focus energy on other opportunities rather than waste your own and other people's time and money**



You have found a genuine opportunity !

- How will we build
 - Team
 - Product/Service
 - Intellectual Property



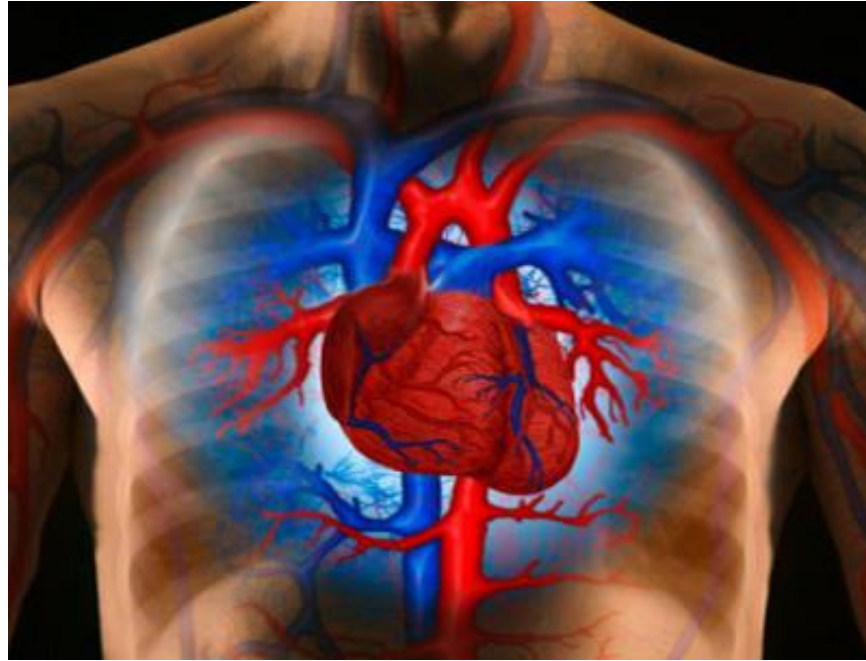
- How will we sell this ?

- How will we finance this business ?

Sales & Marketing – lifeblood of a business



Sales Lifeblood of a company



Without sales, there is no business !

What is sales ?

- Sales is placing **value** in the **hands of a customer** at a **fair price** that creates **sustainable profit for your business**

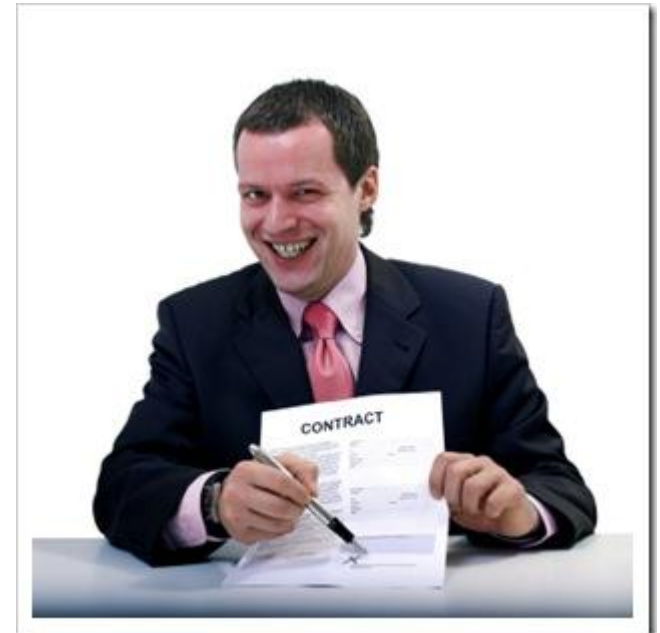


Sales principles are the same



Perception of sales

- Sales can have a lot of negative associations to it
 - Sneaky, slimy



You need to develop a very positive attitude to sales & customers



The sales person for this incubator equipment company placed a lot of value in the hands of this hospital

Successful sales requires genuine belief and passion in helping your Customer !

What makes for a good sales-person ?

- There are a small number of people who could sell sand to the Arabs !!
- Most people feel uncomfortable selling initially.....
- But sales is a process, a discipline, a skill that can be learned
 - Sincerity, honesty, a strong value proposition and practice
- In a start-up, everyone is in sales !



Sales process

- Your value proposition
- Your target market
- Your routes to market
- Definition of “what” you are selling
- Pricing model
- Your differentiators
- Engaging the customer



Customer Value Proposition



What is the Customer Value Proposition ?

- A customer value proposition is a business or marketing statement that describes why a customer should buy your product or use your service.
 - designed to convince customers that one particular product or service will add more value or better solve a problem than others in its competitive set.



What makes for a great Customer Value Proposition ?

- Short
- Specific
- In customer's language
- Passes “seat-of-the-pants test”
 - Moves customer to take action !



How are you bringing this product **to market** ?

Direct or through channel partners ?



How do you **price your offering** ?

Is it a once-off, pay-as-you-grow?

Can a customer easily understand your pricing model ?

Competitor pricing model ?



What uniquely **differentiates** your offering ?

How are you different than the last 2 competitors who have tried to sell to this customer ?

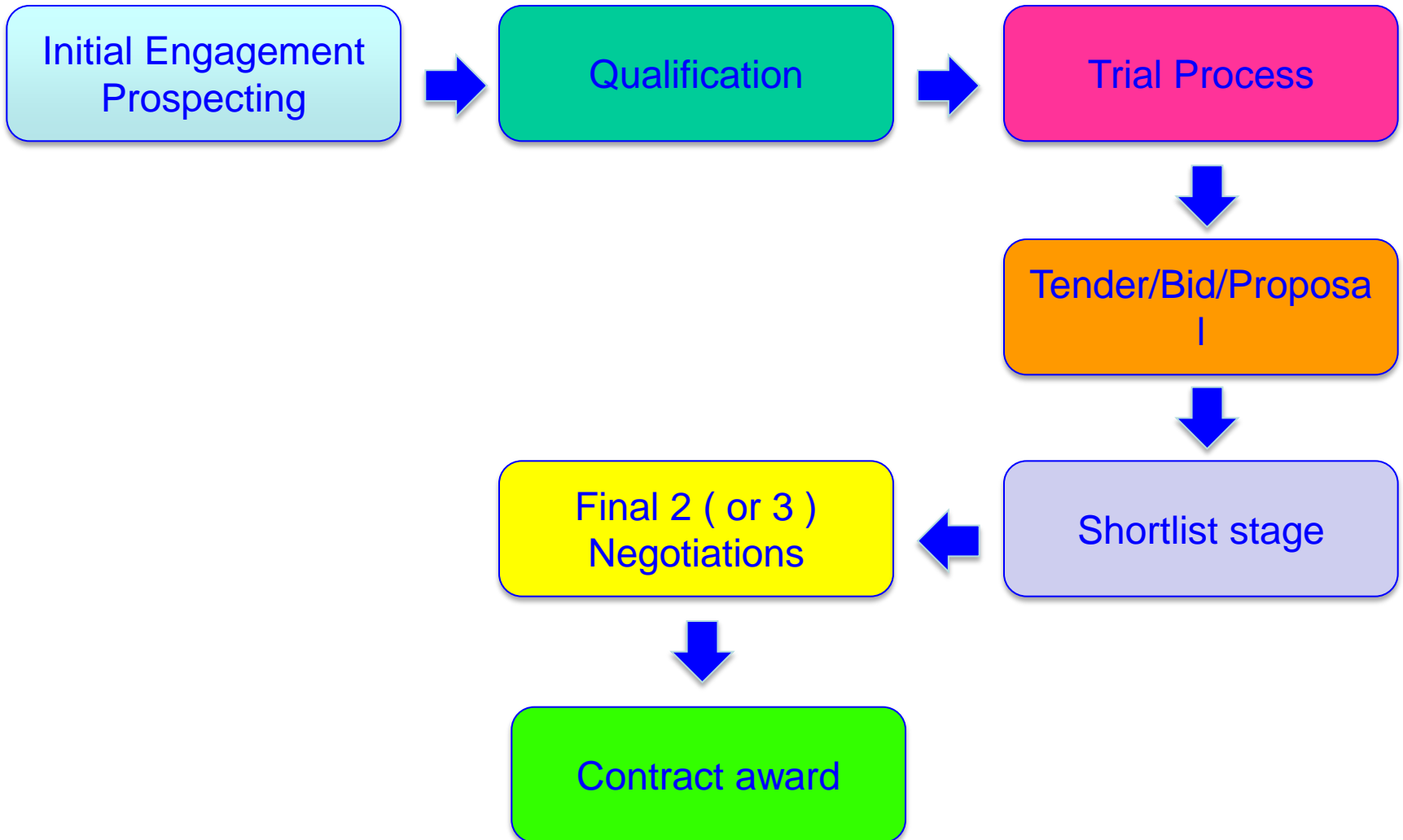


Engaging the customer

- Customers are busy
 - But open to a clear engaging professional approach around helping their business
- Ideally it is best to be introduced to a key person in the target customer organisation from another customer of yours, partner or contact
- Often the first step is a cold call which needs to be done properly



Sales process



Marketing

- Core function of marketing is **to support sales** by **communicating your value proposition** to your **target market**



Sales define a business's future



Building the team, product and Intellectual Property (IP)

**Building team,
products,
Services,
IP**



**Financing your
business**



**Spotting the
opportunity**



Sales & marketing



Composition of founders

Group



Larry Page, Sergey Brin - Google

Individual



Rory McCann, Localmarkets.ie

Dynamics of founding group

- Usually
 - Friends, Class mates
 - Work colleagues
 - Business acquaintances
- Important to get along 😊
- Key to define roles and leader early on
- Several shoulders can help spread the pressure of a start-up environment

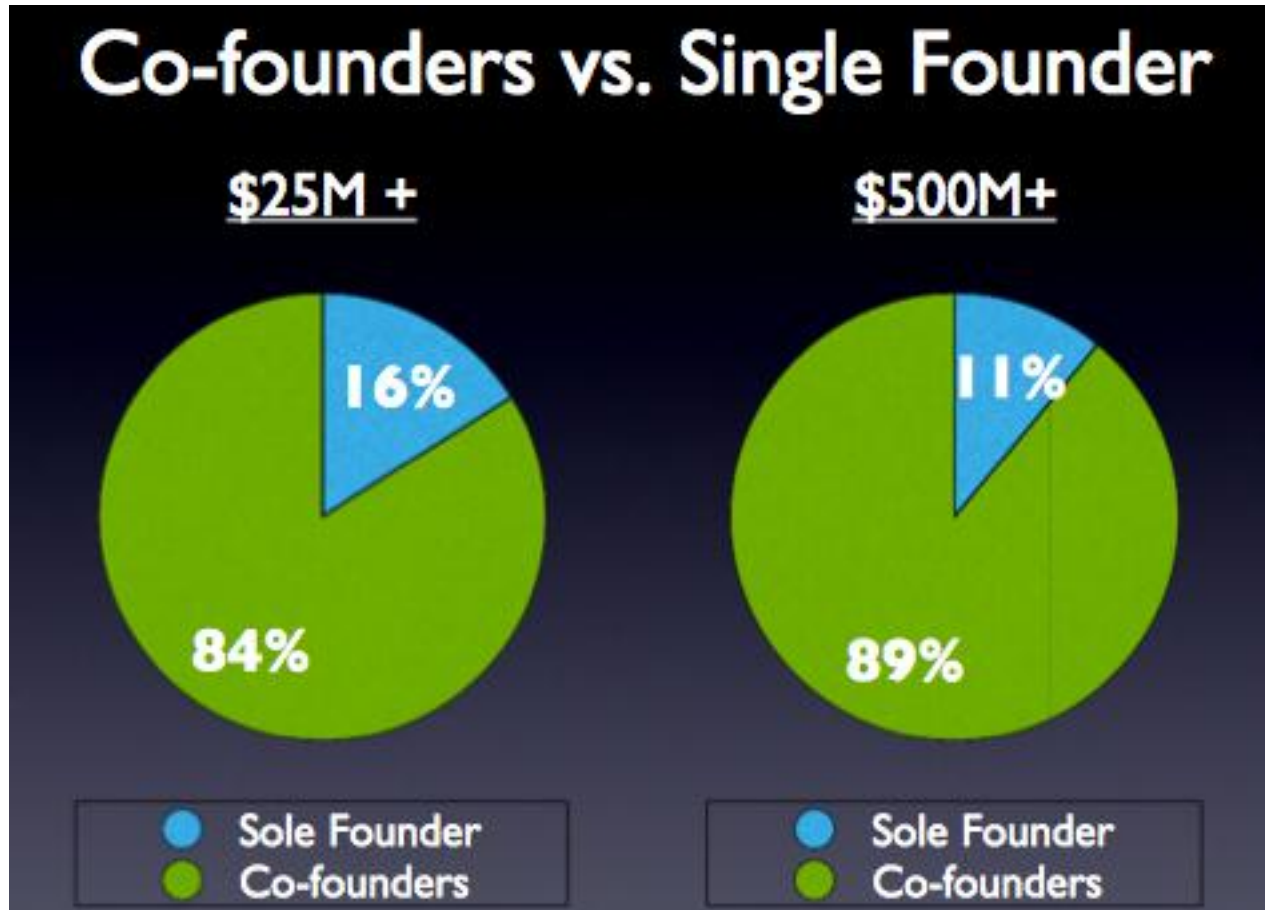


Dynamics of single founder

- Can be lonely but works for some people
- Stress levels can be greater than founding team
- Important to build a team around you early on
 - Particularly important in start-ups building out a team for the founder to find trusted lieutenant



Which works better in practice ?



Source : Ron Conway, US Angel Investor, May 2011

My own belief is that in most cases, co-founders have a greater chance of success

Be prepared for a tough journey

- 99% of entrepreneurs have a tough journey to eventual success or failure
- Important not to get “too up or too down”
- Celebrate successes
- Expect set-backs



Building out a team

- Need to cover as best you can different roles (commercial, technical, finance ...)
- Require clear definition of who is responsible for what
- Hire and attract people smarter than you
- Use equity to attract strong people



Key characteristics of successful start-up team

- Absolute trust & teamwork
- Integrity
- Work-ethic
- Passion to deliver for your customer
- Adaptable & flexible
- Gets the job done – whatever it takes



Getting it done – whatever it takes



At critical moments, successful teams simply do whatever it takes to win

Key role of the leader

- Sets the tone for the business
- Huge influence on attracting investment, support and people to the business
- Works harder than anyone else
- Has to make the hard decisions
- **Huge influence on success of company**
- **The buck stops with you 😊**



True leadership inspires !!



LEADERSHIP

The leader always sets the trail for others to follow.

Key role of a team mentor

- A mentor who has a lot of experience in business and in start-ups brings huge value to a start-up team
- Provide a sounding board to test strategy and get advice on major decisions
- Help the team avoid some of the mistakes all entrepreneurs make !
- A strong mentor can bring the tough love needed to a team to help them be successful
 - Kick them up the ass if needed
 - But always constructively helping by telling it as it is and getting stuck in to help



Building your product/service

Quality &
Delighting
customer

Driving
customer
feedback back
into product

Intellectual
Property
(IP)

Developing &
Implementing a
plan

Getting partners
to help build
your product

Defining the
product/service

Involving the
customer

Shaping
product to
customer
priorities

Financing your business for success



Key areas for financial support for start-ups

- Market feasibility
- Product development
- Building a sales machine
- Supporting the company until
 - first sales
 - profitability



Handling of financial support by start-ups

- Huge influence on success or failure of a start-up

Getting the **right level** of financial support from the **right people** at the **right times** is a huge factor in building a **successful business**



Types of financial support for start-ups

- **Grants**

- From local state bodies such as enterprise boards, LEADER programmes etc.
- Usually require matching funding

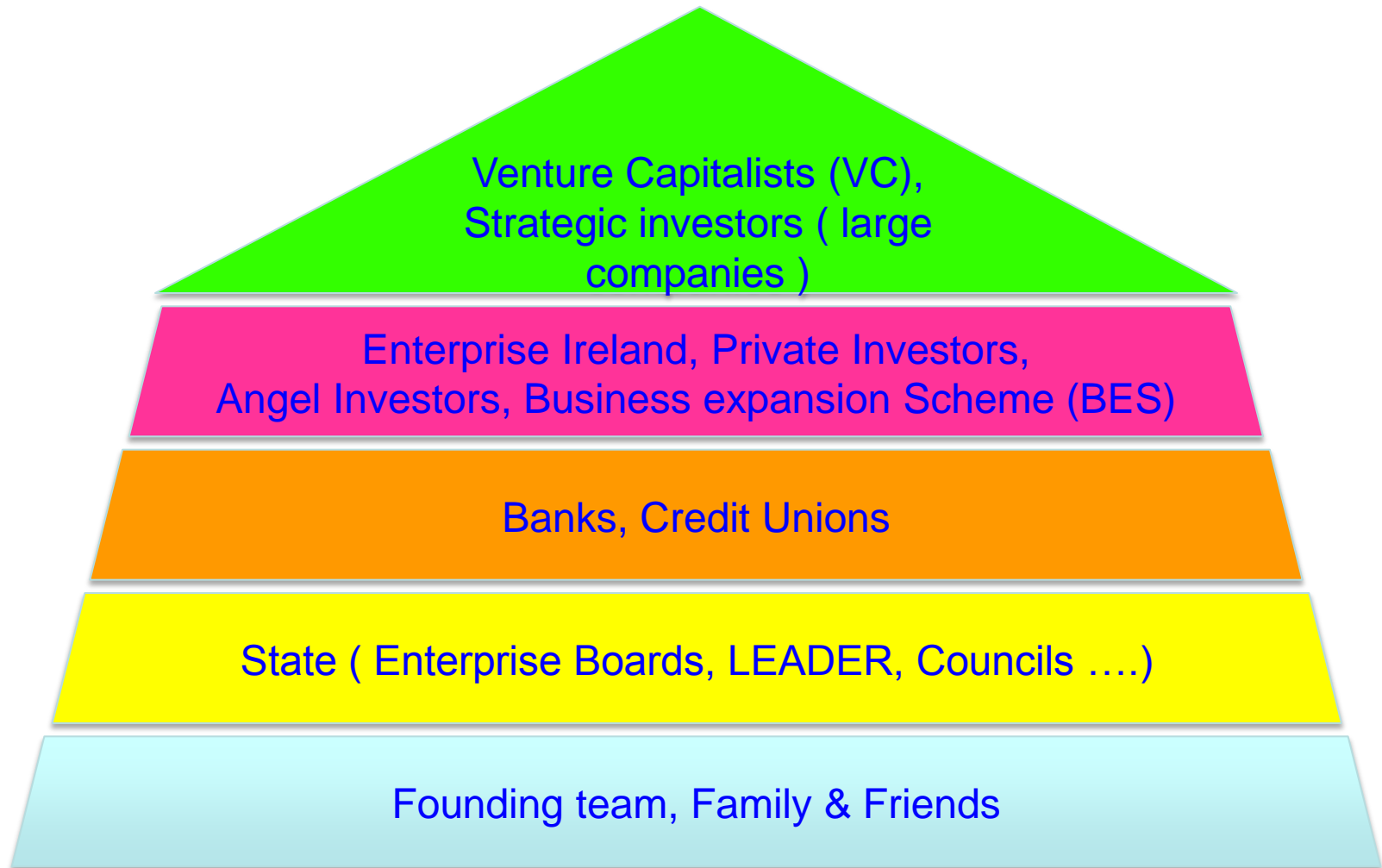
- **Loans and overdraft facilities**

- Provided by banks and credit unions

- **Equity investment**

- Cash investment by investors in return for a stake in the company

Who provides financial support to start-ups ?



So how do we attract financial support ?

Complete agreements using experienced financial & legal advisors



Excite them to understand, believe in and back you & the business



Engage potential financial supporters in professional manner



Develop a strong sound sensible business plan

Why give equity away ?



Apart from the fact that the majority of businesses with serious ambition need equity investment to succeed, it is far better to have a decent slice of a big cake than all of a tiny cake 😊

Great teams give it heart and soul !



A time of tremendous opportunity



Entrepreneurs are made as well as born !

Entrepreneurship: One of the hardest yet most rewarding personal journeys you can take



Potential idea areas

- Health
- Gaming
- Telecoms & mobile
- Retail
- Fashion & Beauty
- Apps
- Food
- Home/Personal/local



Health – key trends

- Use of smartphones & tablet computers to replace paper
- Explosion in number of senior citizens
 - Use of technology to help them live at home
- Telemedicine
 - Connecting up a patients home to the hospital using broadband to monitor serious conditions
- Huge number of apps
 - Track your fitness workouts
 - Remind you about diabetes medication for example

Health (1) – (sunburn detection)



- A new paper wristband from Scotland's University of Strathclyde responds to UV light levels, turning from yellow to pink when the levels have reached their safe limit and thereby alerting the wearer to the danger of sunburn.

Health (2) – (tablet reminders)



Over half of people on prescription tablets forget to take their medicine – Glowcaps help the patient to take the tablets at the right time with special reminder lights as well as smartphone reminders
- It also organises automatic refills with your chemist !

Gaming – key trends

- Mobile games !
- Games on social networking sites
 - Eg Bubble Safari, Farmville
- Augmented reality games
 - e.g. Shadow Cities on iPhone
- Continued growth in multi-player online games
- Huge growth in kids online worlds
 - Club Penguin, Moshi Monsters,

Gaming (1) – Sheep Up!



- Sheep Up! is a new iPhone game from a start-up called Badseed, where you have to help a sheep get through a 3-D maze avoiding all sorts of characters to get through loads of levels !

Gaming (2) Gamesflicker.com



- Gamesflicker.com was founded by Paul McCarthy, a 19 year old student in Limerick and was launched in June 2012
- It allows you to discover over 3000 high rated and popular games from all other popular online games site in one space.

Telecoms & mobile – key trends

- WiFi everywhere !
- Paying for small items with your phone
 - Eg Google wallet using Near Field Communications (NFC)
- Internet of things – everything will be connected
- A lot more spam and security problems on your mobile

Telecoms & Mobile (1) Anti-sleep device for drivers

ASP
Anti Sleep Pilot

Search

PRESS | 

ASP product | **ASP app** | Driver fatigue

How it works | Extra fea



- A new app from Denmark that significantly reduces the chance of a driver falling asleep at the wheel

Telecoms & Mobile (2) – mTrac Mobile Health system using text messages



- Uganda had huge problems managing supply of critical medicine
- The use of a new mobile system based on text messages has transformed healthcare amongst millions of Ugandan citizens and saved 1000s of lives

Retail – key trends

- Online, online & more online 😊
- Pop-up shops
- Interaction with smartphones
 - Special dynamic offers
 - Intelligent retailing using smartphones such as location-based advertising
- Advanced loyalty schemes

Retail (1) – Online clothes shopping

UPcloud

How It Works | For Retailers | Go Shopping | FAQ & Help

Language | Login

Always Get **the Right Size**

Get measured via webcam and start using UPcloud to find clothes that fit you when you're shopping online.

Can't get measured now? We have a solution for you!

See how it works

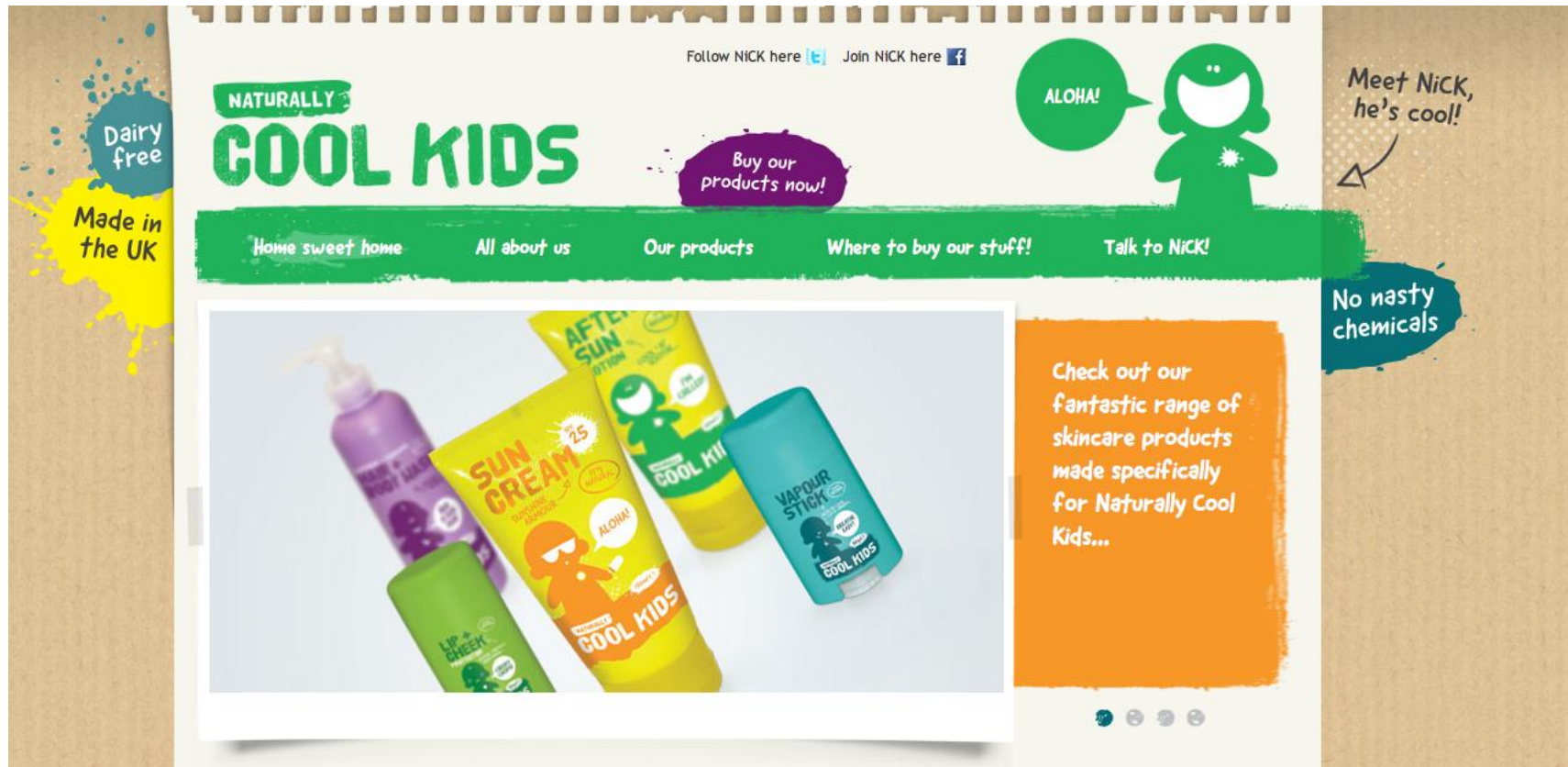
Create Account
It's free!

2011 startup des jahres
GRÜNDERWERKSTATT
BUSINESS INCUBATION CENTRE

"Measurements were within 1.5cm of a professional tailor's." **Bloomberg Businessweek**

- 40% of all clothes bought online are the wrong size !
- A new Berlin start-up has discovered a way to measure your correct fittings using a webcam and software
- They are now getting online clothing shops to integrate with their system

Retail (2) – Kids skincare range



- New startup in the UK
- Spotted an opening for kids-focused skincare range

Fashion & Beauty – key trends

- Crowdsourcing influencing designs
- Customised design
- Ethical “green” clothing products
- Healthy organic beauty products
- New devices to assess quality of skin

Fashion & Beauty (1) - Crowdsourcing

Fashion label uses crowdsourcing to design product range

Fashion start-up Velvet Brigade produce garments designed by young designers who submit sketches for the public to vote on.



- San Francisco start-up allows public to select from new designs from young and independent designers
- Each month winning design gets made and sold on website

Fashion & Beauty (2) – Organic beauty products



HOME ABOUT US BUY ONLINE HOW TO APPLY PRESS STOCKISTS WHY TAN ORGANIC? RESOURCE CENTRE CONTACT US

A promotional banner for TanOrganic. On the left, two bottles of product are shown: a white bottle labeled 'OilOrganic' and a dark bottle labeled 'TanOrganic CARAMEL'. The text 'BUY OIL GET FREE TAN SAVE €19.99' is prominently displayed in the center. On the right, a woman's face is shown with a soft tan. A red button with white text says 'GET YOUR FREE TAN NOW'. At the bottom right, small text reads 'OFFER AVAILABLE FOR A LIMITED TIME ONLY'. A red circle with the word 'FREE' is positioned near the bottom of the bottles.

- Most successful Irish Dragons Den winner
- Noelle O'Connor spotted a huge opportunity for healthy tanning products – now selling to dozens of countries worldwide

Apps – key trends

- Location-based services
- Social networking
- Mobile search
- Mobile commerce
- There is an app for almost everything !
- A lot of toolkits enable apps to be built quickly, easily and cheaply

Apps (1) – Social networking

One-of-a-kind kids' clothes, loca... Broadcast for Friends for iPhone ... Naturally Cool Kids | Startups

iTunes Preview


What's New What is iTunes What's on iTunes How To

Broadcast for Friends

By Ustream.tv, Inc

Open iTunes to buy and download apps.

[View More By This Developer](#)



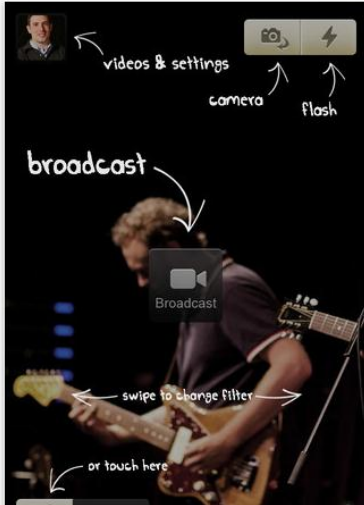

Description

BFF lets you stream LIVE VIDEO from your iPhone 4G, iPhone 3G or WiFi to your Facebook Timeline for free!

Rated #1 best iPhone app of the week by The Guardian

[Ustream.tv, Inc Web Site](#) [Broadcast for Friends Support](#) [...More](#)

iPhone Screenshots



Free
Category: Photo & Video
Released: 21 August 2012
Version: 1.1
Size: 10.6 MB
Language: English
Developer: Ustream.tv, Inc
© Ustream, Inc.
Rated 4+

Requirements: Compatible with iPhone 4, iPhone 4S, iPod touch (4th generation), iPad 2 Wi-Fi, iPad 2 Wi-Fi + 3G, iPad (3rd generation) and iPad Wi-Fi + 4G. Requires iOS 5.0 or later.

Customer Ratings

Current Version:
★★★★★ 8 Ratings
All Versions:

- Free app that allows you stream video to your facebook friends !

Apps (2) – Cooking App

My Recipes
Brian Tellez
★★★★★ (54)
€2.38 BUY

More from developer

- Disappearing Card Lite (Ma...**
BRIAN TELLEZ
★★★★★ (38)
Free
- My Recipes Lite+**
BRIAN TELLEZ
★★★★★ (22)
Free
- Disappearing Card (Magic)**
BRIAN TELLEZ
★★★★★ (3)
€0.70
- Auto Silent**
BRIAN TELLEZ
★★★★★ (3)
€0.68

Description

(This is the full version of My Recipes Lite+)
My Recipes is an app that allows you to store, organize, and share your personal recipes. Unlike those other apps that force you to use THEIR recipes, this app allows you to store YOUR OWN recipes...creating your own virtual cookbook.

Features:

- Facebook integration...tell your friends what you are cooking!
- Use your own images for your recipes
- Create grocery lists from your recipe ingredients!
- Sync your recipes with Dropbox to backup your recipes and to view or modify them from

Visit Developer's Website > Email Developer >

App Screenshots

Thai Peanut Chicken

Ingredients

- 4 - 6 green onions
- 6 tbsp. creamy peanut butter
- 1 tsp. cayenne
- 10 tbsp. vegetable oil
- 2 tsp. sesame oil
- 2 c. white rice
- 8 tbsp. soy sauce
- 8 tbsp. white sugar
- 8 tbsp. white vinegar
- 4 tbsp. cilantro, minced
- 3 chicken breasts

Directions

Place chicken breasts into boiling water. Lower temperature to simmer for 20 minutes. Once fully cooked, cut into cubes.

ABOUT THIS APP

RATING:
★★★★★ (54)

UPDATED:
July 2, 2012

CURRENT VERSION:
2.0.2

REQUIRES ANDROID:
2.0.1 and up

CATEGORY:
Lifestyle

INSTALLS:
1,000 - 5,000

last 30 days

SIZE:
2.4M

PRICE:
€2.38

CONTENT RATING:
Everyone

- When people download your app around the world, €2.38 adds up !

Food – key trends

- World is struggling to feed 7 billion people !
- Huge focus on healthier food
 - Healthier ingredients
 - Tracking from source to where you buy it
- Huge growth in functional foods
 - E.g. probiotic yoghurts, margarine that reduces cholesterol etc.

Food (1) – High-quality food



- Cully & Sully - Outstanding example of local Cork food business which has been hugely successful
- Started off with pies and soups

Food (2) – Smart food sales

App connects consumers with discounts to reduce food waste

Zéro Gâchis aims to provide a platform for businesses to let consumers know in real-time when they have food reaching expiration, for sale at discounted rates.



- A new French start-up has come up with the idea of enabling food businesses offer special discounts vi your phone when food is getting closer to its expiry date

Home/Personal/local – key trends

- Personal security (safety, financial, children)
- Making it easier for people over 40 to use the web and technology
- Helping people organise their money, manage & reduce bills etc.
- Enabling local communities to help each other

Home/Personal/Local (1) – Smart deliveries

In urban areas, local merchants accept package deliveries for busy consumers

Miss Nev is a new venture that aims to recruit local urban businesses to accept packages for residents in the neighborhood.



- This is a great example of a simple solution to a common problem !
- Helps local businesses fight back against the big guys !

Home/personal/local (2) – Organising

weddingdates

Like 2.8k +1 4

home • find venues • find suppliers • destination venues • get listed • blog

find your perfect wedding venue!

Check Availability for Wedding Venues in your area:

Any Month ▾ Any Year ▾ in Any County ▾ search...



1. Search



Use simple or [advanced search](#) to find wedding venues that match your exact criteria.

2. Find



Explore dozens of great places with availability on your wedding date.

3. Enquire



Send enquiries directly to the venues you like the best and find your perfect match!



Ciara Crossan
(CEO, Founder)

- A Cork start-up that has grown very successfully in Ireland and is expanding to the UK



There are opportunities all around you for new ideas for a business !!!!!

Look for problems in everyday life and believe you can figure out a solution to a problem and bring value to a customer

Thank



You