

# Enterprise Ireland

## *Research for the Irish Life Sciences Sector*



### What our client wanted

Enterprise Ireland wanted to understand potential opportunities for Irish companies in the Scottish life sciences sector. The agency wanted to better understand the market, the possibilities for partnering with Scottish companies and to identify any specific market opportunities for Irish companies.

### What Frontline did

Frontline led a research project to provide Enterprise Ireland with a comprehensive market overview, and conclusions and recommendations to inform the agency's approach to the Scottish market. We identified the:

- scope and size of the life sciences sector
- core companies
- key market strengths and capabilities (including research and development)
- Scottish Enterprise industry support strategy and funding models

### What difference we made

Frontline's research established that there were limited opportunities in Scotland for the Irish supply base. This ensured that the limited resource in Enterprise Ireland's Glasgow office was focused on the opportunities with most potential for the Irish supply base. It also provided a sound basis for recommending that Irish life science companies focus their efforts in other markets. The research identified a limited number of Scottish medical device companies with interest in sourcing in Ireland and they were invited to attend 'Med-in-Ireland', Enterprise Ireland's global conference for medical devices manufacturers from Europe and the US.