



# Business Opportunities

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**IRELAND PORTUGAL** *Business Network*

REDE DE NEGÓCIOS LUSO-IRLANDESA

## Introduction by the Chairman

*The objective of the Ireland Portugal Business Network is to facilitate the better understanding of economic relations between Ireland and Portugal, to promote relationships between the representatives of the business communities of both countries and to encourage the growth of trade and bilateral investment between them.*

*The increase in the number of Portuguese companies doing business in Ireland over the last few years is truly outstanding and underpins the potential. Likewise, the opportunities for Irish companies to work in partnership with our colleagues in Portugal is excellent.*

*The Network is supported by the Department of Foreign Affairs in Ireland and works closely with the Irish State Agencies with responsibility for Trade and Tourism, Enterprise Ireland, Bord Bia and Tourism Ireland to promote Irish interests in Portugal. Portuguese interests are shared and promoted through our Agreement with AICEP Portugal Global, the Portuguese agency responsible for overseas trade development and inward investment.*

*I encourage you to join our growing, vibrant network and participate in the events and discussions we host and take advantage of the opportunities that arise when committed, talented people come together.*

**Tony Boyle,**  
**Chairman of the IPBN**



## About the Network. IPBN Mission

- Helping Irish and Portuguese companies to broaden their network, make contacts and drive sales/increase business.
- Assisting Irish companies and investors coming into the Portuguese market to meet potential business contacts, and help them establish their presence.
- Supporting Portuguese companies looking to Ireland for business opportunities.
- Helping Government Agencies explore and enhance trade links between the two countries to improve the opportunities for their client companies.
- Giving Irish and Portuguese companies better access to the worldwide diaspora networks of both countries.



# Mission

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## Board Members

The Directors of the IPBN have a vast depth of experience and expertise from a variety of industry sectors, particularly those in which the network has a core interest. They also have a range of connections in Portugal, Ireland as well as many other countries which they are more than happy to share with the members in order to promote the objectives of the Network.



**Orla Tunney**  
Ambassador  
Honorary Patron



**Tony Boyle**  
Chair



**Aoife Healy**  
Communications



**Geoffrey Graham**  
Corporate Affairs



**Vinny Reynolds**  
Technology and  
Website



**Rui Coelho**  
Invest Lisboa  
Investment



**Andy O'Driscoll**  
Noesis  
IT Consulting



**Francisco Nogueira  
de Sousa**  
BlueShift  
Hotels Consulting



**Diarmuid Crowley**  
FPF  
Sales & Marketing



**Kevin Walsh**  
Legal Services  
(SME / Start-ups)



**John Duggan**  
Tax Expert



**Liam King**  
Barnhall  
Consultancy Services





Investment Opportunities

## IPBN Events programme

The Network's events programme is aimed at facilitating an environment that drives and develops business relationships between network members, particularly in the core areas of interest, namely Technology, Food and Agriculture, Tourism, Pharmaceuticals and Healthcare and Professional Services. Many events are open to all, but sector specific events are open to members and are invitation only. Event information is shared on our digital platforms (Web, Linked-In, Newsletter).

[Please click here](#)



Tourism & Leisure

## Activities include:

**Business briefings:** Industry leaders from the Portuguese and Irish business communities present on a topic of their expertise and debate issues with selected panellists from the Network membership and wider business community.



Food & Wine



Energy / Renewables



Pharmaceuticals / Healthcare



IT / Telecommunications

## Membership. Who should be a member?

- Businesses in the **Technology & Telecommunications** sector who see a growth opportunity in either Portugal or Ireland. The network can facilitate collaboration with innovation research centres in both countries.
- **Tourism & Leisure** businesses who could exploit the market potential that results from the similarities and differences of our landscapes, cultures, sports and other leisure activities, capitalising on the ease of access between the 2 countries.
- Businesses in the **Food & Beverage** sector who would like to develop a new overseas market by exploiting the gaps for products that can't or are not being produced in there.
- Businesses in the **Healthcare & Pharmaceuticals** sector.
- **Professional Services** firms that can offer general and specialist advice to companies wishing to enter either market.
- **Any person or company** that would like to be part of a busy, vibrant network of forward looking businesses.



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## Membership. Benefits.

- Attend all events run by the network including exclusive access to certain invite only events
- Marketing presence on the Network's website and documentation
- Opportunity to gain and give Referrals within the network
- Opportunity to launch products and services to the network
- Opportunity to share successes with the network and to learn from others in the network
- Opportunity to associate your brand with a busy, vibrant, purposeful network



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## Corporate Membership

There are many advantages of being a IPBN corporate member, including high profile branding and keynote speakers at events, exclusive access to IPBN Board Director's extensive business connections, presence at Board meetings and many more. See all the benefits details in the chart.

For more information, please contact [arnold.delville@ireland-portugal.com](mailto:arnold.delville@ireland-portugal.com) or (+351) 969 196 055

### 3-Tiered Membership Programme

	Standard	Executive	Corporate
All	€ 100 / € 200 / € 350	€ 1,200	€ 3,500
Events at membership rate	●	●	●
Exclusive access to invite only events	●	●	●
Receive newsletter / Public Release	●	●	●
Get referrals & Intro	●	●	●
Launch new products / services	●	●	●
Sponsorship opportunities	●	●	●
Member Directory Online	●	●	●
IPBN Linkedin group access	●	●	●

#### Executive & Corporate only

Preference for article / success story		●	●
Logo on each events rolls-up		●	● Larger Logo
Logo on newsletter and all communications		●	●
Access to Board Member connection		●	●

#### Corporate only

Principal sponsor at their industry event			●
Guest Speaker at their industry event			●
Choice of other panellists / guests' speakers			●
Own table at their industry event			●
3 company guests free of charge at each event			●
Privilege placement at each event			●
Presence at Board Meetings			●
Annual corporate business lunch with Ambassador and senior members of the Board			●

## Platforms to share and interact with members

The purpose and success of the IPBN is based on promoting and sharing information between its members. We want to give our members the chance to interact, meet and share information as much as possible.

**Share your success stories.**

**Share what you are planning.**

**Tell us about business opportunities.**

We want to help our members growing their business. For that, in addition to the events and other activities, the IPBN have developed the following digital platforms at the disposal of our members.

- **Visit IPBN Web**

Members list available

Past events and agenda of future events & other activities

Blog to post articles, stories, request from members

Advertising opportunities

Visibility for our executive & corporate members

A list of useful business links

- **Regular IPBN Newsletters**

Latest news

New members

Next activities/events

Members stories, news, request

- **Participate in the IPBN Linkedin Group**

- **Subscribe to the IPBN Youtube channel**



## IPBN - Ireland Portugal Business Network

[www.ireland-portugal.com](http://www.ireland-portugal.com)

### Chairman

Tony Boyle

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### Membership & Sponsorship

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### Supported by



Ambasáid na hÉireann  
Embassy of Ireland



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