



## \* ACI WORLDWIDE

### Employees in Ireland: 60

Employees worldwide: 5,000

Established in Ireland: 2006

Head of Irish operations: Martina Power, site leader and director, Software Engineering

► ACI Worldwide, the universal payments company, powers electronic payments and banking for more than 5,000 financial institutions, retailers, billers and processors around the world.

ACI software processes \$13trn every day in payments and secure transactions for more than 250 of the leading global retailers, and 21 of the world's 25 largest banks.

Through its suite of software products and hosted services, ACI deliver a broad range of solutions for payment processing; card and merchant management; online banking; mobile, branch and voice banking; fraud detection; trade finance; and electronic bill presentation and payment.

With it's Irish office in Castletroy, Co. Limerick, the firm is currently expanding its site and increasing the headcount to 100.



## \* AIRBNB

### Employees in Ireland: 200

Established in Ireland: 2013

Head of Irish operations: Aisling Hassell, head of EMEA

► Founded in 2008 by Brian Chesky, Nathan Blecharczyk and Joe Gebbia (pictured), and based in San Francisco, Airbnb is the world's leading community-driven hospitality company and the largest trusted community marketplace for people to list and book unique accommodation in more than 34,000 cities around the world. It is also a convenient way for people to monetise their extra space through property rental.

In 2013, the Airbnb announced plans to establish its European headquarters in Dublin with the creation of 100 jobs. By April 2014, the company announced further plans to significantly increase its presence here with the creation of 100 new roles. Recruitment for these new roles is ongoing.



## \* AFILIAS TECHNOLOGIES

### Employees in Ireland: 150+

Established in Ireland: 2000

Head of Irish operations: Eileen O'Sullivan, chief financial and operating officer

► Afiliias Technologies is the world's second largest domain registry, with more than 20 million names under management. The Irish limited company has its international headquarters in Dublin and sales offices in London and Vancouver.

Afilias was established in 2000 with the launch of the top-level domain registry for .INFO - the most successful of the seven new top-level domains (TLDs) selected by ICANN in 2001. Today, Afilias supports a more diverse base of TLDs than any other registry services provider. Afilias also helped found the dotMobi company, which it now trades as in Ireland, and provided early technical assistance to the company. In 2012, Afilias also acquired Registry Services Corporation.



## \* ALTERA

### Employees in Ireland: 25

Employees worldwide: 3,000

Established in Ireland: 2004

Head of Irish operations: Dermot Hargaden, director

► Headquartered in Silicon Valley, Altera Corporation is a leader in innovative solutions, and has been ever since inventing the world's first reprogrammable logic device in 1984.

Today, Altera has over 3,000 employees in 20 countries and is focused on delivering solutions for customers that address a range of concerns, from power consumption to performance to cost control.

Altera established its Cork operations in 2004 to centralise a number of key functions at one location and in order to achieve greater efficiencies. Today, Ireland is Altera's administrative centre for Europe and Japan and employs 25.



## \* AMAZON

### Employees in Ireland: 450+

**Employees worldwide:** 88,000+

**Established in Ireland:** 2005

**Head of Irish operations:** Jeff Caselden, general manager, Amazon Data Services Ireland

► Amazon.com, a *Fortune 500* company based in Seattle, was founded in 1994 and today is the world's largest online retailer.

Amazon has two main corporate entities in Ireland - Amazon Data Services Ireland, which provides technological support for Amazon's websites, and Amazon CS Ireland, based in Cork, which provides customer service support.

Amazon Data Services Ireland, which opened its doors in Dublin in 2005, is home to a team of engineers and developers who support the design and deployment of Amazon websites. The Kilmainham development centre also hosts an Amazon Web Services (AWS) Developer Support team which provides technical assistance for customers using.

In January 2014, Amazon announced plans to move its Dublin Development Centre from Kilmainham to a new purpose-built 69,000 sq. ft. complex over three floors at Burlington Plaza where it plans to house its 450+ employees.



## \* AMDOCS

### Employees worldwide: 22,000

**Established in Ireland:** 2008

**Head of Irish operations:** Eli Tuson, managing director, Europe

► Amdocs is a market leader in software and services for service providers in the communications, media and entertainment industry. Its customers currently include telecommunications companies such as AT&T, BT Group, Sprint, and O2 Ireland.

Listed on NASDAQ, Amdocs went public in 1998 and recorded \$3.3bn in the fiscal year for 2013. Headquartered in Chesterfield, Missouri, Amdocs is currently led by CEO Eli Gelman (pictured) and has more than 20,000 employees in more than 50 countries.

Eli Tuson has served as managing director of Amdocs in Europe since 2005. Based in Dublin, Tuson manages over 100 personnel in six separate facilities.

## \* AMCS GROUP

### Employees in Ireland: 58

**Employees worldwide:** 188

**Established in Ireland:** 2003

**Head of Irish operations:** Jimmy Martin, CEO

► AMCS Group designs, develops, implements and supports of integrated environmental software and technology for the recycling and waste management industry.

Founded in 2003, the company's systems deliver significant improvements in operational efficiency in areas such as transport and route planning, weighbridge operations and customer contact centres and MRF/EFW sites, whilst the data that the systems generate, provides support for customers wanting to increase recycling and reduce the amount of waste being sent to landfill. AMCS's technology operates globally on over 10,000 collection vehicles at over 700 sites and its software manages over £2bn in revenue transactions each year.

The global head office in Limerick currently houses

an R&D centre with nearly 60 employees and the

company has an ever-growing team dedicated to software and vehicle technology development, support, project management, sales and marketing.



**Pictured:** Jimmy Martin and Austin Ryan of AMCS Group



## \* ANDOR TECHNOLOGY

### Employees in Ireland: 200

**Employees worldwide:** 400

**Established in Ireland:** 1989

**Head of Irish operations:** Conor Walsh, CEO

► Andor Technology was established in 1989 as a spin-out company from Queen's University in Belfast. It operates at the high-value end of the global scientific digital camera market. Andor currently employs over 400 people in 16 offices worldwide and distributes its products to 10,000 customers in 55 countries.

Andor Technology was admitted to LSE's AIM in 2004 and since then it has made a number of acquisitions including Bitplane in 2009 and Photonic Instruments in 2010.

In January 2014, Oxford Instruments, a leading provider of high-technology tools for industry and research, announced the acquisition of Andor Technology. As a result of this acquisition, Andor will focus on growing its existing core markets and will spearhead Oxford Instruments strategic expansion into the nano-bio sector.



## \* AOL

### Employees in Ireland: 150+

**Employees worldwide:** 5,600

**Established in Ireland:** 1997

**Head of Irish operations:** Aengus McClean, head of Global Operations

► AOL is a multinational brand and web services company offering online content, products, and services to consumers, advertisers, publishers, and subscribers worldwide.

Home to a number of well-known consumer brands including *The Huffington Post*, Engadget, TechCrunch and MapQuest and renowned advertising businesses including Advertising.com, ADTECH, Pictela and AOL On, AOL's content sites and products allow more than 250 million visitors around the world access to a collection of journalists, artists and musicians on the web.

AOL has been based in Dublin for the past 16 years and currently employs over 150 people. Dublin is the development hub for AOL European operations and works alongside sister development sites in New York, Dulles, Palo Alto and Frankfurt.



## \* AON

### Employees in Ireland: 600+

**Established in Ireland:** 1997

**Head of Irish operations:** Richard Endersen, CEO

► Headquartered in London, Aon is a world leader in risk management, retail, reinsurance and wholesale brokerage, claims management, specialty services and human capital consulting services.

Aon eSolutions is the technology business of Aon plc. With eSolutions offices in North America, Europe, Asia and Australia, Aon eSolutions provides innovative products, services and solutions to meet the needs of risk and insurance clients. The UK and Ireland account for the largest Aon eSolutions territory outside of the US, with the EMEA headquarters located in London.

Aon eSolutions in Ireland is part of the overall Aon Group, which currently employs 600. In 2013, Aon announced a significant additional investment in its Dublin based Aon Centre for Innovation and Analytics (ACIA) through the creation of 30 new highly skilled roles. The centre is one of only two in the world.



## \* APPLE

### Employees in Ireland: 3,500

**Employees worldwide:** 75,000

**Established in Ireland:** 1980

**Head of Irish operations:** Cathy Kearney, vice president, European operations

► Apple is one of the most established brand names in the world. It designs, manufactures and markets mobile

communication and media devices, personal computers, and portable digital music players, and sells a variety of related software, services, peripherals, networking solutions, and third-party digital content and applications.

Since its inception in 1974, it has grown into one of the biggest employers in Silicon Valley, revolutionised the music and publishing industries, produced worldwide retail sensations in the form of the iPod and iPhone and ensured that Apple computers is one of the most highly

profitable companies in corporate America.

Apple first came to Ireland in 1980, with the backing of the IDA. Its European headquarters and manufacturing plant in Hollyhill, Cork was the company's first base outside of the US.

In the mid-1990s, Apple Ireland was the main production centre for the Mac G3 and the iMac and employed more than 1,900 people. Ireland now serves as a base for Apple Sales International – which manages the company's global distribution and sales of iPads, iPhones, computers; Apple Operations Europe; Apple Operations International; Apple Distribution International; and Apple Operations.

The company is among the largest employers in Munster, employing over 3,000 people. In April 2012, Apple announced plans to hire an additional 500 employees by the end of 2013. With this expansion, it will become a top-five multinational employer in Ireland.

Cathy Kearney is vice president of European operations for Apple, based in Cork. She is credited as the mastermind behind the success of Apple's Irish operations, increasing the company's profits year-on-year.

## \* AVAYA INTERNATIONAL

### Employees in Ireland: 391

Employees worldwide: 14,000

Established in Ireland: 2004

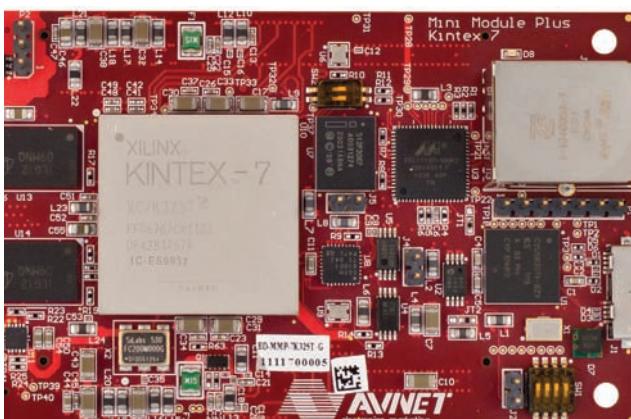
Head of Irish operations: Simon Culmer, managing director, UK and Ireland

► Avaya is a leading global provider of next-generation business collaboration and communications solutions, providing unified communications, real-time video collaboration, contact centre, networking and related services around the world.

Avaya has over 14,000 employees worldwide, with 30 global delivery support centres and over 100 million users.

Avaya entered the Irish market in 2004, when it bought Irish technology firm Spectel for \$103mn. In 2009, Avaya further expanded its Irish operations with the acquisition of Canadian networking equipment player, Nortel Enterprise Solutions.

In 2011, Avaya further strengthened its Irish operations with the launch of a new Galway-based Customer Experience Centre.



## \* AVNET TECHNOLOGY SOLUTIONS

### Employees in Ireland: 20+

Employees worldwide: 5,800

Head of Irish operations: Peader Kane, country Manager

► Avnet Technology Solutions is a global IT solutions distributor of enterprise computing solutions, services, software and hardware. An operating group of Fortune 500 company Avnet Inc. – one of the largest distributors of electronic components, computer products and embedded technology serving customers globally – Avnet Technology Solutions collaborates with its customers and suppliers in the Americas, Asia Pacific, and EMEA, to create and deliver services, software and hardware solutions. Avnet Technology Solutions generated \$10.36bn in annual revenue for fiscal year 2013.

The Group first entered the Irish market through acquisition, of Lyco Limited in the mid 1990s and more recently, in 2008, of Horizon Technology Group Plc, an acquisition that extended Avnet's capability into newer technology areas such as unified communications.

Two former Bell Microproducts executives now head up Avnet's European and Irish operations with former general manager of Bell Microproducts in Ireland, Peader Kane appointed country manager for Avnet Technology System's Irish operations in 2010.



## \* BAE SYSTEMS APPLIED INTELLIGENCE

### Employees in Ireland: 160

Employees worldwide: 2,500+

Established in Ireland: 1998

Head of Irish operations: Martin Sutherland, managing director

► BAE Systems Applied Intelligence, formerly Detica, delivers information intelligence solutions to Government and commercial customers, helping them collect and manage data so they can deliver critical business services more effectively and economically. It also develops solutions to strengthen national security and resilience.

BAE Systems Applied Intelligence's solutions combine large-scale data exploitation, 'intelligence-grade' security and complex services and solutions integration. The company operates in four key domains of expertise: cyber security, financial crime, communications intelligence and digital transformation.

Today, BAE Systems Applied Intelligence has over 2,500 staff in 26 offices serving clients across the UK and Europe, the Americas, Asia Pacific and the Middle East.

## \* CAPITA MANAGED IT SOLUTIONS

### Employees worldwide: 1,030

Established in Ireland: 2013

Head of Irish operations: Ed Brown, managing director

► Capita Managed IT Solutions, part of Capita plc – an international business process outsourcing and professional services company – provides cloud based and infrastructure services and solutions to public, private and third sector organisations and specialist managed services in the education, government, utilities and charities sectors across the UK.

The company partners with leading technology organisations including Microsoft, Citrix, Cisco, VMware, Compuware, Oracle, Dell and HP.

Capita Managed IT Solutions' Irish arm was formed in 2013 when Capita plc acquired Northgate Managed Services (NMS) for £65m. At the time, NMS was headquartered in Newtownabbey, Northern Ireland and had approximately 1,000 employees.

In May 2014, Capita Managed IT Solutions announced that it is to create 400 jobs in a £29.9m investment over the next three years at the company's headquarters in Newtownabbey.



► BT Ireland is the all-island arm of BT Group, the world's oldest communications company. Since its origin in 1846, BT has become one of the world's leading communications services companies with a footprint in over 500 countries.

In the Republic of Ireland, BT is the second largest fixed line wholesale provider in the country by revenue (Comreg, 2013). Its core business here lies in providing networked IT solutions to global multinational corporations, indigenous exporters, government and major enterprises.

In addition to leading the provision of wholesale network services for other communication providers, BT Ireland also operates a commercial data centre campus based across two independent yet interconnected facilities in Citywest in Dublin and an additional facility in Belfast. BT has invested over €60m in the past 10 years to increase the capacity and efficiency of the centre, which is the only specific ISO 20000 and 270001 accredited data centre in Ireland.

BT Ireland recently announced the results of its all-island operation for the first quarter of this year which showed revenue was up 2% at £661.6m. Colm O'Neill, chief executive, BT Ireland said the results reflect BT's continued growth in the Irish market as it added new customers, including a number of global multinational corporations and large indigenous exporters. "We successfully delivered several large projects, whilst in Northern Ireland, the rollout of our world-class fibre network has supported revenue growth as consumer demand for fibre broadband

## \* BT IRELAND

**Employees in Ireland: 3,000**  
**Employees worldwide: 87,800**  
**Established in Ireland: 1997**  
**Head of Irish operations: Colm O'Neill, CEO**

increases. In turn, we continued to manage our costs carefully and invested in our core network to enhance our service and better support our customers."

BT Ireland's Business division increased its revenue following a number of new contract wins within the year, in particular from multinationals and large Irish exporting organisations. Customer contracts signed within the year include Pioneer Investments and Ardagh.

In addition, BT Ireland picked up a number of top industry partner accolades including three Cisco awards – Gold Partner of the Year in Ireland; UK and Ireland Enterprise Partner of the Year; and Global EMEAR Partner of the Year. BT Ireland was also recognised as Avaya's Partner of the Year for a second consecutive year.

"Our significant local presence combined with the BT global networking capability means we are very well placed to meet the requirements of global MNC's and indigenous exporting companies in Ireland. This capability delivered well for us throughout the year and continues to form a major part of our growth strategy for the business," O'Neill adds.

Revenue in BT Ireland's Wholesale business continued to grow despite continued industry challenges with

intensified competition, price erosion and market consolidation. Growth in the wholesale division was underpinned by a number of new and renewed contract agreements as well as Sky Ireland's successful entry into the voice and broadband market. BT Ireland's wholesale agreement with Setanta Sports, the exclusive distributor of BT Sport in the Republic of Ireland further contributed to this growth.

BT's network investment within the year included deploying the first commercial 100GB core network in the Republic of Ireland. In upgrading to 100GB Ethernet technology, BT is now enabling its wholesale customers to provide truly unlimited broadband services to its customers at competitive prices.

In Northern Ireland, BT has contributed further investment in the rollout of its world class fibre network as it undertakes a major new rural broadband improvement project on behalf of the Department of Enterprise, Trade & Investment.

In 2013 in the UK, BT launched its first TV proposition, BT Sport, which attracted over five million customers in its first season. BT Sport is offered free to BT broadband customers across the UK and in the Republic of Ireland, is offered exclusively within the Setanta Sports TV package.

Since its launch, the channel has secured exclusive broadcast rights to major tournaments such as the UEFA Champions League and UEFA Europa League, and secured additional rights to broadcast live coverage of other major events such as Moto GP racing, UFC, NBA basketball and European Cup Rugby. ■

***BT's network investment within the year included deploying the first commercial 100GB core network in the Republic of Ireland***



## \* CISCO

### Employees in Ireland: 300

**Employees worldwide:** 75,000

**Established in Ireland:** 1999

**Head of Irish operations:** Adam Grennan, country manager

► Founded in 1984, Cisco is a worldwide leader in the development of internet protocol-based networking technology. The company supplies solutions to all market segments including public sector, service providers, enterprise and SME.

Cisco has two locations in Ireland - Dublin, which hosts the sales and marketing and finance functions; and Galway, the location of Cisco's unified communications R&D centre.

The R&D centre was established in 2007 and focuses on communication and collaboration software technology for the global market. The team is responsible for global multimedia collaboration products including desktop, tablet, smartphone and web browser applications with a specific focus on instant messaging, voice/video, virtualisation and social media integration.

Adam Grennan has served as country manager for Cisco Ireland for over two years, before which Grennan was Head of Technical Strategy at Cisco Ireland.

## \* COGNEX

### Employees in Ireland: 67

**Employees worldwide:** 1,100

**Established in Ireland:** 2000

**Head of Irish operations:** Paul Eyre, regional sales manager, Northern Europe

► Founded in 1981, Cognex Corporation designs, develops, manufactures and markets machine vision and industrial ID systems, or devices that can 'see'.

Cognex vision and ID systems are used around the world for a wide range of inspection, identification and guidance applications throughout the manufacturing and distribution process. Cognex products include barcode readers, machine vision sensors and machine vision systems that are used in factories, warehouses and distribution centers around the world to guide, gauge, inspect, identify and assure the quality of items during the manufacturing and distribution process. Since its inception, Cognex has shipped more than 900,000 vision-based products, representing over \$3.5bn in cumulative revenue.

Headquartered in Natick, Massachusetts, Cognex has regional offices and distributors located throughout North America, Europe, Asia, Japan and Latin America, with its Irish operations based in Cork.

## \* CITRIX

### Employees in Ireland: 150

**Employees worldwide:** 8,400

**Established in Ireland:** 1999

**Head of Irish operations:** Grace O'Rourke Veitch, country manager

► Citrix is a cloud company that enables IT and service providers build clouds, leveraging virtualisation and networking technologies to deliver high-performance and cost-effective cloud services. With cloud solutions for mobility, desktop virtualisation, networking, cloud platforms, collaboration and data sharing, Citrix products are in use in more than 330,000 organisations and by over 100 million users globally.

A number of Citrix business units operate in Ireland including sales, global IT operations and a technical support team that provides support to partners and end users across the entire EMEA region. In addition, the Dublin site has diversified to include software development activities, online content and customer self-help technology and product and programme activities.

## \* CLEVERBUG

### Employees worldwide: 20+

**Established in Ireland:** 2011

**Head of Irish operations:** Kealan Lennon, founder and CEO

► Cleverbug is the company behind the CleverCards greeting card app that allows you to create and send printed, personalised cards from a mobile device. With integrated mobile technology, social content and a worldwide printing network to create CleverCards, Cleverbug allows customers to send cards to anywhere in the world in a matter of minutes.

Headquartered in Dublin, Cleverbug also has an office in Palo Alto, California and a state-of-the-art printing network that covers the globe.

In January 2014, the company announced that its latest round of funding, led by Delta Partners, had raised €4.4m. With this latest capital injection, Cleverbug plans to significantly increase its staff numbers, with the recruitment of 25 new employees already underway.

## \* CONTINUUM

### Employees in Ireland: 20

**Established in Ireland:** 2002

**Head of Irish operations:** Colin Meagle, founder and managing director

► Founded in 2002, Continuum is a primary ebusiness consulting, web development and web design agency based in Dublin. Specialising in internet-based strategy, services, applications and online marketing solutions, the company counts some of Ireland's biggest brands as clients.

Privately held and founded, Continuum was set up as a partnership model to essentially 'velcro' itself onto its client's company as a digital partner to ensure clients harness the internet to develop new business opportunities that turn into progressive, measurable growth.

Colin Meagle is the founder and managing director of Continuum. A seasoned tech professional, Meagle serves as chief internet advisor to a wide range of ecommerce, financial and process-based internet-focused organisations throughout Europe.

## \* CUBIC TELECOM

**Employees in Ireland: 70+**

**Established in Ireland: 2005**

**Head of Irish operations: Barry Napier, CEO**

► Founded in 2008, Cubic Telecom is Dublin-based leader in the mobile communications industry.

Cubic has evolved from a start-up specialising in voice and data roaming services to a licensed telecoms company providing software-defined network services to more than 500 mobile operators and some of the top *Fortune* 100 OEM manufacturers of smartphones and tablets.

In May 2013, Cubic Telecom announced it was creating 70 new jobs after securing \$5.2m in funding from US telecoms tech giant Qualcomm, ACT Venture Capital, TPS Investments and Enterprise Ireland. Recruitment is ongoing, with the majority of the positions based in Dublin.

Earlier this year, Beijing-headquartered company China Unicom, which boasts over 130 million subscribers, signed a deal with Cubic Telecom to enable machine-to-machine (M2M) devices and OEM wireless connectivity on the Chinese network.



## \* DATAPAC

**Employees in Ireland: 170+**

**Established in Ireland: 1982**

**Head of Irish operations: Patrick Kickham, director**

► Established in 1982, Datapac is Ireland's largest indigenous ICT solutions provider.

With offices in Dublin, Wexford and Belfast, along with a strategic presence in locations including Cork, Galway and Limerick, Datapac provides nationwide coverage to its broad client base, which includes many of Ireland's leading private and public sector organisations, as well as SMEs located throughout the country.

Datapac also partners with leading global technology companies including Cisco, Citrix, EMC, HP, IBM, Microsoft, Sophos and VMware.

In March 2014, Datapac announced that it has been awarded an €11m ICT consumables contract by the Office of Government Procurement. The two year contract, with an option of a further 12 months extension, will allow Datapac to grow its business and create 15 new jobs.

Patrick Kickham leads Datapac's business in Ireland and is responsible for defining and implementing strategies which enable the business to grow consistently and maintain its market leading position.



## \* DATALEX

**Employees in Ireland: 160+**

**Established in Ireland: 1985**

**Head of Irish operations: Aidan Brogan, CEO**

► Voted the 'World's Leading Travel Merchandising Solution Provider' at the 2013 World Travel Awards, Datalex provides e-commerce and retail software solutions to the travel industry. Its partners include some of the world's largest travel retailers, such as Delta Air Lines, JetBlue, Frontier Airlines and Virgin Atlantic.

Founded in 1985, the company is headquartered in Dublin and maintains offices across Europe and the US. Publicly listed on the Irish Stock Exchange, Datalex recently reported a surge in after tax profits for the year to the end of December 2013 while its revenues for the year rose by 18%. The company also signed a number of significant contracts with JetBlue Airways and Virgin Atlantic recently.

Before year end, Datalex plans to open an office in Beijing to directly serve the key Chinese market, while it also continues to invest in its data centre and hosting infrastructure.

## \* DELL

**Employees in Ireland: 2,800**

**Employees worldwide: 108,800**

**Established in Ireland: 1990**

**Head of Irish operations: Liam Halpin, general manager, Ireland**

► Dell Ireland, part of Dell, is a strategic global hub for sales, services and operations, employing over 2,800 people in Limerick and Dublin.

Dell began manufacturing operations in Raheen, Limerick during 1990 with the official opening taking place in 1991. The Limerick operation now employs over 1,000 people and is a strategic global hub and centre of excellence for operations, services and a range of support functions such as HR, legal affairs, IT and finance.

Dell Cherrywood is one of the largest customer centres of its kind in Ireland. It is home to 1,200 employees who are involved in multilingual technical sales and services. It is also an innovative global hub for a range of specialist functions which support Dell's pan EMEA and worldwide customer and technology business.

In late 2013, Dell announced that it planned to create a further 300 jobs in Ireland through its new financial unit, Dell Bank, which aims to provide finance to business customers to allow them to buy Dell products.





## \* DIGIWEB

### Employees in Ireland: 162

Established in Ireland: 1997

Head of Irish operations: Colm Piercy, founder and CEO

► Founded in 1997 and headquartered in Dublin – with additional offices in Cork, Dundalk, Waterford and Belfast – Digiweb is a full-service national communications and managed services provider. It provides nationwide broadband access, enterprise data networks, data centre and web hosting services, managed services and telephony to approximately 100,000 residential, business and public sector customers.

The Digiweb Group now also comprises Smart Telecom which it acquired in 2009. Other acquisitions by the Group include Internet Ireland in 2010 and TalkTalk Ireland and Belgium also in 2010.

In May 2013, Digiweb was estimated to be worth close to €120m following a merger with Viatel, a London-based telecoms operator. The merger with Viatel gives Digiweb access to a large fibre network. It cost Viatel €1.2bn to develop and links 34 European cities over an 8,500km fibre network.



## \* DIONA

### Employees in Ireland: 100+

Established in Ireland: 2012

Head of Irish operations: Graham Stubbs, co-founder and CEO

► Diona was founded in 2012 by Dublin-born Graham Stubbs, Anil Singaraju and John Polakowski.

Headquartered in Ireland with offices in India, the UK, Germany, US, Canada, Dubai and New Zealand, Diona provides innovative mobility solutions and services to global government health and human services agencies.

In April this year, Diona announced it was recruiting 40 high quality new positions following investment of \$5.5m. Already employing 100+ staff with 2013 revenues of €6m, the company is currently recruiting for 40 key roles including software engineering, services and global business support.

## \* DING

### Employees in Ireland: 150

Employees worldwide: 200

Established in Ireland: 2006

Head of Irish operations: Mark Roden, CEO

► Founded by Mark Roden in 2006, ding (formerly ezetop) enables people to send top-ups instantly to friends and family members' mobile phones back home.

After eight busy years in business, ding is now the world's largest international top-up provider with direct connections to 300 mobile operators in 110 countries giving a reach of over three billion phones. Customers can send top-up at ding.com, ezetop.com, on our mobile app and in over 450,000 retail locations around the world

Headquartered in Dublin, ding employs 200 people and has regional offices in Miami, Dubai, Bucharest and Dhaka. In the past three years, ding has delivered \$0.6bn to over 13 million people around the world and manages an average of 80,000 transactions per day.



## \* DISTILLED MEDIA

### Employees in Ireland: 100

Established in Ireland: 2011

Head of Irish operations: Eamonn Fallon, CEO

► Distilled Media is Ireland's largest indigenous online publisher, delivering over three million unique users and 165 million page impressions per month.

Operating some of Ireland's most popular internet brands including Daft.ie, Ireland's largest property website, Boards.ie, Ireland's largest online community, Adverts.ie a local classifieds marketplace for new and used items and TheJournal.ie, an online news publication, Distilled Media was recognised as the fastest growing technology and media company in Ireland at the 2009 Deloitte Fast 50 Awards, and also ranked 8th in the Fast 500 Europe, Middle East and Africa.

Distilled Media, in its current state, was founded by brothers Eamonn and Brian Fallon in 2011. The Fallons originally founded Daft.ie in 1997 as a part-time project while the younger, Brian, was still in school. In 2004 the site's popularity prompted the Fallons to make it a full-time project, which they grew and commercialised for the following four years. In March 2008, Daft.ie bought Property.ie, Ireland's oldest property website. In August of the same year, the brothers took a minority stake in Boards.ie, Ireland's largest community website, which attracts one million users a month. In 2009, Daft.ie acquired one of its competitors in the lettings market, Let.ie and expanded into Northern Ireland.



**Dropbox founders**, Arash Ferdowsi and Drew Houston

## \* **DROPBOX**

### **Employees in Ireland: 60**

**Employees worldwide: 600**

**Established in Ireland: 2013**

**Head of Irish operations:** Johann Butting, sales and operations

► Established in San Francisco in 2007 by Drew Houston and Arash Ferdowsi, Dropbox is a free cloud storage service, allowing over 275 million users in over 200 countries to easily access and share documents, photos and videos from anywhere in the world.

The Dublin office of Dropbox on Hatch Street – which was established in 2013 and Dropbox's first move outside of the US – is focused on supporting and growing the company's EMEA consumer and business users.



## \* **EBAY INC.**

### **Employees in Ireland: 2,500**

**Employees worldwide: 33,500**

**Established in Ireland: 2003**

**Head of Irish operations:** Clare Gilmartin, vice president, UK and greater Europe

► Founded in 1995 in San Jose, California, eBay Inc. is a global commerce platform and payments leader connecting millions of buyers and sellers.

With over 145 million active buyers globally and more than 650 million items listed on the website, eBay is the world's largest online marketplace.

eBay Inc. first established in Ireland in 2003 and currently employs over 2,000 people across its eBay and PayPal facilities located at Blanchardstown in Dublin and Dundalk, Co. Louth. The company's operations in Ireland provide a variety of support functions to its growing customer base across the EMEA region.

## \* **E&I ENGINEERING**

### **Employees in Ireland: 400+**

**Employees worldwide: 650**

**Established in Ireland: 1987**

**Head of Irish operations:** Philip O'Doherty, managing director

► E&I Engineering based in Burnfoot, North Donegal is a manufacturer of bespoke electrical switchgear and distribution products. The company currently exports over 95% of its products. E&I have set up a manufacturing facility in the UAE, as a branch of the PowerBar Limited trading name, to service the Middle East.

The company currently employs 450 staff in Ireland and in the UAE and is focused on building out its sales organisation to service the European market. Recently E&I Engineering announced a \$17m investment to establish its first US operation in Anderson County, South Carolina with the announcement of an additional 250 new jobs for the region.



## \* **EMC**

### **Employees in Ireland: 3,000**

**Employees worldwide: 60,000**

**Established in Ireland: 1998**

**Head of Irish operations:** Bob Savage, vice president and managing director, Ireland

► A Fortune 500 company, EMC is a global provider of IT that enables customers to store, manage, protect and analyse data through cloud computing products and services. The company employs 60,000 people worldwide and is represented by approximately 400 sales offices in 86 countries around the world.

EMC established a presence in Ireland in 1988 with its first manufacturing facility outside of North America in Ovens, Co. Cork, followed by sales offices in Dublin (1990) and Belfast (2005). The Cork facility has become a multi-functional campus and it is the largest manufacturing site of EMC outside of the US. The campus also hosts EMC's International Executive Briefing Centre, Global Solutions Centre, Worldwide Customer Service Centre, VMware Support Services, Software Development and Shared Services functions.

EMC now employs over 3,000 people in Ireland between all EMC sites, including VMware, RSA, and Decho.

In 2013, EMC announced the creation of a further 200 highly skilled jobs and the opening of a new EMC office in Mahon, Co. Cork, as part of a fresh €100m investment in Ireland.

According to Bob Savage, EMC will continue to invest in and expand its operations in Cork as part of its ongoing commitment to the region.



## \* EIRCOM

**Employees in Ireland: 6,500**

**Established in Ireland: 1999**

**Head of Irish operations: Herb Hribar, CEO, eircom Group**

► eircom is the principal provider of fixed-line and mobile telecommunications services in Ireland with approximately two million customers.

The company provides a comprehensive range of advanced voice, data, broadband and ICT services to the residential, small business, enterprise and public sector markets.

eircom is a major contributor to the Irish economy spending €1.3bn annually equating to a daily spend of €5m.

The Group is currently constructing Ireland's largest fibre broadband network that will reach 1.2 million homes and businesses by June 2015.

The network will provide high-capacity connectivity across the country as well as in and out of Ireland.

The first phase of eircom's €1.5bn five

year strategic investment in Ireland's broadband infrastructure was launched by An Taoiseach, Enda Kenny TD in May 2013.

Last year the Group also launched eircom's superfast fibre broadband product, eFibre, and within its mobile division, which operates under the Meteor and eMobile brands, eircom launched a range of range of mobile plans.

The Group also acquired new spectrum licences and over the next five years will spend €350m to roll-out improved 3G services and launch high-speed 4G mobile broadband for customers.

eircom's significant programme of investment continued into 2014, and at the end of June 2014 the fibre footprint had passed 900,000 homes and businesses, putting the company on track to pass 1,000,000 premises during summer 2014

and 1,400,000 premises by 2016, which will provide 70% of all homes and businesses in Ireland access to high speed broadband.

In the first quarter of the year, eircom became one of the first operators in Europe to deploy vectoring technology, which enables broadband speeds of up to 100Mb/s. According to CEO of eircom, Herb Hribar: "We are starting to see the benefit of our investments with some 103,000 customers already taking up our high speed broadband services at the end of March, representing a 13% penetration of the 800,000 premises passed."

He added: "Our 4G roll out is ahead of schedule and now covers 50% of the population in Ireland. Our investment in converged billing platforms enables us to be the only operator to offer a 'quad play' of services, including TV on a single bill."

***The Group is currently constructing Ireland's largest fibre broadband network that will reach 1.2 million homes and businesses by June 2015***



## \* ENGINE YARD

**Employees in Ireland: 30**

Employees worldwide: 130

Established in Ireland: 2011

Head of Irish operations: John Dillon, CEO

► Established in 2006, Engine Yard is a leading cloud application management platform, empowering developers and DevOps to provision, manage, monitor and control applications in the public and private cloud.

The company is backed by Benchmark, New Enterprise Associates, Oracle and Amazon.

Engine Yard currently serves thousands of customers ranging from fast-growing web start-ups to large enterprises in 58 countries and is headquartered in San Francisco, California, with offices in Portland, Tokyo and Dublin.

In 2011, Engine Yard established its EMEA headquarters in Dublin when it acquired Dublin-based PHP PaaS start-up Orchestra.



## \* ETSY

**Employees in Ireland: 167**

Employees worldwide: 500

Established in Ireland: 2013

► Founded in 2005, Etsy.com is one of the world's largest handmade marketplace, offering millions of unique items from sellers in more than 200 countries.

In January 2013, Etsy announced it was establishing its new EMEA HQ in Dublin's Digital Hub with the creation of at least 167 jobs.

The Etsy operation in Dublin targets sellers and buyers of unique handmade and vintage goods, and craft supplies, in the EMEA region, and offers operational support including customer support, seller outreach, engineering, IT, and human resources.

Etsy is funded by a number of high-profile venture capital companies, including Union Square Ventures, Accel Partners and Index Ventures, amongst others.



## \* ERICSSON

**Employees in Ireland: 1,400+**

Employees worldwide: 110,000+

Established in Ireland: 1957

Head of Irish operations: Traoloch Collins, managing director

► Ericsson is the fifth-largest software company in the world and a leader in communications technology and services.

The company has had a presence in Ireland since 1957 and is one of the country's leading providers of telecommunications infrastructure and services. Ericsson currently employs more than 1,400 people across research and development, global services and sales in two geographical locations, Dublin and Athlone.

In May 2014, Ericsson announced plans to expand its Irish operations, with the creation of an additional 120 jobs in 2014. The jobs created encompass software developers, solution architects, consultants and programme managers. A number of these roles are in Ericsson's recently acquired TV business unit, Mediaroom.



## \* ESCHER GROUP

**Employees in Ireland: 63**

Employees worldwide: 169

Established in Ireland: 1989

Head of Irish operations: Liam Church, CEO

► Escher Group has revolutionised and transformed digital point of service solutions throughout the world and has grown into a global presence with offices in Dublin, Boston, Washington, London, Singapore, and South Africa.

Capitalising on the success of its award-winning and first to market messaging platform, Escher Group is a world leader in digital point of service solutions.

Escher boasts a diverse portfolio of innovative and cutting edge technologies, including retail and financial solutions to facilitate secure transactions across any channel; a patented digital communications platform to support eGovernment and Digital City agendas; and a range of mobile commerce solutions designed to drive retail customer acquisition and retention, including mobile wallet, identity, and loyalty solutions.



## \* FACEBOOK

### Employees in Ireland: 500

Employees worldwide: 4,900

Established in Ireland: 2009

Head of Irish operations: Sonia Flynn, managing director, Ireland

► First established in 2004 by Mark Zuckerberg, social networking giant Facebook has become one of the world's most recognised brands in just nine years. As of March 31st 2014, Facebook had 1.28 billion monthly active users and reported revenue for 2013 of over \$7.87bn.

Facebook established its EMEA headquarters – its largest office outside of the company's global headquarters in California – in Dublin in 2009 and has contributed €165.7mn to the Irish economy and supported over 2,000 direct and indirect jobs in Ireland. In February 2013, Facebook announced plans to create a further 100 jobs bringing the total number of employees at the company's Dublin Docklands office to 500.

Sonia Flynn is managing director of Facebook Ireland. She was part of the team that established Google's European headquarters in Dublin and previously worked at ModusLink and Taxback.com.

## \* FINEOS CORPORATION

### Employees in Ireland: 400

Established in Ireland: 1993

Head of Irish operations: Michael Kelly, founder and CEO

► Michael Kelly is founder and CEO of FINEOS Corporation, a privately funded Dublin-based global provider of enterprise software solutions for the financial services industry. FINEOS is one of Ireland's greatest software success stories.

Kelly, a computer applications graduate of DCU, began his career in 1984 with FBD Computer Services. Three years later he set up his own company, RIKEL and two years after that, Kelly moved to the UK to join Paxus, an Australian insurance package software provider that was building a customer base within the UK and Ireland.

In 1993, he founded Managed Solutions Corporation (MSC) to provide consulting and project management services to the international insurance and banking industry. From 1995, he financed and built a team within MSC to develop a new generation of enterprise insurance and banking software. By 1999, MSC had transformed from pure consulting services to become a successful software product solutions company and was re-branded as FINEOS Corporation. FINEOS has grown rapidly and secured contracts with several high profile institutions on a global level.

The company handles €2bn worth of insurance claims a year and has won numerous awards and accolades one of which was Kelly's selection as the Ernst & Young Technology Entrepreneur of the Year in 2001.



## \* FIDELITY

### Employees in Ireland: 500+

Established in Ireland: 1996

Head of Irish operations: Travis Carpico, Ireland president

► Fidelity Investments is an international provider of financial services and investment resources that help individuals and institutions meet their financial objectives. Fidelity has its headquarters in Boston, Massachusetts and has offices in most major cities in the world. Once known primarily as a mutual fund company, Fidelity has adapted and evolved over the years and today that evolution is reflected in its products and services. In addition to more than 300 Fidelity mutual funds, the firm also offer discount brokerage services, retirement services, estate planning, wealth management, securities execution and clearance and life insurance. Fidelity Investments Ireland was established in 1996 as the European offshore development centre for Fidelity Investments and now employs over 500 people at office locations in Dublin and Galway.



## \* FIREEYE

### Employees in Ireland: 200+

Employees worldwide: 2,000+

Established in Ireland: 2013

Head of Irish operations: Sean O'Keeffe, director of support and global escalation

► In 2013, FireEye, a provider of software protection against web and email next-generation security threats, announced it was establishing its EMEA technical support centre in Cork, creating 150 new jobs.

Earlier this year, the security software provider acquired Mandiant in a deal worth an estimated \$1.05bn. In addition, FireEye intends to more than double its Irish workforce by the end of this year.

Initially, FireEye's Irish operations were focused on being a tech support hub here, according to director of support and global escalation, Sean O'Keeffe. However the tech firm saw greater opportunities here and is continuing to scale up its business in Ireland.



## \* FÓNUA

**Employees in Ireland: 250+**

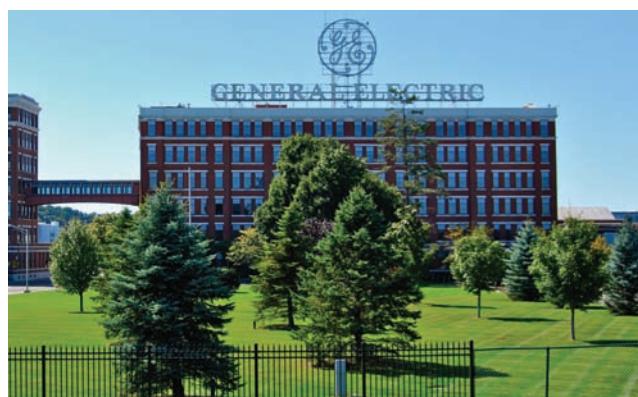
**Established in Ireland:** 1997

**Head of Irish operations:** Fergus De Burca, managing director

► Fónua was founded in Ireland in 1997 and provides solutions for the mobile telecommunications and consumer electronics industries.

With annual turnover exceeding €300m, Fónua ranks in the top 250 companies in Ireland. Customers include blue chip multinational teleco companies as well as major multiples such as Tesco, DSG, HMV, Carphone Warehouse and Harvey Norman.

Fergus De Burca joined Fónua in 2000 and became managing director in 2008. He has overall responsibility for the performance of the Fónua and Fónfix divisions as well as driving growth through the development of the company's service offering and expansion of its customer base.



## \* GE

**Employees in Ireland: 2,200**

**Head of Irish operations:** Karen Curtin, GSB leader, Ireland

► GE first established a presence in Ireland over three decades ago. Since then the company has grown steadily, and over the past decade, that growth has accelerated through a series of acquisitions.

GE International is just one division of GE in Ireland (the others include GE Healthcare, GE Capital European Funding and GE Capital Aviation Services) and has operations in Shannon, Co. Clare. Today, GE employs some 2,200 people across 19 businesses located throughout the country. In January this year, GE announced fourth-quarter 2013 operating earnings of \$5.4bn, with earnings per share of \$0.53, up 20% from the fourth quarter of 2012.



## \* FUJITSU

**Employees in Ireland: 800+**

**Employees worldwide:** 170,000

**Established in Ireland:** 2009

**Head of Irish operations:** Regina Moran, CEO, Ireland

► Fujitsu is among the top five IT solutions providers in Ireland offering a full portfolio of IT products, solutions and services to the public and private sector. Fujitsu is the largest Japanese employer in Ireland, with over 800 employed here. The company manages almost 1.5 million mobile phone subscribers here with 9.2 million text messages and 8.6 million calls daily. Fujitsu also supports 1,000 staff in the Irish Courts Service including 150 members of the Judiciary in 70 locations across Ireland.

Regina Moran CEO, Fujitsu Ireland has been instrumental in growing the business, placing a firm focus on innovation, customer personalisation and commercialisation of R&D programmes in Big Data, eHealth and sensor technology to address future societal challenges.



## \* GLOBAL REVIEWS

**Employees in Ireland: 30+**

**Established in Ireland:** 2014

**Head of Irish operations:** Nicholas Greig, European regional director

► At the beginning of the year, online customer experience intelligence and digital research company, Global Reviews announced the opening of its European headquarters in Cork with the creation of 30 jobs over the next two years. The company will be seeking experienced professionals to join its Cork team, drive company growth and provide digital marketing and sales insights to its top tier clients around the world, working closely with the head office in Melbourne and regional office in London.

According to Nicholas Greig, European regional director: "We chose Cork because of the city's positive energy, the calibre of the local workforce, the fact that we have secured many Ireland-based clients in the insurance, banking and retail ecommerce markets, as well as the ease of access to European markets."



## \* GOOGLE

**Employees in Ireland:** 2,500

**Established in Ireland:** 2003

**Head of Irish operations:** John Herlihy, vice president of global ad operations

► Founded in Menlo Park, California in 1998, it's hard to believe the world's largest 'search' company is only celebrating its sweet 16th in 2014. Similarly, the company's establishment of its EMEA HQ in Dublin's Barrow Street in 2004 proved to be a pinnacle moment for Ireland's reputation as a tech hub and great place to do business. With over 65 nationalities working at its European base, Dublin is now Google's largest operations outside of the US, and is growing year-on-year.

Google has become the flagship for FDI in Ireland and the reputational benefit of Google's choice of Dublin as its EMEA headquarters has undoubtedly proven to be of even greater value than the significant employment value itself. Each announcement of technology investment in Ireland cites Google's presence here as a major influence on their decision to establish a base here.



## \* HUAWEI

**Employees in Ireland:** 50

**Employees worldwide:** 70,000

**Established in Ireland:** 2004

**Head of Irish operations:** Derek Ding, managing director

► Huawei, a global ICT solutions provider, announced in early 2013 that it was opening a new research and development centre spread across two sites in Cork and Dublin. The 50 jobs created will see highly-skilled research professionals contribute a broad range of skills and expertise to the company's global operations.

Commenting on the announcement Derek Ding, managing director of Huawei Ireland, said the centre is a significant commitment to Ireland over the next three years.

"Cork and Dublin were chosen for their well-educated, skilled workforce offering the high-quality of talent needed. Ireland has an open environment for overseas investment and the R&D centre is a perfect fit for our continued growth here."



## \* HEWLETT-PACKARD

**Employees in Ireland:** 4,500

**Employees worldwide:** 176,000

**Established in Ireland:** 1975

**Head of Irish operations:** Martin Murphy, managing director

► Founded in 1939, Hewlett-Packard (HP) is one of the world's largest technology companies, operating in more than 170 countries globally. The company's headquarters is in Palo Alto, California and its portfolio spans printing, personal computing, software, services, and IT infrastructure.

HP Ireland, headquartered in Leixlip, Co. Kildare, runs nine businesses at five sites with over 4,500 employees across the island. The Leixlip facility is a centre of excellence for HP's large worldwide outsourcing contracts. The company also has operations in Ballybrit, Co. Galway, Clonskeagh, Dublin, and Newtownabbey, Belfast. Recently, HP Ireland announced it will grow jobs through an investment in OpenStack cloud services at its new facility in Ballybrit.



Hubspot founder,  
Dharmesh Shah

## \* HUBSPOT

**Employees in Ireland:** 85

**Employees worldwide:** 700

**Established in Ireland:** 2013

**Head of Irish operations:** Jeetu Mahtani, managing director

► HubSpot was founded in 2006 as a result of a simple observation: people have transformed how they live, work, shop, and buy, but businesses have not adapted. This mismatch led to the creation of HubSpot's vision for the inbound experience and to develop HubSpot's platform to support it. HubSpot's integrated set of applications allow businesses to attract, engage, and delight customers by delivering inbound experiences that are relevant, helpful, and personalised. HubSpot's vision and platform has seen increasing demand in International markets and that resulted in the launch of its European HQ in Dublin in January 2013. The Dublin operation under the leadership of its MD, Jeetu Mahtani, has grown fast with all functional departments in place including sales, marketing, consulting, account management, support, engineering, and people operations.



## \* IBM

### Employees in Ireland: 3,000

Employees worldwide: 434,246

Established in Ireland: 1956

**Head of Irish operations:** Peter O'Neill, country general manager

► IBM, an American tech and consulting corporation, with headquarters in New York, was founded in 1911 as the Computing Tabulating Recording Company through a merger of three companies.

IBM in Ireland is one of the country's leading providers of advanced technology products, services, and expertise. IBM Ireland first opened in an office at the Shelbourne Hotel in 1956.

Today, IBM Ireland comprises a workforce of over 3,000 employees working across a broad range of businesses and locations.

These include: IBM Ireland, which has nationwide responsibilities for delivering sales, marketing and services across the Irish market; a technology campus in Mulhuddart, Dublin, which hosts IBM's globally integrated international missions, delivers services, manufacturing, research and software development, together with laboratories in Cork and Galway, for the world market; and IBM's European sales and services support centres based in Blanchardstown, Dublin, which delivers to the European market. In addition, IBM Research Ireland conducts research in collaboration with top universities, cities, and industry partners.

## \* INTERCOM

### Employees in Ireland: 30+

Established in Ireland: 2011

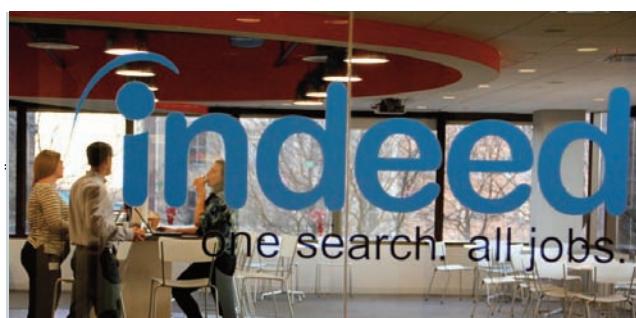
**Head of Irish operations:** Ciaran Lee, co-founder and CTO

► Founded by four Irishmen in 2011 - Eoghan McCabe, Des Traynor, Ciaran Lee and David Barrett - Intercom is a customer communication company that offers simple, personal messaging services for online businesses and their customers.

With offices in Dublin and San Francisco, Intercom provides a single, integrated platform for the whole company to use for support, marketing, product, sales communication and more.

So far, the company has raised over \$30m in venture capital funding and is backed by leading investors, The Social+Capital Partnership; Bessemer Venture Partners; Biz Stone, co-founder of Twitter and Jelly Inc; and Andy McLoughlin, founder of Huddle.

The company also counts some of the largest tech companies in the world amongst its clients, including Hootsuite, HubSpot, Rackspace, Yahoo! and Visual.ly.



## \* INDEED

### Employees in Ireland: 100

Established in Ireland: 2012

**Head of Irish operations:** Claire O'Rourke, client services regional director, EMEA

► In March 2012, Indeed opened its EMEA headquarters in Dublin, and has expanded from one to 100 employees since its establishment here.

Indeed launched in 2004 as the original search engine for jobs and is now available in more than 50 countries and 28 languages. The Irish operation is now Indeed's largest outside of the US and employs over 100 staff from 10 different countries.

Indeed attracts more than 100 million unique visitors per month and is the number one job site in a growing number of countries, including Canada, France, Italy, Japan, the Netherlands, South Africa, the UK and the US and leads worldwide in mobile job search.

The Irish operation has grown more rapidly than anticipated and the growth of the firm here is being attributed to the talent, ambition and drive of the Irish workforce.



## \* JAM MEDIA

### Established in Ireland: 2002

**Head of Irish operations:** John Rice, CEO

► With offices in Dublin and Belfast, animation company JAM Media was established in 2002 by three animators, John Rice, Alan Shannon and Mark Cumberton.

Since its inception, JAM Media has created a number of award-winning TV series and short animations, including the BAFTA, IFTA and Royal Television Award winning CBBC series Roy, which centres around an 11-year-old cartoon boy living in the real world with real people.

The company also develops in-house software such as Headhunter which allows for photographs to be superimposed onto content. This has been utilised in one of JAM's other award-winning animated series, Picme, which is screened globally through children's network Nickelodeon.

## \* INTEL

**Employees in Ireland: 4,500**

**Established in Ireland: 1989**

**Head of Irish operations: Eamonn Sinnott, Intel Ireland general manager**



► Since locating its technology campus in Ireland in 1989 and beginning hardware production the following year, Intel has invested over €7bn in its 360-acre former stud farm in Leixlip, turning it into the most technologically advanced industrial location in Europe.

The campus is one of Intel's highest-volume manufacturing sites in the world. Earlier this year, Intel Ireland general manager, Eamonn Sinnott hosted An

Taoiseach, Tanaiste, the Minister for Jobs, Enterprise and Innovation and Intel president, Renée James to witness the progress of Intel's \$5bn campus upgrade, the largest private investment in the history of the Irish State.

"The combination of the pro-business environment which the Irish government has created together with this investment of \$5bn in Intel Ireland have resulted in the creation of a technology campus in Leixlip

that is now readying itself to produce some of our most advanced products," Intel president, Renée James said.

An Taoiseach Enda Kenny TD acknowledged the significant contribution of Intel to Ireland, both in economic terms and for sending out a signal to the world of Ireland's attractiveness as a place for investment and further endorsement of Ireland as a tech hub that has the skills and growth potential to drive a sustainable future.

***Intel's \$5bn campus upgrade is the largest private investment in the history of the Irish State***



## \* KEMP TECHNOLOGIES

**Employees in Ireland:** 80

**Established in Ireland:** 2011

**Head of Irish operations:** Marguerite O'Grady, general manager, EMEA

► Headquartered in New York with significant operations in Limerick, Munich and Singapore, KEMP Technologies is a leading provider of load balancers and application delivery controllers, enabling clients to optimise their e-commerce and online traffic capabilities, such as online banking, email, web and cloud-based applications.

Established in 2000, KEMP has had a presence in Ireland since 2011, when it opened its EMEA headquarters in Limerick. The Limerick office is now exporting into emerging markets such as Japan, Russia, India, China and South Africa and works with clients ranging from *Fortune* 100 companies to SMEs and public sector clients.

In April 2014, KEMP announced plans to create a further 50 high-end tech jobs in Limerick, bringing its total workforce there to 80.



## \* LINKEDIN

**Employees in Ireland:** 450

**Employees worldwide:** 5,400

**Established in Ireland:** 2010

**Head of Irish operations:** Ariel Eckstein, managing director, EMEA

► LinkedIn operates the world's largest professional network on the internet with more than 300 million registered users, including executives from every *Fortune* 500 company, in over 200 countries and territories.

LinkedIn opened an international headquarters in Dublin in 2010 to support the growth of the company's EMEA operations through a range of activities including marketing, sales, finance and customer service. Some 450 people now work at LinkedIn in Dublin, representing around a tenth of the company's global full-time employees and the firm recently announced plans to move to a larger premises to accommodate employee growth in Ireland.

The company is publicly held and headquartered in Mountain View, California.



## \* KINGSTON TECHNOLOGY

**Employees in Ireland:** 40

**Employees worldwide:** 4,000

**Established in Ireland:** 1997

**Head of Irish operations:** Ann Keefe, regional director, UK and Ireland

► Kingston Technology is one the world's largest independent manufacturers of memory products for desktops, laptops, servers, printers, and Flash memory products for PDAs, mobile phones, digital cameras, and MP3 players.

Kingston is headquartered in Fountain Valley, California with key operation centres in Europe and Asia. To meet growing demand in Europe and the Middle East, Kingston established its European headquarters in London in 1996.

In 1997, Kingston established a strategic turnkey logistics hub in Dublin to support Kingston's OEM customers in Europe and established its Far East facility in Hsin-Chu, Taiwan.

The company currently employs over 4,000 people worldwide, 40 of which are based in Dublin.



## \* MICROSOFT

**Employees in Ireland:** 1,900

**Established in Ireland:** 1985

**Head of Irish operations:** Cathriona Hallahan, managing director, Ireland

► Microsoft Ireland Operations Limited is a subsidiary of Microsoft that is responsible for sales, distribution, and marketing software globally from its offices in Dublin.

Microsoft, the world's biggest software company, entered the Irish market by establishing a manufacturing facility in Dublin in 1985. This facility and three others in Dublin, including a 'mega data centre', now employ nearly 1,200 staff directly and about 700 full-time contract staff.

Since 2012, the company has invested nearly €300m in its facilities in Dublin. While in June 2014, Microsoft lodged an application to build a new 35,000 sqm development in Leopardstown, which is expected to employ around 200 construction workers and will allow the company to expand its European headquarters head count to 2,200.



## \* MOBILE RESEARCH SOLUTIONS (PARKBYTEXT)

**Employees in Ireland: 7**

**Established in Ireland: 2010**

**Head of Irish operations:** Head of Irish operations:  
Jim Moore, CEO

► Mobile Research Solutions, trading as parkbytext, is Ireland's leading mobile parking operator which provides convenient, cashless and cost effective parking by text, IVR, phone, app and web.

parkbytext facilitates drivers to pay for their parking in over 200 car parks in Ireland, the UK and the USA. Clients include Irish Rail, NCPS, Limerick Institute of Technology and Dundalk IT. parkbytext have partnered with Laz Parking, the third largest parking operator in the USA and with Parkeon, an international leader for parking equipment solutions in the UK under a white-labelled brand called Whoosh!

Adapting to consumer behavioural changes, 2013 saw a 20% uptake in the parkbytext app and a 33% increase in their customer base.



## \* MOVIDIUS

**Employees in Ireland: 15**

**Established in Ireland: 2005**

**Head of Irish operations:** David Moloney, founder  
and CTO

► Movidius, the mobile vision processor company, designs high-performance, ultralow power vision processor chips, reference designs, software and development tools to revolutionise computational imaging and computer vision on mobile devices such as smartphones, tablets, electronic eyewear and consumer robotics.

Movidius – established in 2005 – is headquartered in San Mateo, California and operates development centers in Dublin and Timisoara in Romania.

The company is a venture-backed with investors including: AIB Seed Capital Fund, Atlantic Bridge, Capital-E, DFJ Esprit and Robert Bosch Venture Capital. Earlier this year, Google announced that it had chosen Movidius' Myriad 1 vision process platform to power 'Project Tango', Google's plan to install intelligent vision-based applications using advanced 3D sensors in smart phones.



## \* MONEYMATE

### Employees in Ireland: 81

**Established in Ireland: 1991**

**Head of Irish operations:** Paul Fawsitt, CEO

► MoneyMate is a specialist provider of investment product information management services to global asset managers. Headquartered in Dublin, MoneyMate also operates offices in London, New York, Boston, Milan and Stockholm.

Since 1991, MoneyMate has been working with industry leaders to deliver a range of value-added research and investment data services. The business began in the research area, when it developed quantitative fund data, analysis and reporting tools for the funds industry in Ireland, Italy, Sweden and South Africa. It then went on to develop a range of data management applications to source and validate the data required for the analytics software.



## \* NOVELL

**Employees in Ireland: 97**

**Established in Ireland: 1995**

**Head of Irish operations:** Norman Rohde, vice  
president, sales for EMEA

► Novell, now a subsidiary of The Attachmate Group, is a global software provider that designs, builds and innovates technologies that make people more productive and work environments more secure and manageable.

Novell commenced operations in Ireland in 1995. Since then the company has centralised a number of its EMEA operations in Ireland, including software localisation, manufacturing, distribution, financial control, treasury and the sales operation for Irish customers and partners. The Dublin Financial Shared Services Centre supports all Novell businesses in the EMEA markets directly contributing to the success of the Group's 1,000+ staff in the region.



## \* OPENET

**Employees in Ireland: 618**

**Employees worldwide: 960**

**Established in Ireland: 1999**

**Head of Irish operations: Niall Norton, CEO**

► Headquartered in Dublin, Openet is a provider of high-performance transaction management software to telecommunications and media service providers worldwide, such as Meteor, Vodafone and Orange. More than 80 of the world's largest service providers in 30 countries currently use Openet's high performance software.

In September 2013, Openet was named European Entrepreneur of the Year at the 2013 Tech Growth Summit in Berlin, Germany. The company has also previously been named Ernst & Young Entrepreneur of the Year (Ireland) in 2011.

Niall Norton has been CEO of Openet since September 2006. Prior to joining Openet, he was chief financial officer and corporate secretary of Telefónica Ireland from 2001 to 2004.



## \* ORACLE

**Employees in Ireland: 1,094**

**Established in Ireland: 1997**

**Head of Irish operations: Paul O'Riordan, country leader, Ireland**

► Oracle is one of the world's largest software producers. It operates in three segments: software, hardware systems and services. Its operations include database development, customer relationship management, supply chain management, and enterprise resource planning.

Oracle was established in Ireland in 1997 and employs over 1,000 people across several key international business divisions.

Oracle's EMEA region includes countries from Ireland to Saudi Arabia and accounts for one third of the company's total revenue. This region's headquarters are located in Dublin. Oracle also operates a site in Belfast.

Paul O'Riordan is manager of Oracle Ireland, where he oversees a broad range of public sector and commercial customers. O'Riordan joined the company's consulting business in 2002. He started his career with Accenture's financial services practice and has held senior roles with Horizon Technology Group and Irish Distillers.



## \* PAYPAL

**Employees in Ireland: 2,050**

**Established in Ireland: 2003**

**Head of Irish operations: Louise Phelan, vice president of Global Operations, EMEA**

► PayPal is one of Ireland's largest multinational employers. It employs more than 2,000 people in its EMEA Centres of Excellence in Dublin and Dundalk. It expects to grow this to more than 2,500 by 2015.

With 148 million active accounts in 193 markets and 26 currencies around the world, PayPal is operating at the heart of the most important innovations in money and commerce.

PayPal, as part of eBay Inc., has recently been placed in the top 10 large workplaces in Ireland's 2014 Great Places to Work awards. PayPal's Louise Phelan was also named The Most Trusted Leader in Ireland in these prestigious awards.

Innovation is key to PayPal and company is constantly adapting to the changing world, creating new technologies and apps that allow people to shop and pay anytime, anywhere and on a host of different devices, from home computers to smartphones to games consoles.



## \* PAYPOINT NETWORK

**Employees worldwide: 620**

**Established in Ireland: 2003**

**Head of Irish operations: Dominic Taylor, CEO**

► PayPoint is an international provider of convenient payments and value-added services to major consumer service organisations in the energy pre and post-payment, telecoms, cable, housing, waste collection, media, financial services, transport, retail, e-commerce, and public sectors.

PayPoint commenced trading in the UK in 1996 initially collecting cash payments for household bills and services through its network of convenience retailers. In 2003, the ESB signed an agreement with PayPoint to give their customers the option of paying their bill or buying their electricity tokens at PayPoint. Consequently PayPoint rolled out a new network of agents in the Republic of Ireland to collect these payments.

PayPoint is available across Ireland and in addition to over 800 established outlets in the north, over 500 agents provide the service to over 100,000 customers per week in the south of Ireland.



## \* PCH INTERNATIONAL

### Employees in Ireland: 80

Employees worldwide: 4,500

Established in Ireland: 1996

Head of Irish operations: Liam Casey, founder and CEO

► PCH offers product development and supply chain management services to a diverse range of customers, from Fortune 500s, to entrepreneurs and start-ups.

PCH was founded in 1996, and is headquartered in Cork. The company's product innovation hub, Lime Lab, and its hardware start-up incubator, Highway1, are based in San Francisco, California.

They serve customers globally, as does PCH Access, focused on providing robust supply chain services to start-ups around the world.

In January 2014, PCH acquired ShopLocket, an ecommerce platform for entrepreneurs. PCH also has significant manufacturing, packing and fulfillment operations in China, and retail distribution channels through its subsidiary TNS Distribution based in Dublin.



## \* PHILIPS ELECTRONICS

### Employees in Ireland: 67

Head of Irish operations: Celestine O'Reilly, managing director, Ireland

► Philips Electronics is one of the world's biggest electronics companies. It is a global leader in colour television sets, lighting, electric products, medical diagnostic imaging and patient monitoring, and one-chip TV products. The company has nearly 170,000 employees in more than 60 countries and are active in the areas of lighting, consumer electronics, domestic appliances, semiconductors, and medical systems.

With its head office in Leopardstown, Dublin, Philips Electronics Ireland operates in three sectors – healthcare, lighting and consumer lifestyle and has been managed by Celestine O'Reilly for the past 24 years.

## \* PRAMERICA SYSTEMS IRELAND

### Employees in Ireland: 1,060

Employees worldwide: 1,100

Established in Ireland: 2000

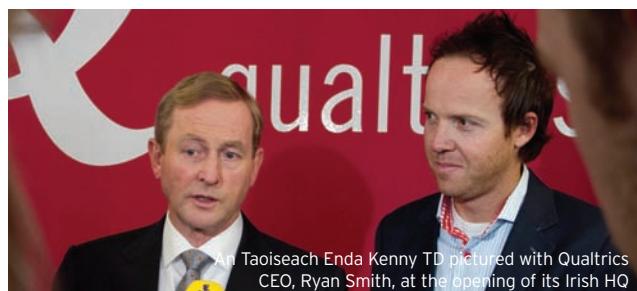
Head of Irish operations: Caroline Faulkner, senior managing director and CIO

► Pramerica Systems Ireland – the largest employer in northwestern Ireland – is a business and technology operations subsidiary of US-based Prudential Financial Inc.

Located in Letterkenny, Co. Donegal, Pramerica provides software development, quality assurance testing, business processing, back-office support, professional services and contact centre support to Prudential. Established in 2000 with 88

employees, Pramerica has since grown into a multifunctional global business solutions centre with more than 1,000 employees under the leadership of its senior managing director and chief information officer, Caroline Faulkner.

A member of the management team that founded Pramerica, Faulkner now oversees the delivery of software and contact centre services to Prudential's business units and corporate center functions.



## \* QUALTRICS

### Employees in Ireland: 50

Employees worldwide: 350

Established in Ireland: 2013

Head of Irish operations: Dermot Costello, head of sales, EMEA

► Qualtrics is an enterprise survey technology provider, making it easier for clients to capture real-time customer, market and employee insights that inform data-driven business decisions.

Founded in 2002, Qualtrics currently has over 5,000 customers in 75 countries, including 97 of the top 100 business schools and 1,300 colleges and universities worldwide. In 2012, Qualtrics received a \$70m investment from Accel Partners and Sequoia Capital, the largest ever joint investment undertaken by the two firms. In 2013, the company was named one of 'America's Most Promising Companies' by *Forbes*.

The company opened its first international office in Dublin in 2013 and currently employs 50 with plans to increase that to 100 over the next 12 to 18 months.



## \* QUANTCAST

**Employees worldwide:** 400

**Established in Ireland:** 2013

**Head of Irish operations:** Phil Macauley, EU managing director

► Quantcast is a digital advertising company specialising in audience measurement and real-time advertising and currently employs over 400 people in San Francisco, New York, Chicago, Atlanta, Los Angeles, Boston, Detroit, Dallas, London, Dublin, Paris and Munich.

Headquartered in San Francisco, Quantcast directly measures more than 100 million web destinations, collects well in excess of one trillion new data records every month and continuously processes as much as 30 Petabytes of data every day for the world's leading advertisers and top 10 media agencies.

The company opened its EMEA Operations Centre in Dublin in March 2013 and announced plans to create more than 100 jobs over a two-year period.



## \* SAMSUNG

**Employees worldwide:** 236,000

**Head of Irish operations:** Gary Twohig, general manager, Ireland

► Founded in 1938, Samsung is the largest technology company in the world (based on annual sales).

The company is a global leader in creating innovative consumer electronics, including televisions, smartphones, personal computers, printers, cameras, home appliances, LTE systems, medical devices, semiconductors and LED solutions.

Samsung employs 236,000 people across 79 countries with annual sales in excess of \$180bn.



## \* REALEX PAYMENTS

**Employees in Ireland:** 150

**Employees worldwide:** 175

**Established in Ireland:** 2000

**Head of Irish operations:** Colm Lyon, founder and CEO

► Realex Payments is one of Europe's largest and fastest growing online payment gateways, providing a range of payment processing services for businesses selling online and processing payments valued in excess of €24bn per annum on behalf of 12,500 retailers.

Founded in 2000 in Dublin, Realex Payments has some of the world's leading brands. The company also partners with financial institutions and provides managed gateway services for large retailer bases.



## \* SAP

**Employees in Ireland:** 1,200

**Employees worldwide:** 55,000

**Established in Ireland:** 1997

**Head of Irish operations:** Liam Ryan, managing director

► With offices in over 120 countries, over 55,000 employees, and revenues in excess of €12bn, SAP is the world's largest provider of business software.

SAP's operations in Ireland play a key role in the SAP Group, employing over 1,200 people across three sites in Dublin and Galway. The Dublin organisation focuses on the provision of global support, research and development, inside sales, and IT shared services. SAP's operation in Galway is a service and support centre, with teams involved in cloud computing, multilingual support and technical writing.

Some seven out of the top 10 Irish plc companies use SAP solutions, including AIB, Ryanair, Elan, Glanbia and CIÉ with 30,000 people in Ireland logging onto a SAP installation every day.



## \* SAS

### Employees in Ireland: 25

Employees worldwide: 13,672

Established in Ireland: 1998

Head of Irish operations: John Farrelly, general manager

► Founded in 1976, SAS is the leader in business analytics software and services, and the largest independent vendor in the business intelligence market.

Through innovative solutions, SAS helps customers at more than 70,000 sites improve performance and deliver value by making better decisions faster.

The company currently employs more than 13,000 across 400+ offices worldwide and had an annual revenue for 2013 of over \$3bn.



## \* STRIPE

### Established in Ireland: 2013

Employees worldwide: 131

Head of Irish operations: Patrick and John Collison, co-founders

► Founded in 2009 by Irish brothers, Patrick and John Collison, Stripe is a developer-friendly way to accept payments online and in mobile apps.

Headquartered in San Francisco, the company now allows US and European businesses to accept payments in 135 currencies, processes billions of dollars a year and also has an office in London.

Among the business giants that have invested in Stripe are Peter Thiel, an early investor in Facebook who also sits on its board of directors; Elon Musk, who co-founded PayPal and sold it to eBay for \$1.5bn in 2002; Andreessen Horowitz, a Californian VC firm with close to \$1bn in funds; and Sequoia Capital.

In 2012, SecondMarket.com listed Stripe as ranking alongside Pinterest as one of Silicon Valley's rising stars, giving it an informal valuation of \$1bn and the Collison brothers were listed in the Forbes 30 under 30 in tech.



## \* STORYFUL

### Employees in Ireland: 38

Established in Ireland: 2010

Head of Irish operations: Mark Little, CEO

► Storyful – headquartered in Dublin but with offices in New York and Hong Kong – is a social media news agency that aims to connect content creators with trusted newsrooms around the world.

The company was founded by former RTE foreign correspondent Mark Little in 2010 to help journalists, broadcasters and publishers filter breaking news and trending stories from 'the noise' of social media.

In December 2013, Storyful was acquired by News Corp. for €18m, but remains an independent division with the intention of maintaining Storyful's clients, including *The New York Times*, in both news and advertising.



## \* SUNGARD

### Employees worldwide: 13,000

Head of Irish operations: Brendan Farrell Jr., executive vice president

► SunGard is one of the world's leading software and tech services companies, with annual revenue of about \$2.8bn. SunGard provides software and processing solutions for financial services, education and the public sector and serves approximately 16,000 customers in more than 70 countries and has more than 13,000 employees. In December 2012, SunGard acquired XcitekSolutionsPlus, LLC (XSP), a global leader in end-to-end corporate actions automation. After 17 successful years, XSP's founder and CEO, Brendan Farrell Jr., sold the company. XSP was already considered a leading provider of automated corporate actions processing solutions and becoming part of SunGard helps XSP grow its global footprint and further enhance its offering.



## \* SYMANTEC

**Employees in Ireland: 200+**

Employees worldwide: 20,000

Established in Ireland: 1991

Head of Irish operations: Matthew Ellard, senior vice president, EMEA

► As the fourth largest independent software company in the world, Symantec has operations in more than 50 countries with 99% of *Fortune's* global 500 companies using Symantec's solutions.

Symantec provides security, storage and systems management solutions to help customers - from consumers and small businesses, to the large global organisations - secure and manage their information and protect against risks.

Symantec was founded in 1982 and now has more than 20,000 employees worldwide.

In July 2013, the company announced plans to create 400 new jobs at a new customer management in Dublin to accompany its existing Irish operations in Blanchardstown.



## \* TERADATA

**Employees in Ireland: 50**

Employees worldwide: 8,600

Established in Ireland: 2011

Head of Irish operations: Peter Mohan, EMEA regional controller

► Teradata Corporation is a provider of analytic data platforms, applications, and services to results-oriented IT and business leaders. Teradata provides businesses with a single, integrated view of their data and by collecting all business knowledge in one place, enabling businesses to drive effective decision-making.

Established in 1979, Teradata has nearly 10,000 employees based in 42 countries, with offices across the Americas, Europe, the Middle East, Africa, and Asia Pacific. Its global headquarters are located in Dayton, Ohio.



## \* SYSNET GLOBAL SOLUTIONS

**Employees in Ireland: 55**

Employees worldwide: 165

Established in Ireland: 1989

Head of Irish operations: Gabriel Moynagh, CEO

► Established in 1989, Sysnet Global Solutions builds and supports mutually beneficial relationships between SMBs and their financial institutions through the provision of SMB focused products ranging from security tools such as anti-virus and firewalls to secure website building technology.

Some of the world's largest financial organisations use Sysnet's solutions, which includes its award-winning, compliance management and customer engagement solution, Sysnet.airTM.

Headquartered in Dublin, with offices in Atlanta, Salt Lake City, London, Cape Town, Kiev, and Hyderabad, Sysnet has clients in more than 40 countries globally and over 800,000 businesses use its compliance management solution. The majority of Sysnet's senior management team are based in Dublin, as are many of its key functions.



## \* TERMINALFOUR

**Employees in Ireland: 62**

Employees worldwide: 72

Established in Ireland: 1997

Head of Irish operations: Piero Tintori, CEO and founder

► TERMINALFOUR is a provider of digital engagement and web content management solutions to the global higher education sector. It enables universities and colleges to drive student recruitment, retention, alumni fundraising and research promotion by maximising their digital and content strategies.

Headquartered in Dublin with sales offices in Boston, London and Sydney, it has hundreds of enterprise level clients throughout the world. While 85% of the company's new business revenue is generated from international sales, its Irish operation is still the nucleus for all R&D, operational, project management and marketing activities.

TERMINALFOUR's ambitious growth targets are spearheaded by CEO and founder, Piero Tintori.



## \* THREE

### Employees in Ireland: 450

Employees worldwide: 250,000 (HWL)

Established in Ireland: 2005

Head of Irish operations: Robert Finnegan, CEO, Ireland

► Launched in Ireland in 2005, Three became the first mobile network in the country to launch mobile broadband, introduce innovative price plans and 'All You Can Eat Data'.

In June 2013, Three entered into an agreement with Telefonica to buy its O2 business in Ireland.

Three is 100% owned by Hutchison Whampoa Ltd (HWL), a renowned multinational conglomerate committed to innovation and technology. Its diverse businesses employ over a quarter of a million people in 52 countries worldwide and operations range from some of the world's biggest port operators and retailers, to property development and infrastructure, to innovative telecommunications and data services.

HWL has so far invested over €1.bn in the Three Irish business. This, together with the purchase of O2 Ireland and the planned investment of €300m to build a 4G network over the next three years, will bring HWL's total investment in Ireland to circa €2.bn.



## \* TOTALMOBILE

### Employees in Ireland: 120

Established in Ireland: 1985

Head of Irish operations: Colin Reid, chief executive

► Established in Belfast in 1985, TotalMobile works as part of the parent company Consilium Technologies who employ over 100 people across Northern Ireland, the UK and North America.

The company produces the TotalMobile App Platform, which helps organisations work smarter and become better by simplifying the ways in which mobile workers can access and use information. The latest version of the product runs on all the most popular devices, including: BlackBerry, Windows, iPhone, iPad, Android phones and tablets.

## \* TRANSAS MARINE

Established in Ireland: 2003

Employees worldwide: 2,000+

Head of Irish operations: Noel Gleeson, director

► Transas Marine is a Transas Group company, with headquarters located in Gothenburg, Sweden.

Transas Marine offers customers state-of-the-art navigation, simulation, vessel traffic and port management solutions, backed up by a worldwide service and support network.

The company's products include: integrated onboard and onshore systems, marine and aviation equipment, flight simulators and training devices, safety systems, geo-information systems, unmanned air and floating vehicles, and solutions for education, all of which are used in over 130 countries around the world.

Transas announced plans to set up an international headquarters in Cork in 2003, which makes up one of the Group's 23 offices globally.

## \* TRILOGY TECHNOLOGIES

### Employees in Ireland: 1998

Head of Irish operations: Edel Creely, Group managing director

► Headquartered in Dublin, Trilogy Technologies is one of Ireland's leading independent ICT providers.

Trilogy offers advanced managed services and a full range of ICT solutions including, cloud computing solutions and services, virtualisation and storage solutions, database management and security services.

In April 2014, Trilogy announced plans to create an additional 30 jobs in Ireland and the acquisition of B2Lateral in central London from where Trilogy will drive its UK presence. This is the company's first office overseas which employs 20 people.

## \* TRUSTEV

### Employees in Ireland: 19

Established in Ireland: 2013

Head of Irish operations: Pat Phelan, CEO

► Trustev provides real-time, online identification verification to help online merchants know with certainty who they are doing business with and therefore eliminate the possibility of fraud.

Founded in 2013 by Pat Phelan and Chris Kennedy, Trustev was built to solve a problem that the founders had been exposed to during their time working in global telecoms.

Headquartered in Cork and with an office in Dublin and also New York, Trustev recently took home the top prize in the start-up accelerator competition at SXSW in Austin, Texas. It was also named one of the 'hottest global start-ups of 2013' by *Forbes* magazine.

Phelan recently moved to New York to oversee the company's growth and expansion in the US. At the end of 2013, Trustev closed seed funding of €2.5m and the tech firm is expected to announce a new investor in the near future. With more than 15 years experience in global technology and ecommerce, Phelan has won a number of awards for his innovative approach to business, including the IIA Net Visionary Award (2008). It was his own negative experience with online fraud as an ecommerce merchant that led him to develop technologies to address this drain on revenues.



## \* TWITTER

**Employees in Ireland: 150+**

Employees worldwide: 3,000

Established in Ireland: 2011

Head of Irish operations: Stephen McIntyre, managing director, Ireland

► Founded in March 2006 by Jack Dorsey, Evan Williams, Biz Stone and Noah Glass, social media giant Twitter currently has 255 million monthly active users, who generate 500 million tweets a day, and handles over 1.6 billion search queries per day. In 2013 Twitter was one of the 10 most-visited websites, and has been described as 'the SMS of the internet'.

In 2011, the company announced plans to establish its European headquarters on Pearse Street, Dublin, and in under four years the company has doubled and tripled its workforce here. In September 2013, Twitter announced plans to expand its workforce with the creation of 100 new jobs across multiple business functions including sales, HR, finance and marketing, with recruitment ongoing.

Twitter head of operations in Ireland is Stephen McIntyre as director of EMEA online sales and operations.



## \* VERSION 1

**Employees in Ireland: 500**

Established in Ireland: 1996

Head of Irish operations: Justin Keatinge, CEO

► Established in Dublin in 1996 by CEO Justin Keatinge and co-founder John Mullen, Version 1 is an IT consulting and outsourced managed services company, which has developed partnerships with some of the world's leading tech companies, including Microsoft, Oracle and Amazon.

One of the fastest growing IT services companies in Western Europe, Version 1 has grown through organic growth and strategic acquisition to be a market leader in IT services in the UK and Ireland. From two employees and €60,000 revenues in 1997, Version 1 today has 500 employees across the UK and Ireland and revenues of €60m.



## \* UPC COMMUNICATIONS

**Employees in Ireland: 826**

Established in Ireland: 2007

Head of Irish operations: Magnus Ternsjö, CEO

► UPC is one of Ireland's leading TV, broadband and communications provider with over one million subscriptions for its digital products and services. It employs over 1,400 people directly and indirectly.

UPC has invested over a billion euro in Ireland, driving a transformation in how consumers and businesses engage with entertainment, information and technology. The company is a strong supporter of indigenous enterprise including partnerships with key Irish businesses, broadcasters and content providers.

UPC launched its revolutionary Horizon TV service in Ireland in 2013. It is the first and only telecommunications operator to join Guaranteed Irish. The company won awards for Best Broadband Provider, Fastest Home Broadband, Best Technical Support and Most Recommended Broadband in the inaugural 2014 uSwitch.ie



## \* VIDDYAD

**Employees in Ireland: 7**

Established in Ireland: 2013

Head of Irish operations: Grainne Barron, CEO

► Viddydad is an international award-winning video ad creation and distribution software platform that enables businesses to self-create and publish professional video ads online instantly. With an in-built content library of 20 million+ rights cleared videos and images, easy-to-use editor and affordable pricing, Viddydad has disrupted traditional video advertising globally.

Created by a group of technologists, digital marketing and video professionals with international experience, Viddydad officially launched at TechCrunch Disrupt in September 2013, before going on to win the Spark of Genius Award at The Summit a month later as well as being a finalist for Most Disruptive World Innovation Technology at SXSW 2014 and winner of *The Irish Times* Best Creative Technology 2014.

The Viddydad Technology Development & R&D team are based in Silicon Docks in Dublin whilst the sales and marketing offices are based in Silicon Valley in the US.



## \* VMWARE

**Employees in Ireland: 800+**

Employees worldwide: 14,000+

Established in Ireland: 2005

Head of Irish operations: Ian Moore, country manager, Ireland

► VMware provides virtualisation solutions. With 2013 revenues of \$5.21bn, VMware has more than 500,000 customers, 55,000 partners, and 14,000+ employees in 50+ locations around the world.

With 2013 revenues of \$5.21bn, VMware has more than 500,000 customers and 75,000 partners. The company is headquartered in Silicon Valley with offices throughout the world.



## \* XILINX

**Employees in Ireland: 300**

Employees worldwide: 3,500

Established in Ireland: 1995

Head of Irish operations: Kevin Cooney, managing director Europe, corporate vice president and CIO

► Xilinx employs 300 at its EMEA headquarters in Dublin, where it operates a research, development, engineering and IT centre, along with centralised supply, finance, legal and HR functions.

Xilinx is the world's leading provider of 'all programmable' technologies and devices, with \$2.38bn in revenues in fiscal year 2014 and over a 50% market share in the programmable logic device (PLD) market, one of the fastest growing segments of the semiconductor industry. The company designs and makes very powerful programmable semiconductor microchips and related programming software and holds 3,300 individual patents for its technologies.

Xilinx first established operations in Dublin in 1995, subsequently building and expanding operations on its own campus. In 2001 it also invested in an expansion of its Dublin facilities as the company's EMEA headquarters and has made a number of key acquisitions and expanded its operations in Dublin and Cork since then.

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## \* VODAFONE

**Employees in Ireland: 1,100**

Employees worldwide: 91,000+

Established in Ireland: 2001

Head of Irish operations: Anne O'Leary, CEO, Vodafone Ireland

► With over 2.4 million customers across mobile, fixed line and DSL, Vodafone is a total communications provider. Its strategic acquisition of Cable and Wireless, Interfusion and Complete Telecom has enabled the company to expand its capabilities across unified communications, connectivity solutions and cloud and hosting.

Vodafone has invested over €1bn in its mobile network to date. The company's ongoing network upgrade programme will bring mobile data to every location where voice services currently exist while also improving customers' voice call quality experience. In tandem, Vodafone is rolling out 4G services nationwide with 4G now available in six cities and 150 towns around the country.

Anne O'Leary was appointed CEO of Vodafone Ireland in February 2013, five years after joining the company. She has steered new ways of working for enterprises, opening up the Vodafone Ireland business to create a more collaborative and solutions-based approach to customer engagement.



## \* VOXPRO

**Employees in Ireland: 500+**

Established in Ireland: 1999

Head of Irish operations: Dan Kiely, CEO

► Voxpro is a multilingual business process outsourcing provider delivering customer contact solutions to companies and organisations, ranging from SMEs to multinational corporations, including leading international blue chip companies.

Operating from two purpose-built facilities on the outskirts of Cork city – as well as operations in Dublin and San Francisco – VoxPro currently employs over 500 in Ireland, with plans to create an additional 350 jobs by the end of the year, well under way.



## \* YAHOO!

### Employees in Ireland: 200

Established in Ireland: 2003

**Head of Irish operations:** Pat Scully, managing director EMEA

► Yahoo! Inc is one of the world's largest tech companies, providing search, content and communication tools on the internet.

Yahoo! Ireland has been providing services to the Yahoo! Group entities in Europe for 10 years. These services include media services, shared service support and server hosting.

Yahoo! continues to invest heavily in its Irish office in Dublin and last year Yahoo! announced expansion plans for its Dublin Operations Centre, adding more than 200 new employees. The jobs are in customer support, technology, operations, HR and finance which will support Yahoo!'s business across the EMEA region.

Yahoo! opened its doors in Dublin in 2003, and what started as a small team has already grown to provide customer care, technical and operational support, and finance-related services for the entire EMEA region.



## \* ZENIMAX ONLINE STUDIOS

### Employees in Ireland: 200+

Established in Ireland: 2011

**Head of Irish operations:** Wendy Yang, regional manager, Europe

► ZeniMax Online Studios, a division of ZeniMax Media, is a developer and publisher of online games and creates and publishes entertainment content for consoles, PCs, and mobile devices. Headquartered in Maryland, US, ZeniMax established its European operations base in Galway in 2011 and initially employed 180. In March 2014, the company announced that it planned to recruit a further 250 in Galway as it expands its operations here.

ZeniMax is perhaps best known as the creator of fantasy game, *The Elder Scrolls* and the company is one of the largest privately held gaming companies in the world. Its Bethesda Softworks division has a history of success as a publisher of award-winning video games. In addition, the ZeniMax group includes some of the most acclaimed development studios in the world.



## \* ZENDESK

### Employees in Ireland: 60+

Established in Ireland: 2012

**Head of Irish operations:** Colum Twomey, VP of product engineering

► Zendesk delivers cloud-based customer service software and more than 100 million people in 140 countries around the world receive support from Zendesk customer service departments and help desks.

In July this year, Zendesk's CEO Mikkel Svane and Minister for Jobs, Enterprise and Innovation, Richard Bruton officially opened the company's new office in Grand Parade, Dublin.

"This year the Dublin office has become the fastest-growing Zendesk office in Europe, as well as the largest office by number of employees, not only in Europe, but also outside of the US. The Dublin office serves as one of Zendesk's five product development hubs around the world with a team of highly skilled software engineers," Svane explained.



## \* ZYNGA

### Employees in Ireland: 57

Employees worldwide: 2,034

Established in Ireland: 2010

**Head of Irish operations:** Ana Keating, director Service Centre Operations, Ireland

► Zynga, one of the fastest growing gaming companies in the industry, was founded in July 2007 and is headquartered in San Francisco, California. Zynga develops social games that work stand-alone on mobile phone platforms, on the internet through its website and social networking websites. Some of its most popular games include FarmVille, Words With Friends and Zynga Poker.

The company established a customer service operation in Dublin in 2011 and operations at Zynga's Irish office continue to focus on customer care services, online community management, business functions and content management. Facebook is the primary distribution and payment platform for Zynga's games and the gaming company has more than 240 million monthly active users.