

# Seminar: Grow SME

## Grow SME

Times	Name	Topic
9.55-10.00	Frank Browne, Account Manager, iRadio Ltd & Dublin Camogie	Opening Remarks
10.00-10.15	Stephen McCarthy, Head of Sales for Munster, Bibby Financial Services Ireland	Alternative Funding Options for SMEs
10.15-10.30	Caterina Rosander, Solutions Architect, Oracle	Differentiating yourself in the Digital Age
10.30-10.45	Mark O'Connor – HR Advisor , ISME	Recent Changes in Employment Legislation
10.45-11.00	John Logan,CEO & Technical Director, Netfocus IT Solutions	Digital Transformation for the SME.
11.00-11.30	<b>Coffee Break &amp; Networking</b>	
11.30-11.45	Jill Lush, Owner, Lush Marketing	7 reasons you should Outsource Marketing
11.45-12.00	Mark Nealon,Founder, MyStudy Pal	Starting a business in your bedroom- The lessons I've learned over the past 18 months
12.00-12.15	Conall Geraghty, Technology Lawyer, Mason Hayes & Curran	How (not) to value your business
12.15-12.30	Frank Browne, Account Manager, iRadio Ltd & Dublin Camogie	Real Leadership Shines When Things Go Wrong
12.30-12.45	Subhabrata Mondal, VP, Sales and Marketing, Think Biosolution	Startup's Guide to Scaling in the Remote Patient Monitoring Marketplace
12.45-13.00	Rosemary Lafferty, Owner, Yellow Ruler Marketing	SMEs - Using Marketing to Create a Regular Flow of Sales
13.00-14.00	<b>Lunch Break &amp; Networking</b>	
14.00-14.15	Alec Drew, Owner, The Business Expert	Curiosity Kills Profits
14.15-14.30	Ben Wainwright, Co-Founder / CTO, Aboodoo	How ready is your business for SmartWorking?
14.30-14.45	Helen Quinn, Executive, Small Firms Associations	Considerations for remote working
14.45-15.00	Dermot Casey, Venture Leader, NDRC	Your Customer owns the problem, you own the solution
15.00-15.30	<b>Coffee Break &amp; Networking</b>	
15.30-15.45	Mark Ogilvie, Co Founder & Managing Director, Managing Director, Parolla Limited	SME's guide to Payroll, Revenue obligations and Cloud Technology explained
15.45-16.00	Dr Seán O'Connell,Director of Services, Compass Wellness	Company Resilience & Goals
16.00-16.05	Frank Browne, Account Manager, iRadio Ltd & Dublin Camogie	Closing Remarks



All presentations/timetables are subject to change. Please check with onsite event timetable on the day.