



Business Networking 2011
Ag Cothú Gnó san Iarthar

For further information and booking details log onto
www.meetwest.ie



Cost: €195 to include Day 1 and Day 2 plus Networking Dinner, refreshments and lunches.
(Costs have been heavily subsidized by the partner organisations)
(Excluding Travel and Accommodation Costs)
Special accommodation package available from Galway Bay Hotel. For further details contact hotel directly on + 353 (0) 91 520520

Already signed up... include SAP, HSE, ThermoKing, Revenue Commissioners, JFC, Western Development Commission, AIB Bank, National Procurement Agency, ELAN – Drug Technologies, Harmac Medical Products Inc, Athlone Laboratories, Medtronic

'I want to generate concrete sales'

'I want to meet potential business partners'

'Ní Neart go Cur le Chéile'



'We hope to meet potential new customers'

'I want to find out how to export successfully'

Tá sé mar aidhm ag MeetWest tacú le gnóthaí líonraí tacaíochta a fhorbairt tríd réimse de cheardlanna oibre, comhdháil agus cruinnithe a eagrú. Is deis é seo do chomhlachtaí san Iarthar, mór agus beag, casadh le lucht gnó eile, páirtneírí agus custaiméirí nua a aimsiú agus eolas a fháil faoi conas a bheith rathúil ina ngnó uatha sin a bhfuil sé déanta acu cheana.

Event managed by Galway Chamber 091 563536 www.galwaychamber.com



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MeetWest 2011

the largest business networking event in the West in 2011.

21st - 22nd November 2011
Galway Bay Hotel, Salthill, Galway



THE OBJECTIVE...of the event is to bring together 400 companies based in these 3 counties over one and a half days to facilitate the development of greater business between these companies and further business opportunities for them either locally, regionally or internationally.

DAY 1...starting @ 12 noon with registration, lunch, a half day conference, workshops and a networking dinner with guest speaker that night. The speakers at the conference will be recognized leaders in indigenous and FDI companies in Ireland who will focus their inputs on outlining how they operate internationally successful businesses from the West. The workshops will give smaller groups the opportunity to interact with some of our most successful companies in areas such as Exporting, Public and Private Procurement and Tax Credits.

DAY 2...a full day of face-to-face, pre-arranged business networking meetings including lunch. Specialized software and networking event organizers are being employed to facilitate this element of the event with a purpose built software system, which allows participating companies to register a company profile online and request meetings with other participants. This will introduce many delegates to a new style of business networking. A key objective of this event is to highlight the range of companies that are operating successfully in the region and create a momentum for further economic growth.

The PARTNERS

Galway County Council, Galway City Council, Galway County and City Enterprise Board, Roscommon County Council, Roscommon Enterprise Board, Mayo County Council, Mayo Enterprise Board, Udaras na Gaeltachta, Enterprise Ireland



SCHEDULE

Day 1... 21st November 2011 Conference, Workshops and Networking Dinner

11.30 am Registration

12.15 to 1.45 pm Lunch

2.00 to 4.00 pm Conference: **Business in the West: Local to Global**

Conference Speakers include:

John Perry, TD,
Minister for Small Business

Jerry Kennelly,
MD Tweak.com

Gerry Kilcommins,
Vice President Global Vascular
Operations & General Manager Galway,
Medtronic

Helen Ryan,
CEO Creganna Medical Devices

John Concannon,
Managing Director, JFC Manufacturing
Co Ltd

Mary Gleeson,
Gleeson's Townhouse & Restaurant,
Roscommon & Good Food Ireland Circle

4.00 pm Coffee Break

4.30 to 5.30 pm Workshops

Workshop 1: Exporting
Speakers: John Concannon JFC & Colm MacFhionnlaich, Enterprise Ireland

Workshop 2: Procurement in the Public Sector
Speaker: Stephen Hughes, Enterprise Ireland Public Procurement Team

Workshop 3: Procurement in the Private Sector
Speakers: Charlie Coughlan and Mary Ann Fergus, Penn Engineering

Workshop 4: Tax Credits
Speaker: KPMG Brian Thornton

7.00 pm Drinks/Networking Reception

8.00 pm Networking Dinner

9.30 pm Guest Speaker An Taoiseach Enda Kenny TD

10.30 pm Entertainment

Day 2... 22nd November 2011 Networking Day

8 am Registration & Distribution of Arranged Meeting Schedules

Series of ten meetings with lunch, and coffee breaks morning and afternoon

5 pm Networking Day ends.