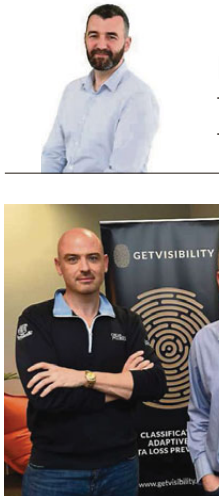


CORK COMPANY OF THE YEAR AWARDS 2020



Ronan Murphy and Derek Coetzee at GetVisibility, based at Cork Airport Business Park. Picture: Eddie O'Hare

GetVisibility helps companies classify their sensitive data

The accumulation of data has become a major issue for companies worldwide and how that is classified and structured is often a major headache.

Enter the Getvisibility software platform who are disrupting the document data industry. They are introducing the first scalable machine learning solution that solves the problem of finding and accurately classifying documents in large corporate networks.

Ronan Murphy, the founder of Smarttech247, heads up Getvisibility based in the Cork Airport Business Park alongside CTO Derek Coetzee and VP product, Artem Kalaitan. Their team is helping companies to build effective and accountable data processes in line with the UN sustainable development goals.

The storage of personal data is a concern for many companies. Getvisibility highlights where customer personal identifiable information is held and alerts them to data at risk. This allows customers to be more accountable regarding their collection and processing of data, and ensure the rights of the consumer are being protected.

Until now, there have been no effective tools on the market for quickly discovering and classifying documents with a high degree of accuracy. Also, due to the complexity of this challenge, the cost of data classification is exceptionally high, with only large companies can afford data classification.

Getvisibility brings artificial intelligence and natural language processing for automation of this task, with the benefit of better

classification accuracy. They also support customers to use the results of the data classification in other security initiatives such as helping with Government, risk and compliance, enabling cloud migration, data loss prevention systems and helping to deal with data clean-ups to remove duplicates, outdated and trivial data.

The company currently has a staff of more than 30 from a wide variety of countries including South Africa, Mexico, Russia, Belgium, India and the UK, and currently have 40% female hires with the aim of increasing to 50% in 2020.

They plan to more than double this over the next four years. Getvisibility has a number of customers in various industries such as insurance, government and the financial sector. They acquired customers within the first eight months of starting the company in 2017.

PBD Insurance and the Department of Agriculture, Food and the Marine are some of their large local customers in Ireland. They are currently closing additional customers in manufacturing, food R&D, healthcare and the legal industries.

Derek Coetzee said Getvisibility has gone from strength to strength in the last 12 months, gaining traction throughout Europe, the Middle East and the US.

"However, to be recognised locally by such a prestigious organisation as the Cork Chamber gives us great belief in the future of our business."

"As a Cork-based company, growing locally is of utmost importance to us and we view this award as a seal of approval from our Cork peers."



Glavloc CEO Paul Glavin. His company currently has capacity to produce components for 150 strong and thermally efficient timber-framed buildings per year.

Glavloc's 'Lego-style approach' to building new homes and units

Housing is one of the most pressing issues facing Irish society today.

The demands for private, affordable and social homes has placed huge demands on Ireland's construction industry. Cork company Glavloc is playing their part in addressing this need through a range of products that they believe will fundamentally change the building of both nationally and internationally.

The Glavloc system is targeted at both builders and developers. Their primary products are timber structural frames and insulated passive foundation systems for the construction industry.

These products currently have over 100 international patent claims in seven tranches across the EEA countries, China, Russia, Canada, America, Mexico, Australia, and New Zealand, and are used to construct strong and thermally efficient timber-framed buildings.

The company is led by Paul Glavin, who has 18 years of experience in the civil engineering and construction industries. Based on Cork's northside, they currently have eight houses/commercial units in the planning stage and another 10 in the design or costing stage.

They are also in talks for several multi-unit developments. The current target is to deliver 42 houses in 2020.

Glavloc is building towards 40 employees within the next five years. Using a small number of generic interchangeable components, Glavloc can build housing that it says is indistinguishable from traditionally-

built units, in a quarter of the time. An average-sized three-bed semi-detached house can be developed in six to eight weeks using the Glavloc system.

These components are flat-packed, which allows them to be easily transportable and exportable. Glavloc, using one machine, currently has the capacity to produce components for 150 strong and thermally efficient timber-framed buildings in the next five years through the addition of other production lines.

Their long-term objective is to become a leading producer of innovative building products for the global construction market.

They envisage growing their market base outside Ireland which will deliver further jobs not only in Ireland but also abroad. While the expertise required to produce this product is currently with Cork, it is a model they can replicate abroad and in other potential facilities.

The delivery of a few multi-unit developments in 2020 will accelerate jobs in Ireland and overseas. Paul Glavin said that they are delighted to be selected as a finalist in the Cork Company of the Year Awards 2020.

"We have strived to bring innovative technologies to the construction industry and to be recognised for this in the Emerging Company category validates the work we have done to date," he said.

"We endeavour to continue to bring disruptive technology to the construction industry and look forward to where this will take us all."



CEO John Goulding and chief technical officer Joe Lennon, co-founders of technology company Workvivo. Picture: Mikki Barlok

Bringing outside communication into the business world

Internal communications have become an increasingly important element of good office management.

Workvivo is a Cork-based technology company that has designed a communication platform using ways people are familiar with outside the workplace and brought that into a business context.

Using Workvivo, employees can read and post content in an activity feed, like, share and comment in the same way they do outside of the working environment, but they can also recognise others through shout-outs, link posts to company goals and values, create community spaces and publish company articles and events.

The result is a communications experience that employees actually want to use, and a powerful way for businesses to align employees to company goals and cultural values. Workvivo was founded in 2017 by CEO John Goulding and chief technical officer Joe Lennon, formerly of CoreHR.

This combination of commercial and technical experience was instrumental in getting the company off the ground in the very early stages.

With their extensive first-hand experience in creating successful HR technology, they had come to see the challenge and opportunities evident in employee engagement.

In the two years since they founded the company, Workvivo has increased its user base to more than 100,000 in 38 countries and employs 12 people in its Douglas offices. The plan is to hit one million

users on the platform by 2022, with a revenue goal of €9m by 2021 with the headcount increasing to accommodate this growth.

The company hopes to have an additional 100 people, mostly Cork-based, added to the workforce in the next three years. This aggressive growth expectation is indicated by some recent significant milestones for the business, including the securing of a global customer with 40,000 users, and the securing of investment from Eric S Yuen, founder and CEO of Zoom Video Communications Inc.

The fact that Mr Yuen decided to personally invest in Workvivo is a strong testament to how well the company is differentiated and tracking to a potential high-profile international technology company.

As a Cork-based and Cork-founded business, Workvivo sees not only an opportunity to disrupt a large and active market but to support the association of Cork with high-growth tech companies nationally and internationally.

Pete Rawlinson, chief marketing officer of Workvivo said they are delighted to be a finalist for the Cork Chamber Awards.

"2019 has been a pivotal year for Workvivo. We've grown faster than planned, secured some great international business, and had a lot of fun working with our customers and their employees."

"We're looking forward to the same in 2020, continuing our great momentum and helping increase Cork's profile internationally."

We must harness the energy of Young Scientists to create brighter future

Kyran Fitzgerald

The RDS Exhibition Hall was bursting at the seams as the annual BT Young Scientist & Technology Exhibition got under way last week.

It was easy to spot hordes of young ladies changing through the entrance at the Ballsbridge venue, earning glory from one or two of the security staff in front of the camera. The official attendance was given as 45,000. I suspect this was an underestimate.

This event is now an essential part of the calendar. For years, Aer Lingus sponsored the event, which moved over the Croke Park for a while.

Happily, Tony Scott, one of the event's co-founders, back in 1964, is still with us. He was a recent recipient when he came up with the idea, along with his teacher at Terenure College, the Reverend Tom Burke. Mr Scott went on to become head of the UCD Physics Department before his role as dean of the UCD Faculty of Science. His research team helped develop the smoke alarm, a runaway commercial success.

The first winner, in 1965, was James Monahan of Newbridge College.

Cork schools have produced more than their fair share of top young scientists.

In 2015, Ian O'Sullivan and Eimre Murphy triumphed with a research paper entitled 'Alcohol consumption: Does the apple fall far from the tree?'

Over 1,650 projects were submitted for this year's event by around 3,800 students, and more than 550 projects were selected. The subject of the environment loomed large - this was up for surprise, given recent events.

Ruth Poynt and classmate Breffni Carroll are second year

students who have been studying the impact of toxic substances on the quality and have selected a proposed bus corridor running from Rathinnes to Rathgar in south Dublin for this purpose.

Elsewhere, I spotted projects on the impact of micro-plastics and the environmental impact of solar energy.

Environmental studies are not new to this event. The winner in 1977 studied scientific conservation in the winning podium in Dublin, while the top young scientist of 1978 studied the effects of pollution on the ecological balance in the Shannon near Limerick.

Kinsale Community School encouraged the re-use of cups by a number of times. This year, one of its students, Ellen Crowley, studied plastic litter and the best means of controlling it, having observed the problem on Cork streets.

Fourteen-year-old Ellen spotted her mother emerging from a shop with a coffee in a disposable cup. Every day, thousands of disposable cups are sent into landfill or are burned. She sought to examine the effectiveness of subsidies in encouraging the re-use of cups by interviewing around 800 people for her project over a three-month period.

One finding that surprised her was that 30% of interviewees would not be influenced by education and its implications for society is also a major issue of the age.

Sara Ryan Purcell, a fifth year



Ellis O'Donoghue and Bebhinn Blanche, Coláiste Mhuire, in Crosshaven, Cork, with their project 'Waterlool' at the BT Young Scientist & Technology Exhibition.

student at Scoil Mhuire in Cork, produced a study of child-robot interaction. She sought to understand how children perceive robots.

She interviewed around 350 children from Cork City in two age groups. The younger group, perhaps unsurprisingly, are more inclined to attribute human qualities to robots. Small boys are somewhat more likely to view the robots as living things.

One goal was to ensure that the education of the toddlers is not hindered. Sara believes that the use of technology, including robotics, in the classroom will increase. Her own ambition is to become a primary school teacher.

Her interest in science was stimulated both by her family and her involvement in the Blackrock Castle Observatory as an assistant. Her brother has em-

barbed on a doctorate in theoretical physics, PhD and helped her with advice. Her father, a trained dairy scientist, works in the pharmaceutical sector.

At Blackrock Castle, Sara offered to help out in teaching visiting school-children, which led to an eight-week science school's mentorship programme in New York and a three-month research programme at the University of California in Santa Cruz.

History has slipped down the rankings as a choice of subject in her research. It was clearly wanting to come across an unusual project entitled: 'Would Cork have been Napoleon's Waterloo?'

A study of the Martello towers in Cork Harbour as a successful defence mechanism.

The study has been prepared by Ellis O'Donoghue and Bebhinn Blanche Howard of Coláiste Mhuire in Crosshaven.

After the French revolution, the British establishment feared a naval assault, and Ireland was seen as a weak link. Fifty towers, Martello towers were erected across Ireland as part of a system of defensive fortification.

In putting together the conclusions, the pair had to develop considerable mathematical expertise and discovered the importance of relying on primary, as opposed to secondary, sources.

Another Crosshaven pupil, Taylor Moore, gave an account of her research into "the silent killer" Nosaema disease and its impact on Cork's bee population.

To reduce costs and improve communications, Wellola is offering a patient management portal and a complimentary pa-

Saving millions by preventing missed health appointments

Trish Dromey

Hospitals and medical practitioners who are still communicating with their patients in a time war of phone calls and letters could achieve very significant savings by entering into the digital age.

That's according to Sonia Neary the co-founder of Wellola, a startup that has launched in both the UK and Ireland with a practice management and patient portal designed to bring medical facility communications into the 21st century.

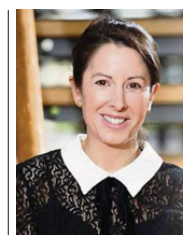
Given that digital communication is cheaper, faster and more efficient, Ms Neary says that the continuing use of older means of communication results in the waste of both human and financial resources by healthcare facilities.

"Poor communications are a major factor in missed appointments - this happens when patients are unable to contact their health provider by phone to reschedule or because they receive appointment letters too late," said Ms Neary, pointing out that, in the UK, missed appointments cost the NHS €1.2bn last year.

"And in Ireland, over half-a-million people missed out-patient medical appointments in 2017," she said, adding that every missed appointment has an estimated cost of €100.

In addition, hospitals and medical professionals are spending €1 per appointment letter, which Ms Neary says could be reduced to just 10p.

To reduce costs and improve communications, Wellola is offering a patient management portal and a complimentary pa-



Sonia Neary, co-founder of Wellola, who offers a patient management portal and a complimentary patient smartphone app.

tient smartphone app. This portal can be used by patients to make and reschedule appointments, receive reminders and educational material, fill forms, receive and pay bills, where appropriate," Ms Neary says, of a system that is designed to organise all patient communication and correspondence in one place and facilitate secure video consultations between patients.

A physiotherapist, Ms Neary set up the company in 2016 with Greg Martin. Their aim was to develop an appointment-booking engine for physiotherapists.

Signing up for Enterprise Ireland's New Frontiers startup programme, they researched the market and discovered an unmet need for patient portals for clinics and hospitals.

They were joined by a third co-founder, Cristóir Ó Coddaitín Lachta.

"In late 2017, we launched a beta version which could take a booking, send an appointment reminder, store medical notes, and accept online payments," Ms Neary says.

They used the feedback from clinics to further develop the product.

Securing €50,000 in Competitive Start Funding from Enterprise Ireland, in early 2018, allowed the founders to add functionality and the patient app. They also began exploring export opportunities to the UK and Ireland.

In 2019, Wellola opted to crowdfund the company. "We set a target of €40,000, but secured €180,000, and we received an additional €130,000 in High Potential Start Up funding from Enterprise Ireland."

This allowed Wellola to hire an additional staff member and to actively go after customers in the UK.

"Now, we are targeting hospitals and networks of healthcare professionals in Ireland and the UK and are one of the first to provide a patient portal, which can be used by small sole traders as well as large enterprises," says Ms Neary.

Wellola is currently in discussions with a number of NHS trusts.

In Ireland, Wellola's technology is used in 150 clinics, including by a large number of mental health professionals and physiotherapists and other clinicians.

"Our target is to secure 1,500 community-based clinics by the end of the year, in both the UK and Ireland, which will include a wide range of medical practitioners," Ms Neary says.