



Irish firms win €29m in US deals

BY ROSS McDONAGH

IRISH technology firms on a trade mission to Silicon Valley in the US have secured contracts worth €29million, it was revealed last night.

The nine companies spent the last three days in Texas and California promoting links between the two countries and the research and development sector.

Enterprise Minister Micheál Martin said business relations between the US and Ireland were at a high.

'Investment relations between the US and Ireland had entered a new era, marked by a dynamic two-way investment flow,' he said.

'Irish companies are now investing more in the US than ever before. In fact, in the last decade, such investment has increased ten-fold, making Ireland the tenth largest investor in the US market.'

In the last 12 months, Irish companies have opened 47 offices in the US and they now employ more than 80,000 people.

Tom Cusack, director of the Americas for Enterprise Ireland, which backed the trip, praised the nine companies.

He said: 'The fact that Irish companies continue to win significant new business in the US in spite of difficult economic conditions in the US market is strong testament to the calibre of Irish entrepreneurs, the global standard of their prod-

uct offerings and their ability to compete in this market.

'The US is a key market for our client companies and Enterprise Ireland remains extremely committed to the growth of our companies in this market.'

Mr Cusack added: 'It is now more critical than ever for companies to maintain a strong focus in this market and to demonstrate commitment to the longer term opportunities.'

Carrawler, Daon, SensL, Yougetit-back.com, Abaltat, Interactive Services, and Powervation were among the home-grown companies that secured valuable new deals with US counterparts.

Carrawler, the Dublin-based global car rental distribution system, is celebrating a momentous month of deals after securing a major agreement with the American company, the Airline Reporting Corporation.



Minister
for
Enterprise
Micheál
Martin