



NUI Galway  
OÉ Gaillimh

**Speech by the Taoiseach, Mr. Enda Kenny T.D.,  
On the formal announcement of a new contract between  
Full Health Medical Ltd and Biomnis Laboratory Facilities  
at Sandyford Business Estate, Dublin 18  
Thursday, February 21<sup>st</sup> 2013 at 11:00 a.m.**



Ladies and Gentlemen, I am delighted to join you all this morning to formally announce a major new contract between Full Health Medical and Biomnis Laboratory Facilities, and to share in this milestone for the company.

I would like to thank Paul McCarthy CEO and co-founder at Full Health Medical for his invitation to make this announcement and to take the opportunity to visit the facilities here in Sandyford.

Full Health Medical is an excellent example of the type of early stage, innovative, and high potential company that is playing a central role in Ireland's economic recovery.

Based on her own experiences in the medical sector, Dr. Ann Shortt, one of the co-founders of the company, identified a market need for a solution that provides reports on healthcare tests in a way that is efficient and cost effective for GPs, and most importantly in a way that can be easily communicated and understood by the patient.

In 2010, Ann and Paul established Full Health Medical to meet this need and combined their medical and IT expertise to develop software that interprets and reports on medical tests in a matter of minutes.

For GPs, and the wider medical community, this allows significant time savings, in turn leading to increased productivity.

And from the patient perspective, results are presented in plain English and can be clearly understood. This removes some of the anxiety patients can feel when waiting for and trying to understand the meaning of health test results. Something we all know can be a very daunting experience. The programme also generates recommendations for the patient to improve their overall health and lifestyle.

The whole area of digital healthcare offers significant growth opportunities for Ireland. It is a sector which is growing internationally and leverages Ireland's well established strengths in the LifeSciences and IT. The sector has seen impressive growth rates despite the challenging global environment; for example within the indigenous sector exports grew by 10% and employment grew by 6% in 2011.

Through the continued implementation of the Action Plan for Jobs, this Government is committed to ensuring that Irish based companies are well placed to take advantage of this growth opportunity.

I know that Full Health Medical has worked closely with Enterprise Ireland in accelerating the company's growth and development and I am aware there have been many key interactions in terms of helping the company realise its business development plans. Indeed, in 2011, the company was successful in securing early stage funding through the Enterprise Ireland *Competitive Start Fund*. This fund is designed to enable innovative and high potential companies reach key commercial and technical milestones,

like the one we celebrate here today.

From its establishment at the Incubation Centre in NUI Galway only three years ago, we are now here to announce a major contract between Full Health and Biomnis. Biomnis is one of the largest medical laboratory groups in the world and has had a presence here in Ireland for over 20 years.

This contract will see the two companies working in partnership to apply the Full Health Medical software to Biomnis' workplace health and lifestyle screening programme; HealthWatch. I understand this is one of the largest programmes of this type in Ireland, providing health checks to 10,000 employees every year.

I am very excited to see these types of partnerships emerge between SMEs and multinational companies here in Ireland – they allow both companies to access expertise and capabilities to grow and expand into new markets. This has been a key area of development within the Action Plan for Jobs which is ensuring that the right support is available for companies to succeed in Ireland.

Another element of the Action Plan has been leveraging Ireland's combined strengths in the LifeSciences, healthcare and IT sectors not only to deliver economic growth and jobs but to deliver improved patient outcomes and lower healthcare services costs.

We will be placing an even stronger focus on taking actions that will realise this growth potential for Ireland in the Action Plan for Jobs 2013.

Finally, I would like to take the opportunity to congratulate all those involved for their hard work in making this venture a successful reality. I wish you every success for the future as you grow and strengthen your collaboration.