



Skills for Increasing Competitiveness in a Global Economy

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Elan Background

- **Irish Company headquartered in Dublin**
- **≈1800 employees in 8 locations (≥98% in Ireland/US)**
- **2 x major operating units within the company**
 - Biopharmaceuticals
 - Elan Drug Technologies
- **4 x Marketed Products**
 - Tysabri® - Multiple Sclerosis
 - Prialt® - Chronic Pain Management
 - Maxipime® - Hospital Antibiotic
 - Azactam® - Hospital Antibiotic
- **≥ 30 Products produced using Elan's proprietary Drug Technologies**

Elan Corporate Divisions

Biopharmaceuticals

- Research Development
- Clinical Marketing/Commercial



FOCUS

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- Autoimmune (MS, Crohns)
 - Neurodegenerative (Alzheimers, Parkinsons)

Elan Drug Technologies

- Research Development
 - Manufacturing
 - Clinical
- Partnering/Commercial



FOCUS

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- Broad Therapeutic Categories

Competition in the Global Market

- **It is ultimately about a competition for investment \$'s**
 - Company Funded
 - Equity
 - State Funded
 - V.C. Funded
 - Debt etc., etc.,
- **The world is awash with people with good ideas – all of whom are chasing this same money**

Who's chasing the money?

- **Companies**
- **Universities/Third level institutes**
- **Governments**
- **Countries**

- **Multinational Company**

- **Business units**
- **Affiliates**
- **Third Parties**
- **External**






- **Ireland Inc.**






- **Country**
- **Provinces**
- **Regions / Counties**
- **Cities/Towns**
- **External**

How can you be a winner in this Dynamic Global Economy?

- **Infrastructure**
- **Education**
- **Skills**
- **Executorial Excellence**
- **Integrated Government Policy**

What have we got to offer?

BMW	
Tax	
Transport Network	
Third Level Institutes	
Quality of Life	
Skill base	

Ireland (Dublin, Cork & Galway)	
Tax	
Transport Network	
Third Level Institutes	
Quality of Life	
Skill base	

Skills required

- **Innovators**
- **Entrepreneurs**
- **Researchers**
- **Developers**
- **Scientists**
- **Engineers**

It can be done

Successes

- **Elan (Indigenous)**
- **Ericsson (FDI)**
- **Abbott (Multiple Locations)**



How do we make these shining beacons the norm?

Major part of the Jigsaw

- **Innovative industries will form clusters proximate to high quality third level institutions**
 - RTP, North Carolina
 - Oxford, UK
 - Southern California
 - Boston, MA

The Future



The Future

- **Internal Diaspora Grows**
 - **The Dublin-Galway road does “exactly what it says on the tin”**
 - **Rural Decline**
 - **Dublin, Galway, Cork as the only “winners”**
 - **People live and work in the same place**
 - **Vibrant East-West economic corridor**
 - **Flourishing Regions**
 - **National spatial strategy delivers on its promises**
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