



Osvaldo Sousa & Derya Sousa, of Kianda Technologies

CLIENT FOCUS FIGHTING THE VIRUS WITH BOTH HUMAN AND VIRTUAL EXPERTISE

THE WHOLE WORLD SEEMS TO BE RELYING ON A COMBINATION OF BOTH HUMAN AND VIRTUAL EXPERTISE TO GET US THROUGH THE CURRENT CRISIS. LOTS OF COMPANIES IN THE TECHNOLOGY SECTOR ARE ADAPTING TO THE NEEDS OF THE EVER-CHANGING WORLD AND IN DOING SO ARE KEEPING THEIR BUSINESS OPEN AND HELPING TO CURB THE SPREAD OF COVID-19

Kianda Technologies in Fingal

Backed by Local Enterprise Office Fingal, Kianda, established by Derya Sousa (originally from Turkey) and her husband Osvaldo Sousa (originally from Portugal), specialises in self-built digital workflow applications, which bring internal efficiencies for users at every level.

In response to the COVID-19 crisis, Kianda believe their platform and technology is helping businesses to adapt to working seamlessly and remotely while using their entirely paperless, cloud-based platform to easily transform manual tasks and paperwork into digital applications.

“Our key strategy from the start was to ensure that everyone in our team is able to get the work done, be available and communicate with each other and with clients,” says Derya. “Our platform provides a flexible, drag-and-drop style application development interface which does not require any coding so companies can quickly create custom form-based applications and digitize their internal and external-facing workflow processes.”

The co-founder says this software will be beneficial to companies when it comes to managing the post-crisis transition phase.

“The real challenge, as an enterprise SaaS start-up, will be acquiring new customers as it might be hard for people to make decisions in these strange times because most businesses will need to cut their expenses,” she says. “Also many businesses have been struggling because they weren’t prepared to manage teams remotely, and perhaps digital transformation of certain areas was not in their agenda yet.”

“Now, more than ever, businesses will realise how important technology is for day-to-day operations. And post-crisis transition phase, when we go back to some sort of normality, risks for employees and customers will have to be minimized.

“Our platform can transform operations into digital processes, enable remote teams to collaborate and businesses to operate from anywhere, so we see this big change as an opportunity because businesses will realise the importance of technology for keeping control of operations.”

In the past month, Kianda has already seen an increased global interest in its platform as more customers at home and abroad are prioritising digitalisation projects and implementing rapid solutions.

They have developed new business continuity forms and tailored existing apps to help clients adapt to their new working conditions.

“We have published an online COVID-19 self-assessment form (<https://tools.kianda.com/public/covid-19>) with practical information of possible next steps to guide anyone with concerns about coronavirus symptoms,” says Derya. “This app is designed based on HSE guidelines with the aim of helping to reduce the number of calls made to GPs and help people take important action when needed.

“We’ve also developed a Digital Health Assessment Form for companies impacted by the outbreak and forced to rapidly implement new measures to ensure the safety and wellbeing of their staff and visitors.”

www.kianda.com



Paul Sheehan,
of Unison Engineering Services

Unison Engineering Services in Limerick

Unison Engineering Services Ltd (backed by Local Enterprise Office Limerick and Enterprise Ireland), provides process equipment to the food, beverage, and pharmaceutical industries. It has recently started to manufacture a fully-automated production unit which creates non-toxic liquid which can be used for disinfection.

Using a certified technology, called Electro Chemical Activation (ECA), the Limerick-based company received a Business Expansion Grant from LEO Limerick, which helped build the Research and Development and Manufacturing facilities that are currently being used.

It is here that they are piloting a process which converts water into environmentally friendly antimicrobial disinfectants to safely disinfect water and surfaces which are prone to hold viruses and bacteria.

“ECA technology is used around the world mainly for water waste sterilising,” says Paul Sheehan. “But I believe we are one of the few companies in Ireland with this technology available for immediate use to manufacture disinfectant to protect against Covid-19.

“The reactor we have allows us to convert a saline solution and break down the molecules to make all the different elements needed for a free-chlorine disinfectant – an organic type product which is ideal as after 72 hours it goes back to its original state as a water product.

“It’s the same product which has been used in China, Spain, Iran and lots of other places – and it can be sprayed on the roads, on products and on people.”

Alongside this unique disinfectant product, the Limerick company also produces pasteurisers for the UK and Irish market.

“Our biggest seller is the Compact Pasteurizer which is selling very well particularly in the UK and the HEIST (Heat Exchanger Integrity Self Test) is now ready for the market,” says Sheehan. “And we are very hopeful there will be extensive interest in this due to its innovation in pasteurising testing and validation.”

He adds: “I would advise other companies in the same boat to keep as healthy as possible, reduce costs immediately and get ready for the end of this crisis, whenever that might be.”

www.unisonengineering.ie



Cormac O’Beirne, of RYPT

RYPT in Dublin City

While sporting fixtures may be suspended for the foreseeable future, athletes still need to keep fit and practice their disciplines. And with the help of a Trading Online Voucher and Feasibility Study Grant from Local Enterprise Office Dublin City, Cormac O’Beirne and his innovative and user-friendly software platform have been able to offer a tech solution.

RYPT connects coaches to clients via a smartphone app by simplifying the creation and delivery of workout programmes. And since the Coronavirus outbreak, the company has seen an increase in demand from both Ireland and internationally.

“We’re fortunate that we provide an online service, so it hasn’t affected our day-to-day operation too severely,” says Cormac O’Beirne. “Our team is already used to working remotely as we currently have team members based around the world – but our target customers have been hugely impacted as gyms have been forced to close and coaches are having to adapt to working with their clients remotely.

“This uncertainty has delayed some deals that we had been working on which has affected cash-flow, so we have had to reduce costs where possible to cope with this. On the other hand though, we have seen an increase in demand and have taken on customers from the UK, Spain, Sweden, and Turkey, and have received interest from high-performance sports teams here in Ireland who currently are unable to train in a team environment.”

The Dublin company changed their subscription plans in order to help customers to adapt. And while they have always operated a ‘Freemium’ model, have now increased this allowance to help new customers make the transition to remote coaching without incurring added costs initially.

“We’ve had a good number of customers take up this offer and if we retain them at the end of their trial period it will see us increase our conversion rates,” says O’Beirne. “This may give us food for thought for the future on how we structure our subscription plans and free trial periods.

“There’s no doubt that the months ahead will be challenging for all of us, but it’s also a great opportunity for companies to identify areas in which they can improve. We all need to be open-minded to new ways of doing things and if we can help our customers as much as possible in a time like this, then they’ll remember it when things return to normal.”

www.rypt.app

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