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Page 62

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## Ones to Watch

### Workplace solutions

## Building a management system for construction sector



### What is it?

Launched in 2007, Donseed is a Tralee-based company established to meet the management needs of the construction sector. Donseed's construction workplace management solution combines mobile-enabled biometric hardware (which employees or contractors use to "clock in") with a web-hosted software programme that manages time, attendance and health and safety.

This unique "plug and play" solution uses the mobile phone network to transmit data. This means the customer does not need access to broadband or a phone line. Donseed enables construction companies to effectively manage multiple and remote project sites with a single solution.

As the construction sector faces intense competitive pressure, Donseed's solutions which offer construction companies significant labour-cost savings, enhanced business performance and management efficiencies, have been in great demand.

Although construction

remains the main focus, the company's management solutions are also deployed across a wide range of sectors.

### Who's behind it?

Donseed's CEO Vincent Lynch, with a background in international risk management, joined the company in January 2007. John Gannon, finance and operations director, is an accountant by trade with experience in the international technology sector, including Baltimore Technologies.

### Financial situation?

Donseed has attracted significant interest from the venture capital sector and, in 2007, concluded first-round funding from the AIB Seed Capital Fund and Enterprise Ireland.

### Future plans?

The company has been growing steadily over the past two years and provided its construction solutions to more than 200 sites across the UK, Ireland and Africa.

It is currently expanding into European and Middle Eastern markets, growing on the back of the construction sector's desire to increase efficiency and reduce labour costs.

It has also announced a contract with Wilson James Ltd, a large UK-based construction, logistics and security contractor who will deploy Donseed's construction solution during the building of the athletes' village site for the London 2012 Olympics.