

IT's Monday 760 16 July 2007

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*** COY LENOVO DOUBLES ITS PARTNERS, LOOKS TO WOO CONSUMERS**

In common with so many other multinationals based in Ireland, Lenovo refuses to break out its sales figures country by country and Irish country manager Fiona O'Brien is not giving anything away but from the amount of partners it has been adding to sell into its core SME market, its business is at least doubling.

*** KAINOS DIVIDES TO CONQUER**

With its recent investment in Britain already generating new business, Kainos managing director Brendan Mooney says the company is already ahead of schedule for hitting its target of EUR 20 million turnover this year.

*** MERRILL LYNCH SPLASHES OUT ON IRISH OPERATIONS**

Merrill Lynch Ireland is to host a EUR 30 million Research, Development and Innovation Centre at its offices in Leopardstown in Dublin. The project, supported by IDA Ireland, will be a centre of innovation focusing on the development of technological applications to support Merrill Lynch's business worldwide. According to Tony O'Halloran, CTO of Merrill Lynch Dublin and executive director of the new centre, the bank sees the centre as a big opportunity to raise the level of services and skills Merrill Lynch can provide into its own organisation and to customers. The bank will use also use the centre to develop partnerships with both the local IT industry and with academia.

*** CTVR SEEKS ROAMING CONQUEST**

With plans to conduct external user trials in Dublin later this summer and wide scale testing in Ireland or the UK either late this year or early 2008, the director of the Centre for Telecommunications Value Chain Research (CTVR) reckons its work on software to support low cost Internet voice calls might produce a commercial spin-off earlier than the 12-18 month timeframe initially envisaged.

*** ON DEMAND, BUT NOT YET IN DEMAND**

Google's acquisition of content filtering firm Postini should strengthen its enterprise software on-demand offering, but does not guarantee Google Apps' success in the enterprise space.

*What's Happening? Teleflex Medical... Stokes Bio... IBM... IRCSET... Hewlett-Packard... Eircom... Dell... Corel... France Telecom... IBM... Sony... Infosys... Microsoft... Motorola... Open Text... BT... Microsoft... Motorola... AMD... EMC... Intel... Lexmark... SunGard... AMD... BT... Dell... Iona...

* IT's in a Press Release (9 - 15 July)

* IT's in the Diary (24 July – 25 October)

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