



Picture: Richard Mills

City Gate in Mahon is rapidly becoming the top technological centre in Ireland having attracted some of the biggest names in computing. Reporter ALAN HEALY profiles the various companies which now call Mahon home.



CRANES and hard hats are in short supply in Cork at the moment.

Like the rest of the country the construction industry in the city is vastly different than the one that existed five years ago.

However, in one corner of Cork, construction work is continuing and coincides with a continuous stream of job announcements by major US companies who want to set up operations there.

Mahon's City Gate development by John Cleary Developments is now home to some top US companies McAfee security, Quest Software, Big Fish games and Solarwinds were joined last month by Aruba Networks.

All the companies said they chose Ireland over other locations due to our business friendly environment with low tax rates, our quality of life, access into Europe and the fact that Cork has two top education facilities in UCC and CIT.

As a result the Mahon business district has become a global IT hub for US multi-nationals thanks to the efforts of John Cleary and the IDA.

Such in the success of City Gate that construction is nearing completion on the adjacent City Gate

Welcome to Cork's Silicon Valley

Park offices which are set to be complete by October 2012.

Quest Software have already committed to taking up 72,000 square foot of space which can accommodate up to 500 workers.

There are currently over 150 construction workers working on the project, which is one of the largest construction sites in Ireland.

Such was the significance of the

site and the companies to be located there that the Taoiseach Enda Kenny came to Mahon in June to turn the sod.

With Quest Software on board the developer behind City Gate, John Cleary, said they are not resting on their recent successes.

"City Gate opened as the recession hit yet we have gone from a standing start to having more than

1,200 people working here. That's 1,200 jobs created in a time of unprecedented economic difficulty," he said.

"We are now actively engaged in negotiations with other US multi-nationals who see the benefits of our technology hub and the type of facilities we are creating. The new City Gate Park is already 40% occupied before it is completed



VISIONARY: John Cleary whose development company has helped lure major hi-tech firms to Mahon's City Gate Park.

and we expect further announcements in the coming months."

Earlier this year Doug Garn the CEO of Quest Software gave a revealing explanation as to why they chose Cork and Mahon over other locations.

"We looked at lots of different locations. Poland, Switzerland, the Czech Republic, the Netherlands, other parts of the UK and we quickly narrowed it down to Ireland.

"We still feel totally confident about our decision. A lot of that I think came from the strength of the Universities here. It is pretty exciting for us to be working here in Cork alongside companies like Apple, EMC, VMware and Solarwinds."

Hi-tech residents that have raised Mahon park's business profile

AMONG City Gate's hi-tech residents are:

● **Big Fish Games** — This Seattle-based company develops and publishes games for computers and mobile devices. Founded in 2002 they have already surpassed one billion game downloads.

In April 2009 they chose Mahon and City Gate as the location for their European headquarters. They planned to recruit 100 staff over their first three years on a phased basis, but are already ahead of that target.

● **SolarWinds** — Founded in 1999, SolarWinds provides IT management software to more than

93,000 customers worldwide.

In 2007 they established their EMEA headquarters in Mahon. It includes a range of activities including multilingual sales, technical and customer support, financial shared services, marketing and localisation. It employs up to 85 people here.

● **McAfee** — Headquartered in Santa Clara, California, McAfee is the world's largest dedicated security technology company creating anti-virus and encryption software. They have had significant operations in Cork since 2004 and their EMEA headquarters are

now located in Mahon.

Global localisation and product readiness, finance, procurement, operations and logistics as well as inside sales are conducted from Cork where the company employs approximately 280 people.

● **Quest Software** — Headquartered in California, Quest Software simplifies and reduces the cost for companies to manage their computer and IT systems through cloud computing. Cork was chosen for a new international shared services centre in January beating off competition from other locations in Poland, Switzerland, the UK and Ireland.

The company initially announced the creation of 150 jobs. In May they announced they would be occupying 72,000 sq ft area of the City Gate Park development in Mahon which can accommodate up to 500 workers.

● **Aruba Networks** — California-based Aruba Networks is a leading provider of network access solutions. Last month they announced that Cork would be the location of their new international headquarters employing 40 people. The City Gate offices will have responsibility for shared services, supply chain management, inside sales and customer support.