

Partner Marine Applications



Marine Applications benefit from student engagement and The Rubicon Centre to develop their online database for fishing vessels & seafood processors.



The Need

Frank Fleming started Marine Applications from his home in West Cork. Marine Applications work in the commercial fishing industry where they deliver software solutions for the catching and processing sectors of the industry.

Their clients include fishermen and seafood processors, with whom they work, to achieve standards for responsible and sustainable fishing, quality and food safety, supplier approvals and training.

In 2015 they recognised the need to adopt an online presence and move away from a 'paper' method of doing business. Lacking the expertise to do this himself, Frank turned to CIT, when he became aware of students skilled in web development who were seeking work placement positions.

The Solution

Following an interview process Kieran Moroney was hired for a 3 month placement to develop an online presence for Marine Applications.

During his visit to CIT, Frank was informed of the benefits of working with [The Rubicon Centre](#) and gained an understanding of what would be available to him there.

Benefits of the Engagement

The business was transformed after they relocated their office to the Rubicon Centre in CIT and worked with Paul Healy and his team. Marine Applications benefited from everyday contact with various entrepreneurs and the many aspects of the innovation ecosystem that exists on campus in CIT.

Kieran Moroney proved to be an excellent hire for Marine Applications and following his placement position, Kieran continued to work for the company on a part time basis. His final year project was based on on-going work for the company and on completion of his Degree he was hired as a full time technical employee. This allowed for consistency within the business at a critical time of growth. During this time, Kieran developed an online database for fishing vessels that would allow for information to be updated onto the database via phone, tablet and other devices.

The office has grown over the 2 years since Marine Applications moved to the Rubicon Centre. There are now 4 employees working on the CIT site.



'The engagement of a student by Marine Applications was critical in the early stage of development of the company. After the success of the engagement, the student was subsequently employed after graduation by the company. This has helped the Rubicon demonstrate one of the many benefits of companies incubating on campus to the client and to future clients who may be interested in locating in the Rubicon'. – Paul Healy, General Manager at the Rubicon Centre.

"While we had experience in the seafood sector, the development and introduction of software to our clients meant we faced a steep learning curve. Engaging a web development student from CIT allowed us refine and develop our ideas until we picked a clear pathway forward. Having full time web development capacity in-house and the benefits of working within the greater eco-system of The Rubicon Centre have been critical elements in growing the company." – Frank Fleming, CEO Marine Applications Ltd



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