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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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IT's Monday reports every week on enterprise systems, software development, networking and managed services and communications in Ireland. It is written by Che Golden (01) 2353350 / <che@itsmonday.ie <<mailto:che@itsmonday.ie>>> and Paul Golden (01) 2353351 / <paul@itsmonday.ie <<mailto:paul@itsmonday.ie>>>

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CTVR SEEKS ROAMING CONQUEST

By Paul Golden

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.

The software involves a client, which runs inside the handset (usually a Wi-Fi or dual-mode phone) and sits alongside whatever VoIP client is normally used. When the user wants to make a phone call through a wireless hotspot, the software begins to feed out a continuous stream of payment tokens, which are consumed by the hotspot operator and used to pay for Wi-Fi and Internet access in units of one to three minutes at a time.

The payment tokens use cryptographic hash-chain technology and CTVR director, Professor Donal O'Mahony confirmed that the centre has patent protection for the way in which these tokens are fed to the hot-spot operator. 'It is a simple Wi-Fi minutes-for-cash type of transaction that will enable users to make calls from anywhere in the world to anyplace else for rates of the order of 2-5 cent per minute.'

Internal trials are underway and external users in central Dublin will have an opportunity to test the software later this summer. If these tests go according to plan, the CTVR hopes to partner with one of the major Irish or UK hot-spot providers for a more extensive trial towards Christmas or early in the new year.

The software will be compatible with Microsoft Windows XP and Vista, as well as Microsoft Windows Mobile. The CTVR research team is also actively porting its software to the most popular platforms for a number of Wi-Fi telephony handsets.

Professor O'Mahony expects the technology to be well received by service providers. 'We would expect to significantly add to the sum of all VoIP revenues and Wi-Fi consumption and we are not initially targeting dual-mode handsets, so it won't be a question of an expensive cellular minute versus an inexpensive Metakall minute.'

The original plan was to form a commercial spin-out based on this research within the next year and a half, but CTVR's director says this could happen earlier than that. 'We are receiving active financial support from Enterprise Ireland (EUR 400,000) and Trinity College, which is great for us at this stage of development. We were aiming towards the formation of a campus spin-out in 12-18 months, but we are seeing so much interest right now that it might make sense to accelerate this.'

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