

1.3.2023

Deep Tech Accelerator (DTA) pilot funding call: How to apply

These guidelines are intended for filling out a Deep Tech Accelerator (DTA) pilot funding application.

This is how you can apply for the funding

You can apply for DTA pilot funding via [Business Finland's online service](#) using the 'Young Innovative Companies' (NIY) application form. Since some of the questions/instructions in the NIY application form do not fully meet the requirements of DTA funding, we have prepared additional instructions for entering the necessary information in the correct fields. If there are no additional instructions for completing a section, please proceed according to the instructions in the application form.

Basic application information:

- **Type of applicant organization:** Select 'Startup'.
- **Project name:** Give your project a name and add DTA to the beginning of the project name (e.g., 'DTA Commercialization of Green Technology').

Funding service

- Select 'Young Innovative Companies'.

The company's current status

- **Key business figures:** In addition to the instructions in section 'Equity investments', enter the company's cumulative equity financing (not only investments made during the financial year).
- **Cash flow forecast:** Cash flow forecast for the first DTA phase + three months (use the NIY cash flow Excel template; the application form contains the link to the template). Enter the cash flow in the Income plan and Financing plan tabs in the Excel template or provide the corresponding information. When entering the cash flow forecast, please note that your company must also have sufficient self-financing to finance its operations outside the project and that the grant will be paid retrospectively based on the actual costs.
- **Volume of orders and quotations for the sales forecast:** Make a list of potential future customers and potential discussions with them.

Growth vision

- **Growth vision:** Describe the growth vision and its basis, taking the early stage of the company into account.

Project goals

- **Describe the goals of the first phase of the DTA project:** Set two to five concrete and measurable goals for the DTA phase. You will discuss these goals further with Business Finland while the funding application is processed. The goals will be included in the potential funding decision, and their implementation will be monitored. Achieving the set goals will also have a significant impact on whether your company can receive further funding from Business Finland. Below are some examples of the potential goals of a DTA project:
 - o Contacting customers, acquisition of pilot customers and launching pilots, paid projects and experiments, etc.
 - o Concrete cooperation with the necessary partners, cooperation agreements and related negotiations
 - o Increasing market understanding, selecting customer segments, updated business plan
 - o Strengthening the team with international business experts, business developers, and salespeople
 - o Investigations and registrations related to intellectual property rights

1.3.2023

- Identification, scheduling, and initiation of necessary approvals
- Developing the company's operational processes and quality system to enable market entry
- **Market and customer needs:** Follow the instructions in the section, taking into account the business related to the DTA project.
- **Solution:** Follow the instructions in the section, taking into account the business related to the DTA project. In addition, describe the technical readiness and development needs of the solution.
- **Benefits to the customer:** Follow the instructions in the section, taking into account the business related to the DTA project.
- **Competitive advantage:** Follow the instructions in the section, taking into account the business related to the DTA project.
- **Risks:** What are the specific risks associated with the market entry and the internationalization of the solution (e.g., regulatory and approval risks)? How will the company protect itself against these risks?
- **Intellectual property rights:** Follow the instructions in the section and also describe the following: Who is responsible for intellectual property matters in the company? How does the company use intellectual property rights in its business? In a separate appendix, list the intellectual property rights related to the solution: target country, form of protection, number of the application/granted form of protection, applicant/holder, priority date of the application, status (interim decisions, validity), and describe any other intangible assets ([Company's IP status](#)). If the company has technology transfer agreements related to intellectual property rights, submit the signed copies with the application.
- **Business plan:** Attach a business plan (mandatory)

Summary and submission

- **Free-form cover note:** Specify the contact person at Business Finland who has discussed the funding with you.

Other appendices

Appendix 1: auditor's report

The funding application must be accompanied by an auditor's report on the company's compliance with the conditions for DTA funding. Among other things, we require that at least 10% of the company's total costs have been allocated to research and development activities in one of the three years preceding the application. To prove this, the company can use either Statistics Finland's form on research and development expenditure or Business Finland's calculation.

- [Auditor's report on the company's eligibility for Young Innovative Company/DTA funding](#) (docx)
- [Business Finland's calculation template for the company's research and development expenditure](#) (Excel)
- Statistics Finland's form can be found on Statistics Finland's website

Appendix 2: information about your company's finances

Please submit the following financial information on your company with the application:

- an income statement that is no more than two months old, and a balance sheet ledger for the current accounting period
- monthly cash flow forecast ([Cash flow forecast in tabs 1, 2 and 3](#)) (calculation template xlsx)
- annual forecast of profit and funding (Cash flow and profit and funding forecast ([T2/T4/T7 in tabs 4, 5 and 6](#))) (calculation template xlsx)

1.3.2023

You can submit the information using Business Finland's calculation templates or by other means, for example as part of a business plan.

Appendix 3

- Business plan

Appendix 4

- Project plan

Appendix 5

- Company's IP status and technology transfer agreement

To make the funding decision, we may ask your company for additional information, if necessary.