

Benefits of IP projects

The benefits obtained by the parties of an HX Industrial Participation project

PARTIES OF AN IP PROJECT

Schematic presentation of parties in an HX Industrial Participation project



The project parties can be only the Finnish Company and the OEM...





... but the Finnish party can be a consortium of companies...





















THE FLOW OF AN IP PROJECT

Technology transfer to a Finnish company as an example



Innovations and new, disruptive ideas A company has got new, innovative and disruptive ideas that could significantly change their market position.

These ideas are based on discussions

and earlier cooperation with the FDF.

Expectations of the Finnish Defence Forces

Opportunities on the global defence market

Goals and capabilities of the company The company thinks that the ideas could shake the market – not only in Finland but globally.

However, help is necessary for the implementation of these ideas. Maybe an IP project?





Innovations and new, disruptive ideas

Expectations of the Finnish Defence Forces

Opportunities on the global defence market

Goals and capabilities of the company Let's have a look at the IP process!















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Business Finland supports Finnish companies and research institutes throughout the process



The project is based on the company's own resources v

The goals, resources and capabilities of the company













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FIVE SCENARIOS

Five different scenarios are presented as examples below. These are NOT the only possible IP project arrangements – innovative ideas are encouraged!



Five example scenarios

- 1. Technology transfer from the OEM to a Finnish company or consortium *
- 2. A Finnish R&D project that is funded by the OEM
- 3. A joint R&D project between a Finnish company/consortium and the OEM.
- 4. Testing aid from the OEM to a Finnish company
- 5. Founding of a joint venture between the OEM and a Finnish company
- Instead of a single Finnish company, the Finnish party can be a consortium of companies and/or research institutes.
- Instead of the OEM, a partner company of theirs can be the foreign party
- All scenarios can also include marketing support from the OEM to the Finnish party.



SCENARIO 1A

Technology transfer from the OEM to a Finnish Company



Finnish Company A produces solutions that contain unique innovations – there is demand for them on the defence market. However, the manufacturing process of Company A is old-fashioned and the production costs are too high!

> Finnish Company A





Finnish Company A











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THE BENEFITS:



Finnish Defence Forces









SCENARIO 1B

Technology transfer from a partner of the OEM to a Finnish Company


Finnish Company A produces solutions that contain unique innovations – there is demand for them on the defence market. However, the manufacturing process of Company A is old-fashioned and the production costs are too high!

> Finnish Company A





Finnish Company A

















THE BENEFITS:



Finnish Defence Forces









SCENARIO 2

A research project of a Finnish consortium; funded by the OEM



Finnish Company C has been talking with the Finnish Border Guard about a border surveillance system. They have the basic system ready, but there is need for a sensor and some software – Company C needs partners for these.





Company C believes that if they can find a pilot customer – in this case the FBG – there could be customers both in Finland (FDF) as well as on the global defence market. So they need to include these missing features in the system.





They know that they can find a partner to develop the analytics software, but a research project is needed for the development of the new sensor. Company C does not have funds for this.























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An joint R&D project with the OEM and foreign partners



Finnish Company E produces a surveillance system that supports several optoelectronic sensors, but they are lacking integration with a leading C4 or situational awareness system.

> Finnish Company E






















THE BENEFITS:











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Testing aid from the OEM to a Finnish company



Finnish Company F has designed a good ballistic protection system.However, the company cannot validate the product as there are no suitable testing grounds in Finland.

Finnish Company F































THE BENEFITS:



















Founding of a Joint Venture between the OEM and a Finnish company



Finnish company B manufactures world-class products, but these don't fulfil all market requirements – one essential function is missing. Therefore the sales stagnate.

> Finnish Company B



On the other hand, the product of Company B contains a patented feature that others don't have. Company B decides to look for a cooperation partner.

Finnish Company B



To include the missing feature would require technology development or licensing. The problem is that development takes too long and licensing is too expensive.

Finnish Company B





























THE BENEFITS:



Finnish Defence Forces






Scenario 5: Joint venture



Scenario 5: Joint venture



Scenario 5: Joint venture



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Thank you!

Any questions or comments?

