

# BUSINESS FINLAND

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**FUNDING OPPORTUNITIES IN  
CALL FOR IDEAS 13.3.2023**

# FOR WHOM?



## STARTUP

Under 5 years old  
companies aiming at  
international markets



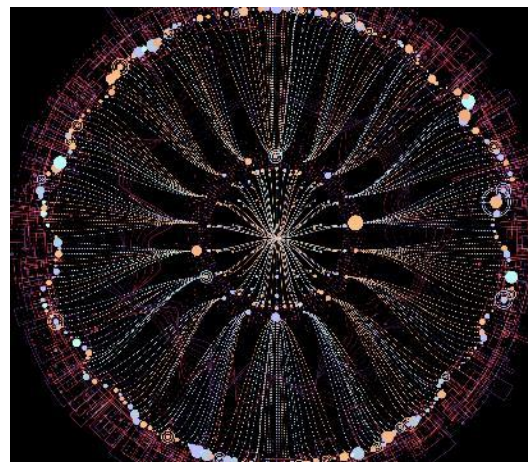
## SME & MIDCAP

Small and medium-sized  
enterprises and Midcap  
companies that have  
passion and capabilities to  
develop and boost exports.



## LARGE

Large companies  
seeking to renew  
themselves alongside  
SMEs and research  
organisations



## RESEARCH AND PUBLIC ORGANISATIONS

cooperating with  
companies

# Principles of Business Finland funding for public research

Business Finland's goal is to generate prosperity and well-being for the Finnish society by accelerating companies' sustainable growth.

We fund research, which benefits Finnish companies in their export business.

## Win-win

The scientific community is creating unique expertise that companies need for renewal and growth in the global markets.

Companies see the needs arising from future business operations and bring new research challenges to be resolved together.

# Business Finland's funding for research organizations from January 1, 2023



International and other special calls

# CO-RESEARCH

## To whom?

- For research organization(s) and three or more companies, who aim to build new business in the field of the research topic and take part in the project funding
- Research organizations develop new knowledge to be utilized as basis for new business branches
- Companies aim at significant commercial exploitation in their export business in the future
- Applicant(s) has a targeted, economically measurable goal and a plan to reach the goal
- Co-Research project is carried out by research organizations. Companies would participate the steering group work and co-fund the research project.
- Co-Research –funding is used only in specific calls, where it 's availability is mentioned.

## For what purpose?

- Creation of new knowledge for significant business areas, acceleration of the future use of research knowledge in business, creation of new Finnish export fields
- Projects that have wide business potential, but companies are not ready yet to utilize the new knowledge in their RDI functions.
- Bridging basic and industrial research, and transforming international top research results into Finnish business environment.
- Importing the latest knowledge and research results from fast-developing, hi-tech field that has a wide utilization potential in various business branches among Finnish companies.
- Funding is possible without Co-Creation phase.

# CO-RESEARCH

## What is required?

- Applications are allowed only within calls, that have specifically mentioned this funding possibility in their instructions
- Project or joint action will enhance the international competitiveness and renewal among participating companies
- The research has an international novelty value and a significant export business potential.
- There are several companies that are interested and the companies are financing a reasonable part of the project.
  - Min 3 companies and typically min 10% funding to the research project.
- There is a wide-ranging dissemination plan for the project results.
- International co-operation is mandatory.
- The amount and quality of international co-operation affect the funding level of the research project. The funding level of a research project with intense international co-operation is higher than the basic level.

# CO-INNOVATION

## To whom?

- For research organization(s) and companies of all sizes seeking international markets.
- Projects and ecosystems that support SME growth and internationalization, and/or renewal of large companies are prioritized.
- Companies can have various roles: either an own R&D project, participating in a research project as a financier or in another organisation's project as a subcontractor or in another way.
- Companies can make a Co-Innovation proposal without research organizations participation.

## For what purpose?

- For high-quality research and utilization of research in the companies' R&D activities
- For the development of new products and services as well as business models promoting international competitiveness of companies and new export business
- For strengthening the networks in national and international ecosystems via joint R&D activities.
- For joint actions that have finalised the Co-Creation phase or also for those that are directly ready to start a joint action.

# International cooperation

- International cooperation is normally required in all research projects at least to some extent. Co-operation can be joint R&D, researcher exchange, joint seminars, joint publications etc.
  - For research projects involved in intense international cooperation, Business Finland's funding level can be higher.
  - The following qualifies as intense international cooperation:
    - A joint project with common goals and measures and a common joint project plan with a foreign organization. The partner has a credible financial plan for its own sub-project.
- OR
- Mobility of expertise to or from Finland, at least 24 months of researcher exchange (exchange periods of at least 3 man-months). The key content of researcher mobility and its impact on the achievement of the project goals are clearly described in the project plan.



# Public research funding

Service	Decreased level	Normal level	Increased level for intense international co-operation
Co-Research	-	60	70
Co-Innovation*	(60)	70	80
Co-Creation**	-	60	-
Research to Business***	-	70	-

\* Public research can't exceed 70% of the total joint action costs

\*\* Project max costs 100k€, personel side costs 50%, OH 20%

\*\*\* Project max costs 700k€, joint action max costs 800k€.

# R&D FUNDING LEVELS for companies

	SMEs	MIDCAP COMPANIES Turnover max. 300 M€	LARGE COMPANIES
<b>COMPANY RESEARCH PROJECT GRANT</b> Create new knowledge and competence	Grant max <b>50%</b>	Grant max <b>40%</b>	Grant max <b>40%</b> Large companies must buy services from SME's and / or research organizations or implement the project as a joint project with them. The share of the bought services/co-op activities has to be 40 % of the project's overall costs.
<b>DEVELOPMENT AND PILOTING LOAN</b> Develop or renew products, services and business model. Demonstrate the functionality of your solution	Loan <b>50% / 70%</b>	Loan <b>50% / 70%</b>	Loan <b>50%</b> Large companies must buy services from SME's and / or research organizations or implement the project as a joint project with them. The share of the bought services/co-op activities has to be 15 % of the project's overall costs.

# WHAT CAN THE R&D FUNDING BE USED FOR?

## 1) DEVELOP THE PRODUCT OR SERVICE

- With Business Finland funding, your company can renew their existing products or services, production methods and business models, or develop new ones. Business Finland funds R&D through loans.

## 2) TEST AND DEMONSTRATE FUNCTIONALITY THROUGH A PILOT

- Involving customers in development work is beneficial in all business sectors. With our funding, you can pilot the features of a new, innovative solution alongside customers and obtain feedback for further R&D. Piloting can consist of a quick trial, as is often the case in software development, or involve long development processes, as in the energy or processing industries. You can also carry out piloting abroad. Piloting can involve:
  - The testing of a new innovative product, production method, process or technology in, for example, a production facility
  - The development and testing of a new innovative operating model or system in a real operating environment, for example, in a city district, traffic, or as part of client companies' operations
  - The development of a new innovative service and ensuring that it functions in the customer's operating environment and processes
- Business Finland funds piloting through loans.

## 3) CREATING NEW KNOWLEDGE AND COMPETENCIES

- Improve the competencies of your business and enhance the competitiveness of your products and services. Collaborate with universities and research organisations. Business Finland uses grants to fund new, innovative research.