

CO-INNOVATION FUNDING

For joint actions of research organisations and companies, in which they jointly develop new knowledge and innovations for new business needs.

Business Finland's funding for research organizations

Co-Creation

To initiate research

- Preparing Co-innovation proposal
- Specifying research question together with companies
- Creating consortium
- Novel idea

Co-Innovation

To perform research

- Research organization and companies collaborate
- To develop a solution, which aims at a significant commercial exploitation and export business

Research to Business

To initiate business

- Major share of the project is to prepare commercialization
- Actual research done in prior projects

International and other special calls

CO-INNOVATION

Funding for research organizations and companies for their joint actions

- Companies and research organizations - develop jointly new knowledge and innovations for business needs.
- A common goal and a plan to reach the goal
- At least one research organization and three companies, of which at least two have applied for funding for their R&D projects from Business Finland

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CO-INNOVATION

For whom?

- For research organizations and companies of all sizes for their joint actions
- Prioritises projects and ecosystems that support SME growth and internationalization.
- Companies can have various roles: either an own R&D project or participating in another organisation's project as a financier, a subcontractor or in any other way.

For what purpose?

- Research organizations and companies jointly develop new knowledge and innovations for business needs.
- The funding accelerates the use of research knowledge, boosts the creation of new Finnish export products and strengthens networks in ecosystems.
- Funding is meant for actions that have either already finalised the Co-Creation phase or for those that are directly ready to start a joint action.

Co-Innovation Funding Summary



Customer Value – why this service?

Customers gain a joint action network to reach common goals. Through joint action companies renew businesses, create new knowledge and capabilities and fasten innovation and internationalization process. Research organizations develop new knowledge and solution models for new business purposes.



What is it?

Funding for research organizations and companies for their joint actions. Research organizations and companies jointly develop new knowledge and innovations for business needs.



Who is it for?

For research organizations and companies of all sizes for their joint actions. A joint action may involve several Finnish research organizations or groups and several Finnish companies of all sizes.



When should it be used?

When companies and research organizations want to conduct research in close co-operation. Also, when companies want to accelerate the utilization of research know-how and solutions in their innovation activities while progressing with their own R&D goals.



Why Business Finland?

Grants for innovative and risky projects to create new knowledge, products or services. For developing and piloting an unsecured loan with an advance payment, low interest and relatively long loan period with amortization-free years. If the risks are realized, the loan may be converted to a grant.

Business Finland brings knowledge of potential networks, partners and market information to joint action participants through coaching.



What does it deliver?

Customers can boost and renew their business competencies. Collaboration with other companies and research organizations helps the development of products and services to be faster and may open novel strategic business areas as well.



What is not included in the service?

Operative costs, like marketing and selling, and basic non-innovative investment costs are not included or approved. Incremental every-day improvements of the products, processes and services.

What has changed in the beginning of 2020

- The funding level of Co-Innovation research projects is now 70%.
- From now on, all research projects are expected to have international collaboration to be eligible for funding. Only in exceptional cases we may fund projects without international collaboration.
- Along with the increased funding level, separate incentive for international collaboration will be discontinued.
- Funding terms and conditions have changed; Research organizations are now requested to provide equal rights of the first refusal on utilization of the research results also to those companies whose projects have participated in the same joint action.
- There are no changes in Co-Creation funding.





How do I apply for Co-Innovation funding?

- Contact first the innovation service unit of your own organization.
- Contact the Research Funding Team of Business Finland.
- Prepare to present the consortium and the project plan before applying.
- Companies and research organizations send each their own applications.

How does Co-Innovation funding work?

The consortium forms an entity which is able to solve the research problem

- The joint action must include at least one research organization and three companies, of which at least two have applied for funding for their R&D projects from Business Finland.
- Priority is given to high-quality projects and ecosystems supporting the growth and internationalization of SMEs.

Company funding is granted in accordance with the regular funding options or levels offered to companies

- Normal business project evaluation criteria
- The company must have sufficient resources and self-financing to carry out the project.

All companies make a participation notice to a public research project The research projects funding level is 70%

- A duration for the research project is typically 2-3 years.
- Continuous application time; if necessary, there will be theme calls or submission deadlines.

What are the criteria for the Co-Innovation funding?

- Proved relevance and demand (problem-solution fit)
- The credibility of the joint action
 - Are the parties to a joint action right to achieve results?
 - Is the work distributed in such a way that it makes sense in terms of the results?
 - Is the company's investment reasonable in relation to the results to be achieved and the exploitation paths?
 - How does the joint action affect the development of SMEs and midcap businesses?
- The novelty value and competitive advantage of the solution model, market potential, societal influence as well as the joint action's international collaboration



Requirement for international collaboration in the research projects

- Research project must have international collaboration which boost the results of the project.
- Research project needs to have at least one of the following criteria filled:
 - A joint action: Common targets and actions, a common project plan with a foreign research organization
 - Researcher mobility: At least 3 person-months research mobility
 - Purchase of IP rights: Licencing or technology transfer
 - Organized information exchange: Organized information exchange which contributes to the project results.

What are the qualities of a good Co-Innovation application?

The following slides summarize the features of a typical successful application. They are not funding criteria, funded projects may also be different.

CLEAR CONSORTIUM – TOPIC AND IMPACT – MANAGEMENT



Good proposal: **CONSORTIUM**

- Common vision – it is not only a project
 - Real motivation to participate is the results of the project
 - Real cooperation
- It is easy to understand why each partner is involved and what they do expect.
- Max 5-6 companies (SMEs)
- Need to scale results, often large corporations required
- Companies economically stable
- Trust - Value chain



Good proposal: TOPIC AND IMPACT

- Novelty – Think big
- But still focused
- Potential impact (turnover and export) high compared to the investment
- Path to exploitation – plan beyond the project
- International collaboration with top research groups
- Topic aligned with Business Finland programs



Good proposal: **MANAGEMENT**

- Internal communication
- Openness, transparency
- Early and continuous involvement of partners
- Schedules, everybody committed
- Steering group
- Dialog with Business Finland already in draft proposal phase
- All project plans of individual partners are synchronized with the joint Co-Innovation plan.

Contact our research funding team!

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