

# Vediafi

## Impact position with EU funding

*vedia*  
CaaS

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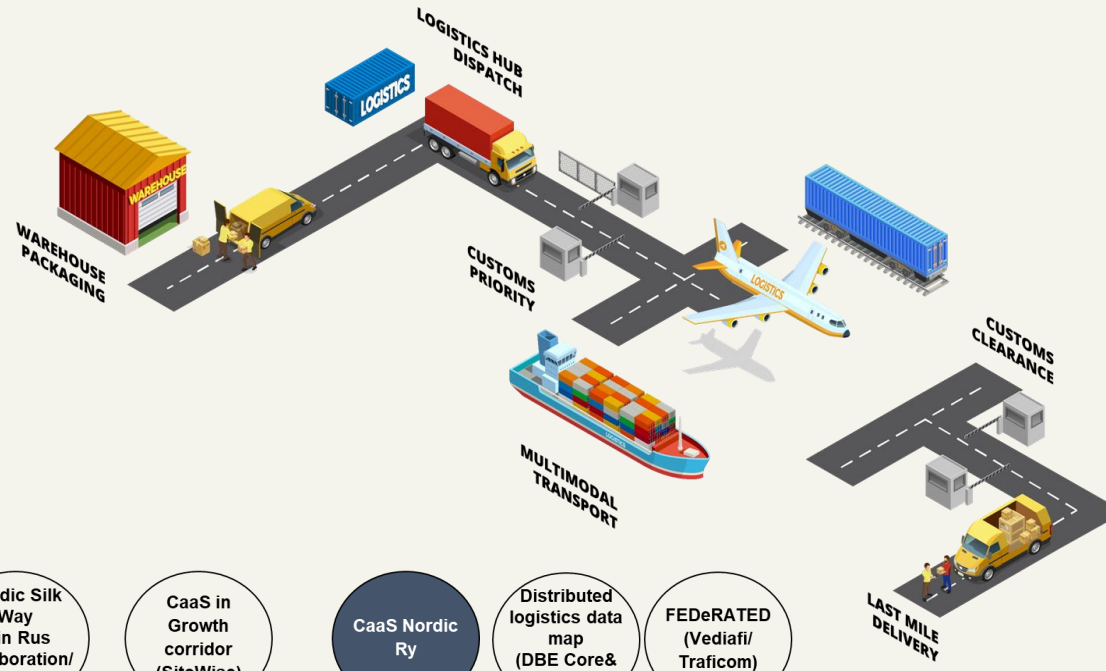
# Vediafi Ltd.

- Finnish CaaS operator and ecosystem builder
  - New logistics solutions
  - Digital logistics platforms
- First Business Finland's Growth Engine company
  - Tackle global challenges
  - Concentrate on CaaS development and value adding services for logistics



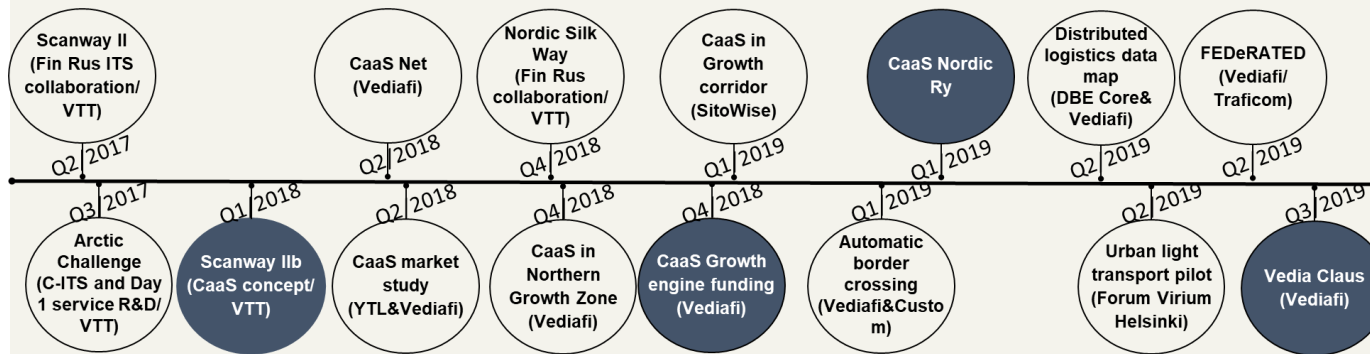
# CaaS – Corridor as a Service

Where? Who? What?  
When? Why?



## The 7 "Rights" of Logistics

- Right product
- Right customer
- Right quantity
- Right condition
- Right place
- Right time
- Right cost





# Vediafi's current EU status

- One H2020 project
- Two CEF (Connecting Europe Facility) funded project
- One submitted H2020 proposal
- One on-going H2020 preparation
- + other EU related funding preparations and actions
- Couple negative funding decisions



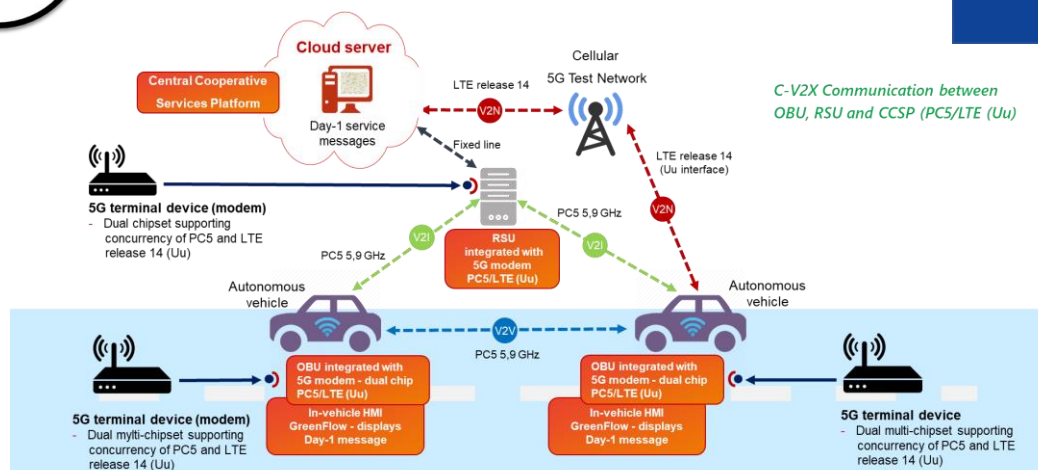
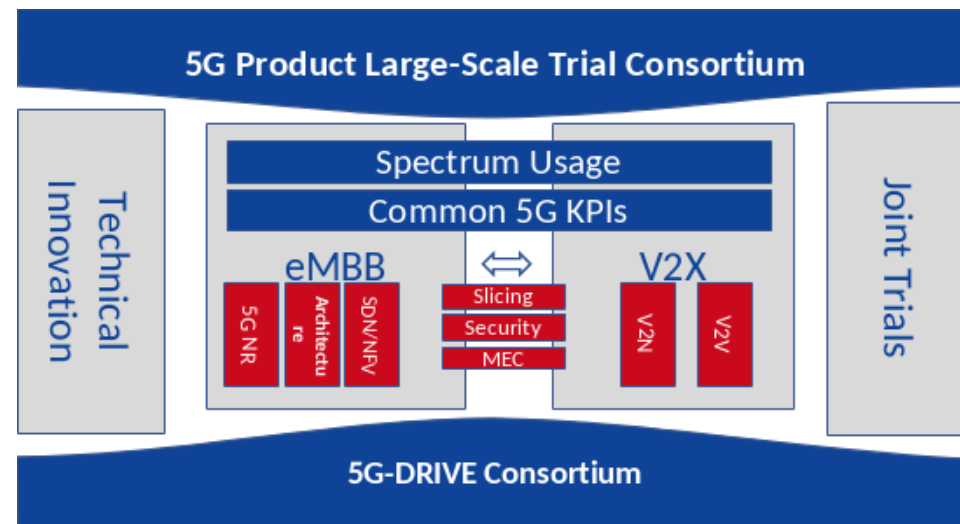


## EU consortium



C-V2X OBUs and RSUs with European and Chinese standards.

Hybrid communication:  
LTE + ITS G5 → 5G



VTT - 5G test site Espoo, Finland



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# FEDeRATED

- CEF funded EU project (2019-2023)
  - ~25 M€
  - Coordinator: Ministerie van Infrastructuur en Waterstaat (NL)
- 7 core network corridors
  - ES, FI, IT, LU, NL, SE + GE + IATA
- FEDeRATED project:
  - ensures data sovereignty
  - creates trust among platforms and participants
  - provides a framework to enable interoperability
  - is open to any participating party

# Challenges

- Preparations takes time and you never know will you win
- Work effort and money does not go hand in hand
- Collaboration
  - Partners around EU
  - Different working methods and habits
  - National differences
- Dealing with cutting edge technologies

# Benefits

- Opportunity for EU wide collaboration
- Opportunity to be in the forefront place
  - EU development
  - Interesting stakeholders
- Opportunity to influence
- Much appreciated and good funding
- Once you get in, you have better change to stay in



# Lessons learnt

- Do not try to do this alone
  - Find national and international partners
- Follow your own path, but do not forget story telling
- EU funding is kind of beauty contest
  - Consortium matters
  - Context matters
  - Terminology matters
- Yes there is bureaucracy, but you can handle it
  - During preparation phase do not say yes for everything



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