Experiences from EU projects

Case Vaisala

Tomi Salo / 2019-12-02, Scandic Park
Outline

- Vaisala as a company
- Vaisala Industrial Measurements and its strategy
- Experience from near past
- On-going experience
Employs over 1,800 professionals worldwide

EMEA 73%    Americas 19%    APAC 8%

Has over 30 offices in 18 countries

39% of Vaisala people work outside of Finland

Serves customers in over 150 countries annually

2018 net sales 348.8 million euros

EMEA 29%    Americas 39%    APAC 31%

2018 R&D investments were 13% of net sales

22% of employees work in R&D activities

Committed to using 100% renewable electricity by 2020
Industrial Measurements Serves a Variety of Industries

For example:
- Power
- Life Science
- Industrial Drying, e.g. paper
- Electronics and Semiconductors
- Building Automation, e.g. demand controlled ventilation
- Automotive
- Food Industry and Agriculture
- Biogas Industry
Growth Through Product Leadership

Discovering Customers’ Needs

Growth Markets
- Liquid Measurements
- Life Science
- Power
- RunWays

Flagship Markets
- High-end Humidity
- High-end CO₂

Achieving #1 Position in Selected Markets

Application Expertise

Continuously Creating Winning Products

Superior Channel

Instruments
Systems
Services

Geographical Reach

Measurement technologies for gas and liquid
ESEE – An ENIAC Project

- Environmental Sensors for Energy Efficiency
- 25 partners from five countries
- Vaisala focus
  - Development of optical gas measurement components
  - Development of an optical gas measurement module
- Vaisala results:
  - OPT100 launch spring 2016
  - Paved the way for MGP261
APPLAUSE – An ECSEL Project

- Advanced packaging for photonics, optics and electronics for low cost manufacturing in Europe
- 31 partners from 11 countries
- 1.4.2019 – 31.3.2022
- Vaisala has its own Use Case (of six Cases)
- Focus on development of cost-effective concepts for modules of optical water vapor measurement

Structure of the CARBOCAP® sensor.
APPLAUSE – An ECSEL Project

**WHY**
- To co-create: sharing experiences and combining efforts
- To learn: large consortium developing new tools, methods and processes for advanced packaging and assembly

**HOW**
- Networking: find the opportunities for you
- Application: trusting professionals for the PO and FPP creation, and management
Thank You!

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