

A photograph of the Golden Gate Bridge in San Francisco at sunset. The bridge's towers and suspension cables are illuminated with a warm orange glow. The sky is a mix of orange and blue, and the city lights are visible in the distance. The bridge spans across the water, with a small waterfall visible on the right side.

**BUSINESS
FINLAND**

**Business Finland services to
companies entering US market**

Cleantech & Circular Economy

2018



TO WHOM ?

**FOR COMPANIES
LOOKING FOR
INTERNATIONAL
GROWTH**

**PASSION TO
GROW**

**INTERNATIONAL
COMPETITIVE EDGE**

**CAPABILITIES &
GOOD TEAM**

**SUFFICIENT
RESOURCES**

TF locations in USA

Bay Area, CA



BF
Paula Salomaa
Innovation



BF
Hartti Suomela
ICT



BF
Thong Tan
Consumer Business



TF
Michel Wendell
Honorary Consul

Los Angeles, CA



Consulate
Aki Luukkainen
Cleantech



Stefan Lindström
Consul General



New York, NY



Consulate
Veijo Komulainen
Cleanerch, Design



BF
Val Kratzman
Health



BF
Mailiina Turanlahti
BF GN NA Lead
TF Coordinator

Washington, DC

BF
Liina Peltonen

OKM
TBA

Houston, TX



BF con tr.
Michael Lovejoy
Cleantech

SOFTLANDING SERVICES & ACCELERATOR PROGRAMMS



2018 Team Finland USA partnering incubators & accelerators



LACI – Los Angeles Cleantech Incubator



Cleantech business incubator to accelerate development of cleantech startups by offering flexible office space, CEO coaching, mentoring and access to growing network of expert and capital

Finnish company alumni: Altum Technologies, Solved, Ask Kauko, Boldan

Website: <https://laincubator.org/>

Braid Theory Accelerator, San Pedro/Los Angeles

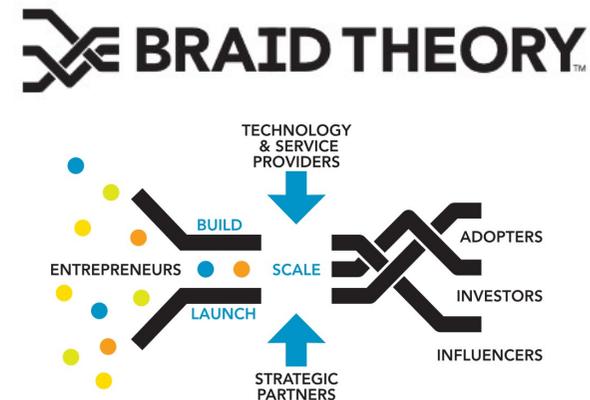
Braid Theory Launch programme for international tech startups exploring the US market

<http://braidtheory.com/programs/launch>

- The 11-week Launch Cube is specially designed for early stage companies located outside of the United States.
- Course Fee: \$1,800
- Possible to attend also via webinar and Skype from home country

Website: <http://braidtheory.com/>

BUSINESS
FINLAND



Industry sectors

Transportation & Goods Movement
Energy, Water & Utilities
Agriculture & Food Tech
Ocean & Maritime
Smart Cities, Construction & Infrastructure
Aerospace & Advanced Manufacturing
Digital Tech
Biotech & Life Sciences

Techstars Los Angeles



Each year, we choose over **300 companies** to join our **three month** mentorship-driven accelerator, investing **\$120K** and providing hands-on mentorship and access to the Techstars Network for life.

We are looking for startups that are innovating across a wide range of industries and seeking to build their business and network in southern California.

Website: <https://www.techstars.com/programs/los-angeles-program/>

ABC Silicon Valley



ABC Silicon Valley is one of the top 25 business accelerators in the world and it is disrupting society by pushing the startups beyond their limits All the Way UP!

We recruit the finest international startups and expose them to Silicon Valley's wealth of resources and capital while changing their mindsets by involving them in the dynamic creativity and exceptional driving forces of Silicon Valley.

ABC Silicon Valley is the headquarters of the Acceleration Business City. With its personalized approach and program, it represents a global home for startups.

Website: <https://abc-accelerator.com/silicon-valley/contact/>

REACH Program, Nordic Innovation House, Silicon Valley



REACH is an **incubator program** designed to boost Nordic research based tech projects that have international ambitions and potential.
Expectations:

- Active founding team members
- Unique technology
- Focus on technologies and solutions that are relevant to the Silicon Valley ecosystem

Website: <https://www.nordicinnovationhouse.com/reach>

TINC program, Nordic Innovation House, Silicon Valley



TINC is an intensive **4-week accelerator program** to validate your product/market and business model fit and potential for global scale in the most competitive startup environment in the world.

- In TINC you will work with world-class mentors and learn how to attract customers, partners and investors.
- Application times: spring and autumn

Website: <http://www.nordicinnovationhouse.com/tinc>

Y Combinator, Silicon Valley

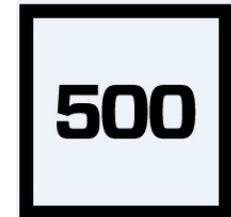


Y Combinator offers a new model for funding early stage startups.

Twice a year they invest a small amount of money (\$150k) in a large number of startups that move to Silicon Valley for 3 months. The YC partners work closely with each company to get them into the best possible shape and refine their pitch to investors.

Website: <http://ycombinator.com/>

500 Startups



500 Startups is a venture capital firm on a mission to discover and back the world's most talented entrepreneurs, help them create successful companies at scale, and build thriving global ecosystems. They are one of the most active seed stage venture capital firms in the world.

Application times: twice annually.

Website: <http://500.co/>

Blackbox connect



Blackbox is a global nonprofit committed to promoting equality of entrepreneurial opportunity through access to resources, mentorship, and immersive programs in the heart of Silicon Valley.

Two-week residential program in Silicon Valley, open to global startups founders seeking to hone their craft of entrepreneurship, amplify their drive, and fortify the foundation of their startup.

Website: <https://blackbox.org/>

Urban Future Lab / AcreNew York



The Urban Future Lab (UFL) is New York City's hub for smart cities, clean energy, and smart grid technology.

Acre accelerator offers advice, mentorship and office space for clean energy & cleantech companies

Website: <http://ufl.nyc/ourprograms/acre>

HOW IT WORKS



Companies submit a highly competitive online application



Rent starts at \$450 a month, all services included



Incubation lasts around 2 years



ACRE takes 0% equity from tenants

Nordic New York Accelerator



A Technology Accelerator in New York City for Nordic Startups by ERA Global

The Acceleration Program is designed to help companies according to each of their needs: Product; Technology; Product/Market Fit; Marketing and Sales; Fundraising and Pitching in the US market.

Website: <http://www.nordicnya.com/>

Nordic Innovation House, New York



Nordic Innovation House is the New York headquarters for the Nordic Startup Community. The concept allows members to have a presence in New York, providing the members with a "soft landing" space and a community of peers, partners, investors and service providers.

Entrepreneurial marketing program for nordic creative tech companies will give the skills, tools and mindset to brand, market and sell the products and services in the global marketplace. The program is hands-on, with a mix of learning-days and doing-days, as well as one-on-one meetings with top executives in relevant fields, and evening networking events.

Website: <https://www.nordicinnovationhouse.com/overview-ny/>

Plug and Play accelerator programs



Plug and Play is the ultimate innovation platform, bringing together the best startups and the world's largest corporations.

- 50+ accelerator programs a year, 12-weeks each.
- Sectors e.g.: New materials & Packaging, Mobility, Supply Chain & Logistics, Food, Energy & Sustainability

Homepage: www.plugandplaytechcenter.com/startups



Land in Chicago

LANDINCHICAGO

LandInChicago is a 12-week intensive market-entry program run by international serial entrepreneurs to help Finnish growth companies to launch their market entry to the US market and find the first paying US customers.

Program kicks off twice a year in April and October.

Website: <http://www.landinchicago.com>

More Accelerators

Alchemist

<https://alchemistaccelerator.com/>



Angel Pad

<https://angelpad.org/>

AngelPad

Disney Accelerator

<https://disneyaccelerator.com/>



ETC

Other useful contacts and information

Regional Economic Development Agencies (EDC) offer help for free e.g.

- Denver EDC <http://www.metrodenver.org/>
- San Diego EDC <http://www.sandiegobusiness.org/>

World Trade Centers (WTC) offer help for a small fee e.g.

- Los Angeles WTC <https://www.wtcla.org/>
- Denver WTC <https://www.wtcdenver.org/>

Useful information

- California Energy Commission <https://www.energy.ca.gov/>
- National Renewable Energy Lab NREL <https://www.nrel.gov/>
- California Air Resource Board <https://ww2.arb.ca.gov/homepage>



The Global Access Program market entry plan is done by experienced business professionals who are completing their MBA degree simultaneously at UCLA Anderson School of Management.

During the intensive six month work period your company gets an individually tailored market entry plan from their assigned MBA team. The team members also act as consultants in this process.

During the program (July to December) the company will work together with the team to execute:

- Feasibility analysis for business operations
- Market analysis and a marketing strategy
- Business plan (including focus points, networking)
- Method for monitoring and follow-up of aforementioned factors

In order for the program to achieve its goal, companies must have close-knit and open communication with their MBA team. The process will be supervised and coordinated by staff from the Anderson School of Management.

GLOBAL ACCESS PROGRAM REQUIREMENTS

- Business operations based on an innovative product concept
- Independent company or a unit of a larger corporation
- Enough technological expertise
- Concept that provides a sustainable competitive edge
- Paying clientele
- Sufficient funding and/or positive cash flow for the following 1 to 2 years
- English website

GAP starts annually in July and ends early December. **Your company can apply for the GAP program in October/November and February/March.** During the application process representatives from UCLA and Business Finland will interview applicant companies.

BERKELEY HAAS IBD PROGRAM

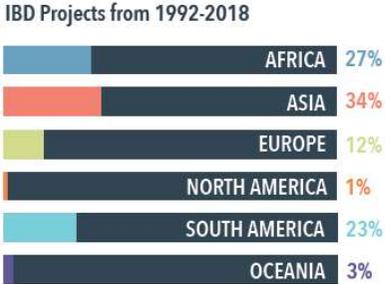
International Business Development (IBD)

is a management consulting program offered through the Berkeley Haas School of Business that **helps clients redefine how they do business globally**. IBD takes on innovative and value-enhancing engagements with corporate, government, and not-for-profit organizations around the world.



International Business Development Program
 Haas School of Business
 University of California, Berkeley
 1-510-643-1048
www.haas.berkeley.edu/ibd

WHERE WE WORK

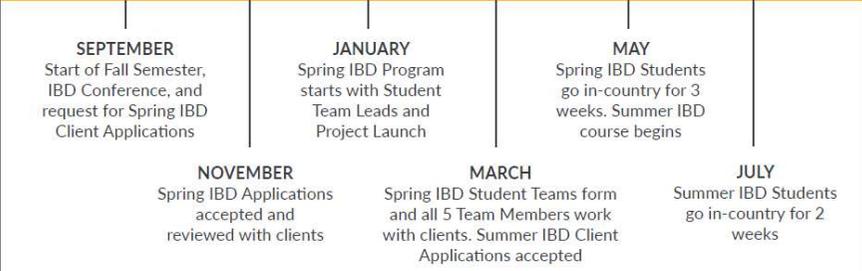


89	1,647	468
Countries Total	MBA Students	International Projects

WHAT WE DO

- MARKET STRATEGY
- INNOVATIVE BUSINESS PLANS
- STRATEGIC PLANS
- FEASIBILITY STUDIES
- SUSTAINABILITY STUDIES
- FINANCIAL ASSESSMENTS
- DESIGN THINKING

IBD TIMELINE



SUPPORT FOR INTERNATIONAL GROWTH



**GROW &
RENEW**



ENTER THE MARKET



COMMIT & GET READY

ADVICE AND
MENTORING

MARKET
KNOW-HOW

FUNDING

CONTACTS &
NETWORKS

VISIBILITY

EXCAMPLES OF SERVICES TO SME'S



COMMIT AND GET READY

INTERNATIONAL GROWTH MENTORING

- Start-up
- Growth path
- Must Win Battle

FUNDING

i.e. for r&d and improve capabilities and to create internationalization strategy



ENTER THE MARKET

MARKET ENTRY MENTORING

- sense-making / 2nd opinion
- Expert search in selected markets
- Groupsparring / bootcamp

FUNDING for piloting and/or marketstudy and partnersearch

MARKET ENTRY-PROGRAMMS

SOFTLANDING- SERVICES



GROW & RENEW

NETWORKING- JA MEET THE BUYER EVENTS (GROUPS)

TF-DELEGATIONS AND INBOUND-VISITS

PROBLEM SOLVING - SPARRING

INNOVATION FUNDING to develop product / service offering

EU-SERVICES AND SPARRING

ADVICE AND MENTORING

MARKET KNOW-HOW

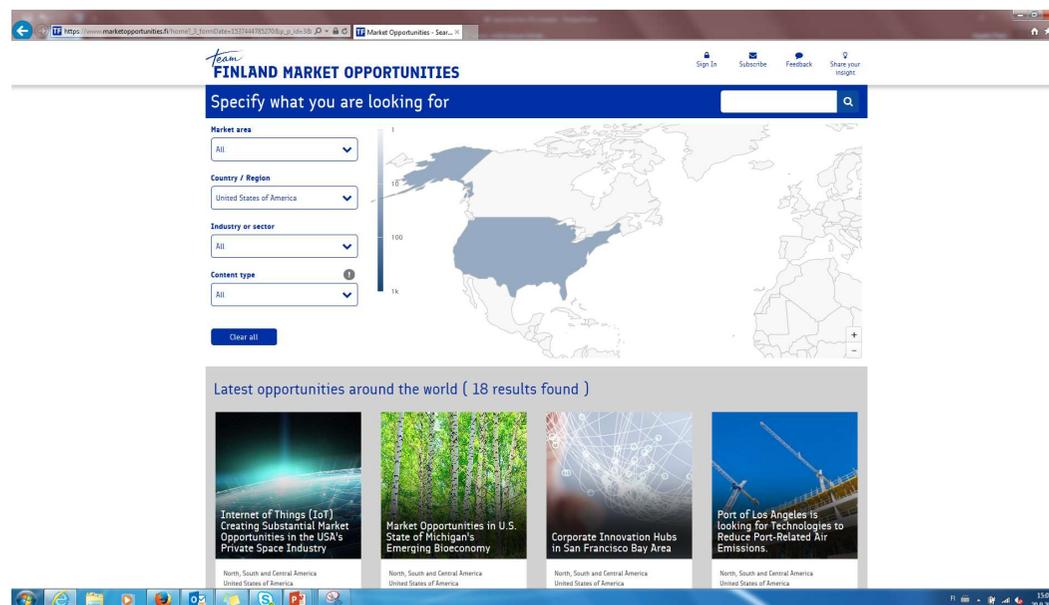
FUNDING

CONTACTS & NETWORKS

VISIBILITY

BUSINESS FINLAND DIGITAL SERVICES

- [Market opportunities](#)
- [Expert search](#)
- [Shipping handbook](#)



FUNDING SERVICES



Get started with voucher

Innovation voucher

You can use the innovation vouchers to purchase new knowledge and skills for your business.

5 000 € + VAT 100%, grant



Define markets/ marketopportunities

Explorer

For marketstudy, localization needs analyze, find partners &dealers

Max 10 000 € grant, 50% from total costs



Accelerate growth

Tempo

Develop a vision and strategy for international growth, enhance your growth capabilities and ensure demand in the export markets

Max 50 000 € grant



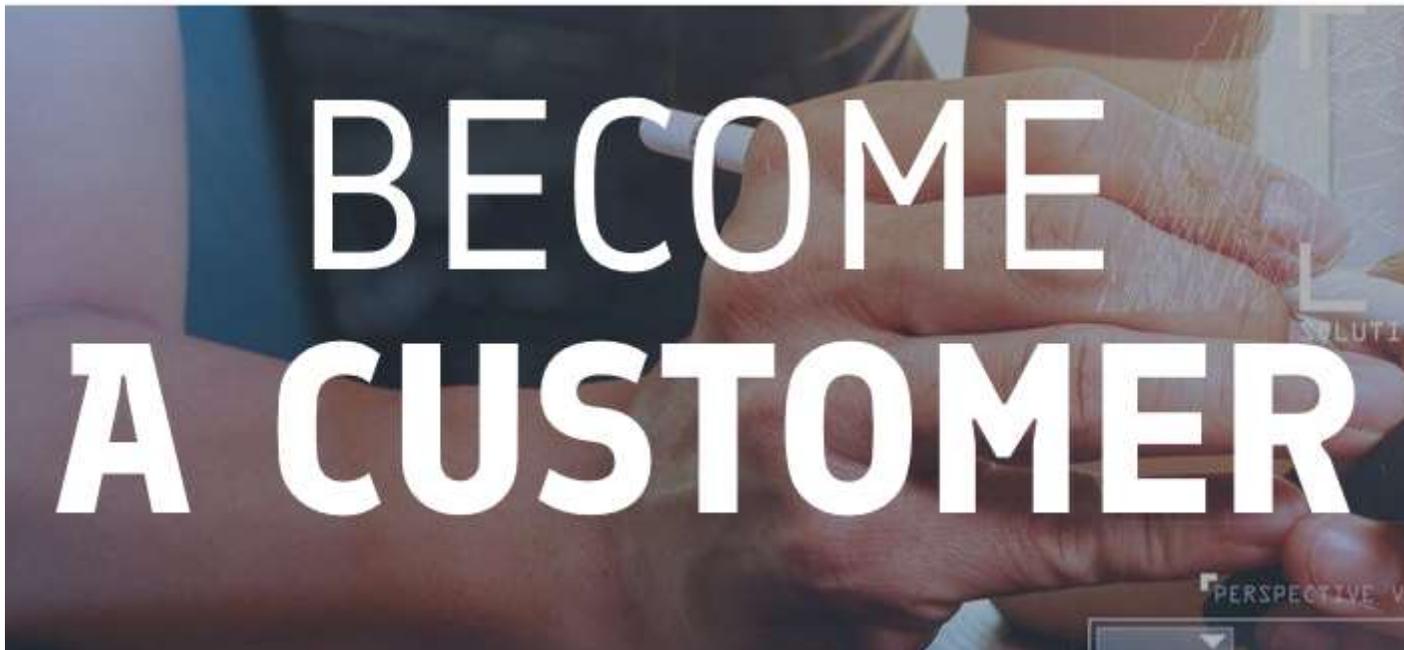
Innovate & pilot

R&D funding

For company to develop products or services, production methods, and business models.

Funding is loan covering 50-70% total cost of the project

BUSINESS FINLAND SERVICES



<https://yhteydenotto.team.finland.fi>