

CALL FOR PARTNERSHIP FUNDING

CO-INNOVATION AND RESEARCH, DEVELOPMENT AND PILOTING

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1. Background

Business Finland offers funding for both companies and research organizations for Research, Development and Piloting projects, Co-Innovation projects and Co-Research projects according to the roadmaps of the leading companies. This funding is called partnership funding. The roadmaps are the leading companies' views on what kind of solutions, technologies and skills the leading companies need to achieve their defined missions.

These guidelines apply to partnership funding for both individual Research, Development and Piloting projects and Co-Innovation joint projects. In Co-Innovation joint projects, companies can collaborate with each other or companies together with research organisations.

It is also possible to receive partnership funding for Co-Research projects of research organisations. There are separate instructions on partnership funding for Co-Research projects.

More information:

<https://www.businessfinland.fi/en/services/Programs-and-ecosystems/Ecosystems/Leading-ecosystems/>

2. Leading company partnerships

2.1. The roles of a leading company and partners in solving the mission

EXAMPLE OF A MISSION: A PLASTIC-FREE OCEAN

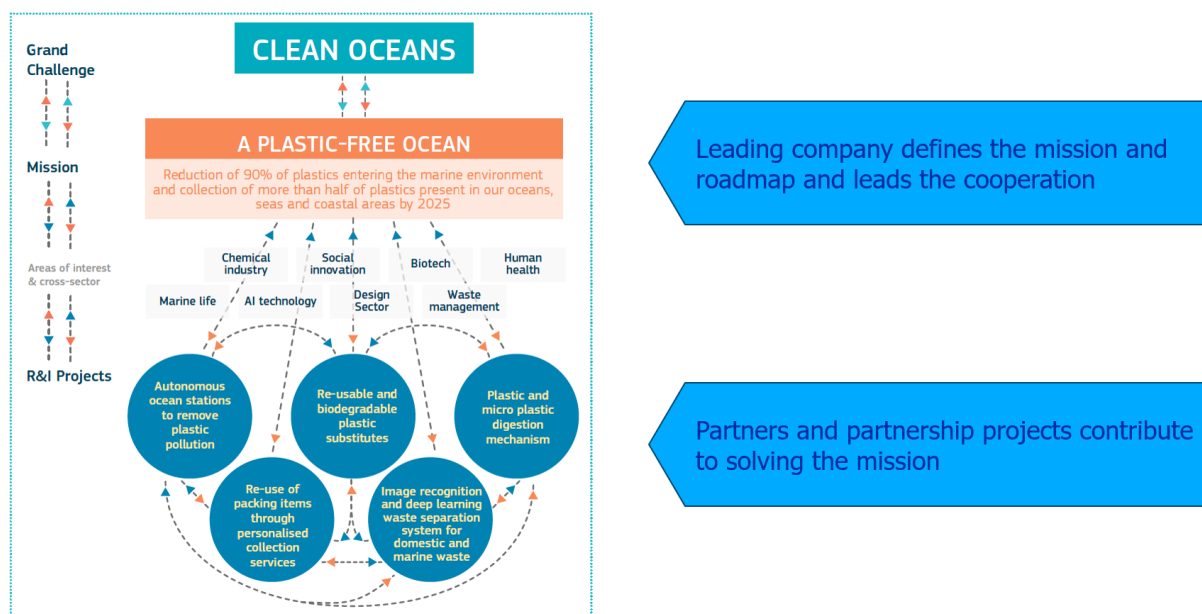


Image from M. Mazucato's report "A problem-solving approach to fuel innovation-led growth"

2.2. Funding principles and the role of a leading company

The leading companies are required to have measurable and significant cooperation with research organisations and/or SMEs. The leading company must support and encourage research bodies and/or SMEs to participate in solving the mission of the leading company through their own projects.

A leading company will draw up a roadmap for cooperation and update the roadmap based on the needs that the company has identified. Partnership projects must follow the roadmap drawn up by the leading company and support the implementation of its mission. Business Finland is prepared to provide partnership funding for other members in the leading company's ecosystem, on the basis of separate applications. Some EUR 50 million in funding can be provided over a five-year period (and some EUR 20-30 million for challenger companies), based on the roadmap drawn up by leading company. Business Finland funds individual project or joint projects according to its normal funding criteria (grants to companies 40-60%, loans to companies 50%, research funding 80%):

<https://www.businessfinland.fi/en/for-finnish-customers/services/funding>.

Organisations participating in the call for partnership funding must contact the representatives of both a leading company and Business Finland before submitting the application. Leading company's role is to comment to Business Finland on the suitability of the partnership project for the roadmap and its significance in the mission resolution. The names of the contact persons of the leading companies and Business Finland can be found on the page:

<https://www.businessfinland.fi/en/services/funding/funding-services/financing-of-leading-companies-and-ecosystems/>

The leading companies must actively participate in the preparation and sparring of partnership projects. In this case, the leading companies will be able to comment on the suitability of the project on the roadmap and define their commitment to cooperation.

Business Finland evaluates the possibility of partnership funding based on the following criteria:

- How well does the applicant consortium's proposal address the skills and technology gaps identified in the roadmap?
- How is the applicant consortium committed to the objectives of the thematic ecosystem roadmap and to building cooperation?
- How relevant is the role of the applicant consortium in the development and renewal of the ecosystem of the subject area?
- The leading company's commitment to cooperation

Business Finland can fund a project that meets its funding criteria even if it is not approved as a partnership project of the leading company ecosystem. Business Finland may also choose not to fund a project, even if it is closely included on the leading company's road maps, but it does not otherwise meet the requirements for Business Finland's funding.

2.3. Partnership funding for companies' individual Research, Development and Piloting projects and Co-Innovation projects

Companies can apply for funding for

- own Research, Development and Piloting project of one company, or
- a Co-Innovation project between several companies, or
- a Co-Innovation project between companies and research organisations

that match a leading company's roadmap.

Business Finland will provide funding for companies based on its normal funding criteria. The size of the company and the challenging nature of the project affect the level of funding and whether the funding is a grant or a loan.

The nature and method of cooperation with the leading company project must be described in the application. It is often a joint project with a leading company, but not always.

The company must contact the contact persons of both the leading company and Business Finland before submitting the application. In the case of Co-Innovation projects, the coordinator is primarily responsible for contacts with the above-mentioned entities.

2.4. Partnership funding for research organisations' Co-Innovation projects

Research organisations can apply for funding for joint **Co-Innovation projects** between several companies and research agencies in accordance with a leading company's roadmap

- Minimum: 3 companies and 1 research organisation. Leading companies may be involved, but from the point of view of building the ecosystem, it would be beneficial for the project to have at least two other companies involved in addition to these. In a competitive situation, it is clearly to the advantage of the proposal if there are even more other companies.
- Co-Innovation projects are mainly projects in which the leading company is also involved in some part of its leading company project. The leading company has already received funding for the subject area, so funding it again is not possible.
- The funding level is 80%.

The research organisation must contact the contact persons of both the relevant leading company and Business Finland before submitting the application. The coordinator of the Co-Innovation project is primarily responsible for contacts with the above-mentioned entities.

3. Applying

3.1. Applications by companies

The basic information of the applicant and the application is filled in Business Finland's online service.

- Individual company application: companies choose "Research, development and piloting". The company must attach to its application a **"Notification of participation in the project" form filled in by the leading company**, in which the leading company describes its view on the suitability of the business project for its roadmap.
- Company as coordinator of the joint project: Select "Co-Innovation, main application". If you are also applying for funding for your own project, fill out the "Co-Innovation, participant " application.
- Company as a party to a Co-Innovation project: select "Co-Innovation, participant"
- The name of the project should be in the format: "**Partnership model** – [*actual project name*]".
- In the Free-form cover note field on the last page of the application service ("Summary and sending"), enter **which leading company's roadmap the project is related to and with which contact persons (leading company, Business Finland) discussions have taken place.**

3.2. Funding applications from research organisations

The basic information of the applicant and the application is filled in Business Finland's online service.

- Research organisation as a party to a Co-Innovation project: select "Co-Innovation, participant".
- If the research organization acts as the coordinator of a joint project, select the "Co-Innovation, main application" and also complete the "Co-Innovation, participant " application.
- The research parties must attach to their application a **"Notification of participation in the project" form filled in by the leading company**, in which the leading company describes its view of the significance of the research project. Business Finland can discuss the project's relationship to the roadmap with the leading company.

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- The application must also be accompanied by the "Notification of participation in the project" forms filled in by the companies participating in the project steering group.
- The name of the project should be in the format: "**Partnership model** – [*actual project name*]".
- In the Free-form cover note field on the last page of the application service ("Summary and sending"), enter **which leading company's roadmap the project is related to and with which contact persons (Leading company, Business Finland) discussions have taken place.**

4. Schedule

Co-Innovation partnership funding and Research, Development and Piloting partnership funding can be applied for continuously without deadlines.