
Leading companies in partnership projects

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1 Background

Business Finland can fund the other members in the ecosystem of the winning leading company or challenger company (hereinafter the leading company) through so-called partnership funding.

The available types of partnership funding are

- Research, Development and Piloting funding for an individual applicant
- Co-Innovation funding for a joint project between several companies or a joint project formed by companies and research organizations
- Co-Research funding for an individual research project by a research organization or a joint research project by several research organizations.

All the above funding services are subject to Business Finland's normal funding principles:

Research, Development and Piloting: <https://www.businessfinland.fi/en/for-finnish-customers/services/funding/research-and-development>

Co-Innovation: <https://www.businessfinland.fi/en/for-finnish-customers/services/funding/cooperation-between-companies-and-research-organizations/co-innovation>

Co-Research: <https://www.businessfinland.fi/en/for-finnish-customers/services/funding/cooperation-between-companies-and-research-organizations/co-research>

A prerequisite for receiving partnership funding is that the individual project or joint project formed by several applicants (Co-Innovation or Co-Research) proposed for funding by the applicant will help to solve skills and technology gaps identified by the leading company in its roadmap and thereby contribute to the achievement of the mission defined by the leading company. The leading company shall demonstrate the fulfilment of this condition to Business Finland as described in chapter 2.

2 Involvement and support of a leading company in partnership projects

A leading company can participate in or demonstrate its support for partnership funding applications as follows:

1. The leading company can be a party to the Co-Innovation project and finance its project contribution from the budget of its leading company project, which has already received a funding decision.
2. The leading company can participate in the steering group of the Co-Innovation project and, in addition, fund the project's research parties.
3. The leading company can fund the Co-Research project and participate in the steering group of the Co-Research project.
4. The leading company can support an individual Research, Development and Piloting project without actively participating in the steering or monitoring of the project.

The leading company shall express the extent and content of its participation by completing a *notification of participation in the project* form (hereinafter the notification of participation). In the form, the leading company shall describe how the presented project or project portfolio is related to its roadmap and how it will contribute to the achievement of its mission. For more detailed instructions on how to use the notification of participation in different scenarios, see sections 2.1–2.4.

[A company's notification of participation in a project](#) form is available on the funding service's own page on Business Finland's website.

2.1 A leading company as a party to a Co-Innovation project

A leading company can participate in a Co-Innovation project as a project partner. The leading company shall not submit a separate funding application for its own project contribution to Business Finland, and it will not receive a new funding decision for its project contribution either.

- To carry out its contribution, the leading company shall use the budget of its leading company project, which has already received a funding decision.
- The leading company shall describe the resources and effort allocated to the project on a general level in the Co-Innovation consortium's joint project plan. The greater the role of the leading company in the joint project, the more detailed the description must be. The leading company shall sign the consortium agreement in the same way as the other parties to the Co-Innovation project.
- The leading company shall provide the information about its project contribution (measures, resources, results and impacts on future business) in the notification of participation form in accordance with the model presented in section 3.1. The description must indicate the part of the leading company's roadmap to which the project contribution is related and the share of the leading company project's funding allocated to this activity. The leading company shall submit the form by encrypted email to Business Finland's registry for storing in the leading company project's documentation.
- In addition, the leading company shall submit a corresponding notice of participation to the coordinator of the Co-Innovation project, with any confidential information deleted. The coordinator shall append this "stripped-down" form to the main application for the Co-Innovation project.

2.2 A leading company in the steering group of a Co-Innovation project and as a funder of a research party

A leading company can participate in the steering of a Co-Innovation project suitable for its roadmap by participating in the steering group without a project contribution of its own. At the same time, the leading company can also allocate funding to a research organisation that is a party to the project.

- The leading company shall not allocate money from the budget of its leading company project to steering group work. Furthermore, the financing allocated by the leading company to the research project cannot come from the budget of the leading company project (i.e. they are not eligible costs in a leading company project).
- In the notification of participation form, the leading company shall describe how it is planning to participate and also justify the necessity of the Co-Innovation project from the perspective of the roadmap of the leading company project. If the leading company wants to allocate financing to the research party at the same time, the information on this must be included in the notification of participation.
- The Co-Innovation funding coordinator shall append the leading company's notification of participation to the main application for the Co-Innovation project.

2.3 A leading company in the steering group of a Co-Research project and as its financier

A leading company can actively participate in the steering of a Co-Research project it has identified in its roadmap as a member of the steering group and allocate financing to the project.

- The leading company shall not allocate money from the budget of its leading company project to steering group work. Furthermore, the financing allocated by the leading company to the research project cannot come from the budget of the leading company project (i.e. they are not eligible costs in a leading company project).

- In the notification of participation form, the leading company shall describe the content of its contribution and justify the necessity of the Co-Research project from the perspective of the roadmap of the leading company project.
- The applicant/coordinator for the Co-Research funding shall append the leading company's notification of participation as an appendix to the funding application.

For more information about the principles of steering group work, see

<https://www.businessfinland.fi/en/for-finnish-customers/services/funding/cooperation-between-companies-and-research-organizations/co-research>.

2.4 A leading company's statement of support for the Research, Development and Piloting project of an individual company

A leading company can consider the research, development and piloting project of an individual company an interesting addition to its roadmap, while it will still not actively participate in monitoring or steering of the project.

- The leading company shall express its interest with *the notice of participation form* and describe the significance of the project from the point of view of its own roadmap.
- The applicant of the funding shall submit the leading company's statement of support as an appendix to its application to Business Finland.

3 Examples of a leading company's notifications of participation in partnership projects

Below you can find some examples of participation forms filled in by a leading company.

3.1 A notification by a leading company of its participation in a Co-Innovation project

In the example, the leading company describes its contribution to the Co-Innovation project. In addition, the leading company will prepare and submit a corresponding notice of participation to the coordinator of the Co-Innovation project, with any confidential information deleted. The coordinator will append this notice of participation to the main application of the Co-Innovation project.

NOTIFICATION OF PARTICIPATION IN CO-INNOVATION PROJECT

The announcement of project participation is provisional so that the company shall be committed in funding the project only if Business Finland's funding applies.

Identification of the research project

Research Project Name (project ID number)

Organisation Legal Name

Project Leader

Basic information of the participant

Name of the participating organisation (legal entity name)

Business ID

P.O.Box

Street address

Postal code and district

Contact person in project matters

Position in organization

E-mail

Telephone number

Expected results

Main results that the company/organisation expects from the project and their projected effect on activities of the company/organisation.

Veturij is participating in the joint project proposal's WP X and Y and expecting results Z. Veturij is foreseeing export amounting to xxx € year 202x thanks to this Co-Innovation project.

The leading company must assess the export potential generated by the joint project for its own part, in the same way as other business partners estimate it for their own part. Business target table (market entry = year in which the project's results will start to make an impact; target year = year in which the project will achieve the targeted turnover, exports and jobs)

Annual target figures	Year or market entry 20XX	20XX	Target Year 20YY
Target number type			
Turnover €			
Export €			
Jobs			

Participation in project

Participation in preparing the project plan proposed? No Yes Proposed person to steering group (if known)

Participation in project steering group? No Yes NN from Veturij

Participation in project funding? No Yes Funding amount, if yes

Participation in project through other means? No Yes xxx € through Veturij project and/or xxx € for RTD partner co-funding

Form of participation in detail (equipment, facilities, data, software)

Veturij is allocating budget and person months from WPX in its Veturij-project. Overall Veturij effort across all work packages is estimated to be xxx person months during 202x-202x that equals xxx € total budget for this project.

Signatures

Place, date and signature. The signatory/signatories shall be legally authorised to operate on behalf of the participating company/organisation.

VETURI CONTACT PERSON

Signatory/signatories for the company/organization

Signatory/signatories for the company/organization

Name in capital letters

Name in capital letters

3.2 A notification by a leading company of its funding for a research project and participation in steering group work

In the example, the leading company announces that it will finance a Co-Research project and participate in the project's steering group work. The applicant for research funding will append a notice of participation to their application.

NOTIFICATION OF PARTICIPATION IN CO-RESEARCH PROJECT

The announcement of project participation is provisional so that the company shall be committed in funding the project only if Business Finland's funding applies.

Identification of the research project

Research Project Name (project ID number)

Organisation Legal Name

Project Leader

Basic information of the participant

Name of the participating organisation (legal entity name)

Business ID

P.O.Box

Street address

Postal code and district

Contact person in project matters

Position in organization

E-mail

Telephone number

Expected results

Main results that the company/organisation expects from the project and their projected effect on activities of the company/organisation.

Veturi should give its view on the significance of the research project. The research project must be based on an identified, research-based need for new knowledge and competence and address competence and technology gaps identified on the Veturi roadmap.

Participation in project

Participation in preparing the project plan proposed? No Yes

Proposed person to steering group (if known)

Participation in project steering group? No Yes

NN from Veturi

Participation in project funding? No Yes

Funding amount, if yes

Participation in project through other means? No Yes

XX €

Form of participation in detail (equipment, facilities, data, software)

Signatures

Place, date and signature. The signatory/signatories shall be legally authorised to operate on behalf of the participating company/organisation.

VETURI CONTACT PERSON

Signatory/signatories for the company/organization
Name in capital letters

Signatory/signatories for the company/organization
Name in capital letters

3.3 A leading company's statement of support for a project of an individual company

In the example, the leading company expresses its support for a project of an individual company without participating in the steering or monitoring of the project. The applicant will attach a reasoned statement of support by the leading company to their own application.

NOTIFICATION OF PARTICIPATION IN COMPANY PROJECT

The announcement of project participation is provisional so that the company shall be committed in funding the project only if Business Finland's funding applies.

Identification of the research project

Research Project Name (project ID number)

█

Organisation Legal Name

█

Project Leader

█

Basic information of the participant

Name of the participating organisation (legal entity name)

█

Street address

█

Contact person in project matters

█

E-mail

█

Business ID

█

P.O.Box

█

Postal code and district

█

Position in organization

█

Telephone number

█

Expected results

Main results that the company/organisation expects from the project and their projected effect on activities of the company/organisation.

Veturi should give its view on the significance of the company's project for reaching Veturi mission targets and how the project fits the Veturi roadmap.

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Participation in project

Participation in preparing the project plan proposed? No Yes

Participation in project steering group? No Yes

Participation in project funding? No Yes

Participation in project through other means? No Yes

Form of participation in detail (equipment, facilities, data, software)

Proposed person to steering group (if known)

Name

Funding amount

EUR

Please specify connection between Veturi and company

Signatures

Place, date and signature. The signatory/signatories shall be legally authorised to operate on behalf of the participating company/organisation.

VETURI CONTACT PERSON

Signatory/signatories for the company/organization
Name in capital letters

█

Signatory/signatories for the company/organization
Name in capital letters

█

4 More information about partnership funding for leading companies

For more information about partnership funding for leading companies and application instructions for partnership funding, see Business Finland's website at <https://www.businessfinland.fi/en/for-finnish-customers/services/funding/funding-for-leading-companies-and-ecosystems>.