

BUSINESS FINLAND's participation in SMART EUREKA call 2020

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GOALS FOR THE YEAR 2025



Doubling the
exports of SMEs

Doubling
R&D investments



Let's make Finland the most
attractive place for

**Investors,
Companies,
Talents,
Visitors.**

BUSINESS FINLAND IS

**RISK
SHARER**

COACH

**MARKET
KNOWLEDGE
EXPERT**

NETWORKER

SUPPORTER

FINANCIER

**DOOR
OPENER**

**FUTURE WATCH
EXPERT**

**INNOVATION
EXPERT**

BUSINESS FINLAND'S CLIENTS IN FINLAND AND ABROAD

COMPANIES
THAT SEEK
INTERNATIONAL
GROWTH

**RESEARCH
ORGANISATIONS** IN
COOPERATION WITH
COMPANIES

**INTERNATIONAL
TALENTS**

**INTERNATIONAL
VISITORS AND TOUR
OPERATORS**

**INTERNATIONAL
COMPANIES AND
INVESTORS**



BUSINESS FINLAND'S INNOVATION FUNDING

- Innovation funding is granted for research, product, and business development.
- Intended to organisations registered in Finland only.
- Our target group are SMEs and midcap companies seeking growth and internationalization. We fund large companies, universities and research institutes also.
- Funding can be a grant or a loan.
- Typically an SME gets a 50% grant for research or a 70% soft loan for development work.



BUSINESS FINLAND FUNDING FOR DIFFERENT STAGES OF DEVELOPMENT

Examples of funding

INNOVATION VOUCHER	EXPLORER PRODUCTS	TEMPO	INTO	RESEARCH ORGANIZATIONS	NIY (Under 5 y.o. fast growing start-ups)	R&D
Buy innovation expertise	Funding to support companies' internationalization	For companies aiming for international growth	Innovation expertise in support of international growth	Commercialization of research findings and joint projects with companies	Scale globally. Develop the strategy, team, business model in a comprehensive manner.	Develop a service, product, process, or a business model. Prove that your product works.
Grant 100%	Grant 50 %	Grant 75 %	Grant 50 %	Grant	Grant and loan gradually	Loan 50% / 70% Grant max. 50%

Funding outlook for BF

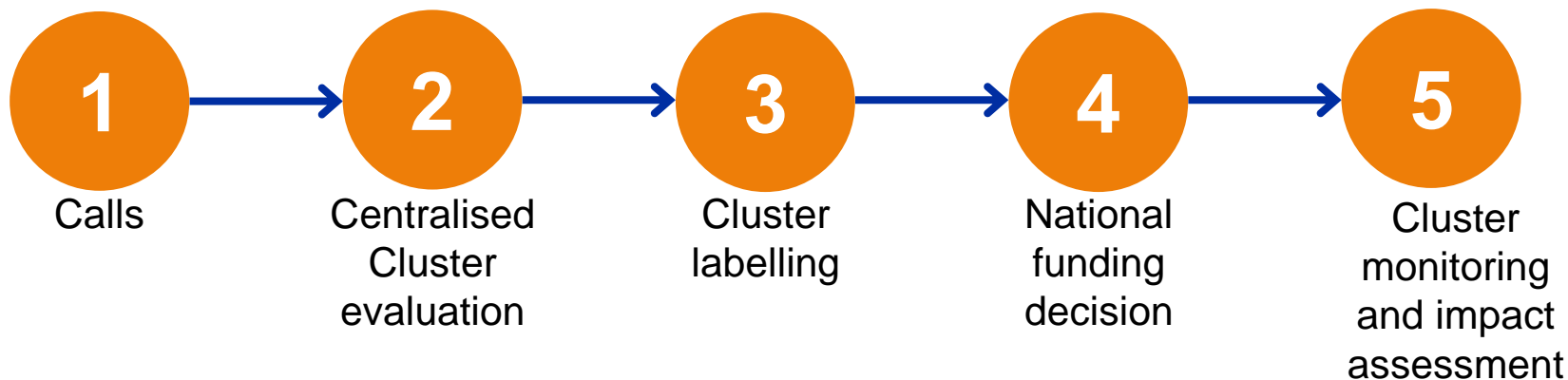
- Funding may be granted to **all areas of technology** and there is a continuous call. Business Finland meets SMART's timeline well.
- BF's funding is intended for challenging and innovative research and development projects in SME companies, large companies, universities and research institutes. The main target group are SMEs seeking growth in internationalization. International cooperation and its impact should be visible. Companies should have a credible internationalization plan and real business goals including export targets.
- Funding may be **a low-interest loan or a grant**, depending on the stage of the innovation and the nature of the proposed project. A project may also involve researcher mobility.
- Business Finland is the main public funding body for Finnish participants. Good SMART consortia can be funded with **no specific Euro limit**, with project lengths usually under 3 years.

Eligibility & national priorities in SMART

- National priorities
 - BF's SMART call focuses on digital innovation in manufacturing, on intelligent & adaptive manufacturing systems, and on person-machine collaboration and IoT.
 - In 2020, the two BF programs **Connected Intelligent Industries Finland CIIF** and **Manufacturing from Finland SAMPO** are the key programs.
- Eligibility criteria
 - The eligibility of a Finnish applicant is close to eligibility in national calls. Start-ups, SMEs, midcaps, big companies, universities, research organisations each have their specificities. **The composition of the consortium (those from Finland) is crucial, and the applicants will be advised in the PO phase. Strong medium and midcap size company involvement is a must.**
 - National funding applications of SMART EUREKA projects are evaluated by Business Finland's experts on technology, growth impact, management and financing.

Procedures, selection and lifecycle

Ideas → BF Funnel, project proposals → Running projects



BF Focus: enable SME and Midcap
companies to do international
collaboration and in long term
export business

Important aspects in selection

- Requirements to the national consortium (Finnish organisations)
 - Benefits and depth of the international cooperation
 - Expected impact to the SME and Midcap companies from Finland compared to price of the project
 - Ecosystem building
- Requirements to the individual Finnish company
 - Economical capacity
 - Growth ambition and plans to do international business
 - Ability to utilise results and network in export business
 - Role in the consortium
- Linkage to Business Finland thematic focus areas and programs
- Quality and novelty value