

**BUSINESS
FINLAND**

**CELTIC-NEXT SPRING Call 2023
Proposers' Brokerage Day Event 17 March 2023**

**Heikki Uusi-Honko
Head, International Networks
Business Finland**

Business Finland

BUSINESS FINLAND

- Merger of Finpro and Tekes (2018):
 - Promoting Innovation
 - Promoting Exports
 - Attracting Investments and Travellers
- Broad Toolset:
 - 40 Offices around the Globe
 - 600 Staff
 - Advice and Coaching
 - Networking, Contacts & Information
 - Innovation Funding
 - Thematic Programmes
 - International Programmes including CelticNext
 - ...



Funding Outlook and Eligibility Criteria for CelticNext in 2023

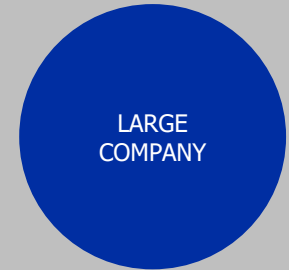
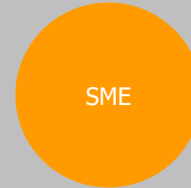
- From Business Finland's side good outlook for funding good quality CelticNext projects matching the national criteria
- Proposals compete with other (national) proposals
- Funding is available for SMEs, mid-caps (turnover < 300 M€) and large companies; and for universities /RTOs in collaboration with companies (Co-Innovation Funding Model)
- Funding micro size companies in long, extensive projects is an exception (subcontractor role is usually better than partner role)
- Renewed Co-Innovation Funding Rules with more focus on international calls at place from the beginning of 2023

- Thematic focus
 - Digitalisation and connectivity very much remain in the national policy focus
 - *Digital Native Finland mission*, targeting productivity development through digitalisation
 - *6G Bridge programme*, ecosystem support to value generation from 5GA and 6G
- Funding criteria
 - The eligibility criteria of applicants is the same as in national calls. Start-ups, SMEs, midcaps (<300M€ turnover), large companies, universities, research organisations each have their specificities. The composition of the consortium (the Finnish part) is crucial viewpoint. Strong medium and midcap size company involvement is highly recommendable
 - Proposals are evaluated by Business Finland's experts on growth impact, novelty value, management, and financing
- Other considerations
 - No specific euro limit, project lengths up to 3 years
 - Concrete business outlook is expected to be generated in return for the RDI investment

The Finnish Sub-Consortium Funding Using BF's Co-Innovation Funding Model

Companies participate in research targeting new knowledge and innovations for business needs, **together with research organizations**

- Common goal + plan
- Need to collaborate on projects
- The projects are implemented in parallel



How Does Co-Innovation Funding Work

The consortium forms an entity which is able to solve the research problem

- The joint action must include at least one research organization and three companies, of which at least two have applied for funding for their R&D projects from Business Finland
- Priority is given to high-quality projects and ecosystems supporting the growth and internationalization of SMEs

Company funding is granted in accordance with the regular funding options or levels offered to companies

- For companies with a goal and plan to grow in the international market
- The company must have sufficient resources and self-financing to carry out the project

All companies make a participation notice to a public research project

- A duration for the research project is typically 2-3 years.
- The funding level for research projects is 80% (in Celtic Next - type international collaborations)
- Continuous application process, adapted to international calls

What are the criteria for the Co-Innovation funding?

- Proved relevance and demand (problem-solution fit)
 - The credibility of the joint action
 - Are the parties to the action the right ones to achieve results
 - Is the work distributed in such a way that it makes sense in terms of the results
 - Is the company's investment reasonable in relation to the expected results and the exploitation paths
 - How does the joint action affect the development of SMEs and midcap businesses
 - The novelty value and competitive advantage of the solution model, market potential, societal influence as well as the joint action's international collaboration
-



- Business Finland's contact person for CelticNext

Hannu Nurmi

hannu.nurmi@businessfinland.fi

Tel. +358 50 5577 771



- Business Finland's contact person for CeltiocNext

Mika Niskanen

mika.niskanen@businessfinland.fi

Tel. +358 50 312 8608



- Business Finland's Eureka National Project Coordinator

Hanna Rinta-Erkkilä

hanna.rinta-erkkila@businessfinland.fi

Tel. +358 40 751 4278



**BUSINESS
FINLAND**

Thank you !