

**BUSINESS  
FINLAND**

# Applications for partnership model funding



Euroopan unionin rahoittama –  
NextGenerationEU

# Partnership model – What is it about?

- Partnership model: A partnership brings together private and public actors for the comprehensive and long-term development and reformation of expertise centers or innovation ecosystems.
- From public RDI funding, the flagship funding of the Academy of Finland, the 2020 Academy's partnership search and Business Finland's funding for leading companies and their partners are primarily targeted to support partnerships.
- A new partnership model of the RDI roadmap is taking shape, which may bring changes to the model over time.
- Overall, this represents a significant effort to achieve the 4% RDI target.

# Partnership model

- Targeting:
  - The call will be targeted at those themes that have won the challenge competition for leading companies.
  - The aim is to create an open ecosystem with a critical mass for themes where the best conditions for creating new business and jobs have been identified.
  - Key competence and technology gaps needed to achieve the ecosystem objectives have been identified during the challenge competition.
- Who can apply
  - Consortia of companies and/or research organizations (co-innovation).
  - Research organizations without parallel business projects, where the competence or technology to be developed is still at the research stage and has been identified as a key element in achieving the objectives of the roadmaps (the participation of companies in the monitoring and steering of research is required).
  - Individual business projects that clearly implement the roadmap of leading companies.
  - Leading company has already received funding for this subject area, so it is no longer possible to receive funding in this case.
- Criteria for inclusion in the partnership model:
  - How well does the applicant consortium's proposal address the competence and technology gaps identified in this theme?
  - How is the applicant consortium committed to the objectives of the subject area's ecosystem roadmap and to building cooperation?
  - How relevant is the role of the applicant consortium in the development of the ecosystem in the theme?
  - The commitment of the leading company

# Applications for partnership model funding

- Funding:

- Funding is granted to the best projects (i.e. not evenly across different subject areas).
- Normal Business Finland funding levels (grants to companies 40–50%, loans to companies 50%, research funding 70%).
- Normal Business Finland funding criteria: Funding decisions are taken independently by Business Finland. The partnership cooperation does not guarantee funding. Business Finland can also grant funding to a project even though it is not accepted as a partner model project.
- Additional criteria for projects funded via the RRF (EU Recovery and Resilience Facility)

- Schedule:

- The leading companies can constantly activate consortia.
- Several dead lines annually. Next cut offs **30.1.2022 (only Co-Innovation or company projects, no research projects)** and **14.4 and 30.9.2022 (all project types)**

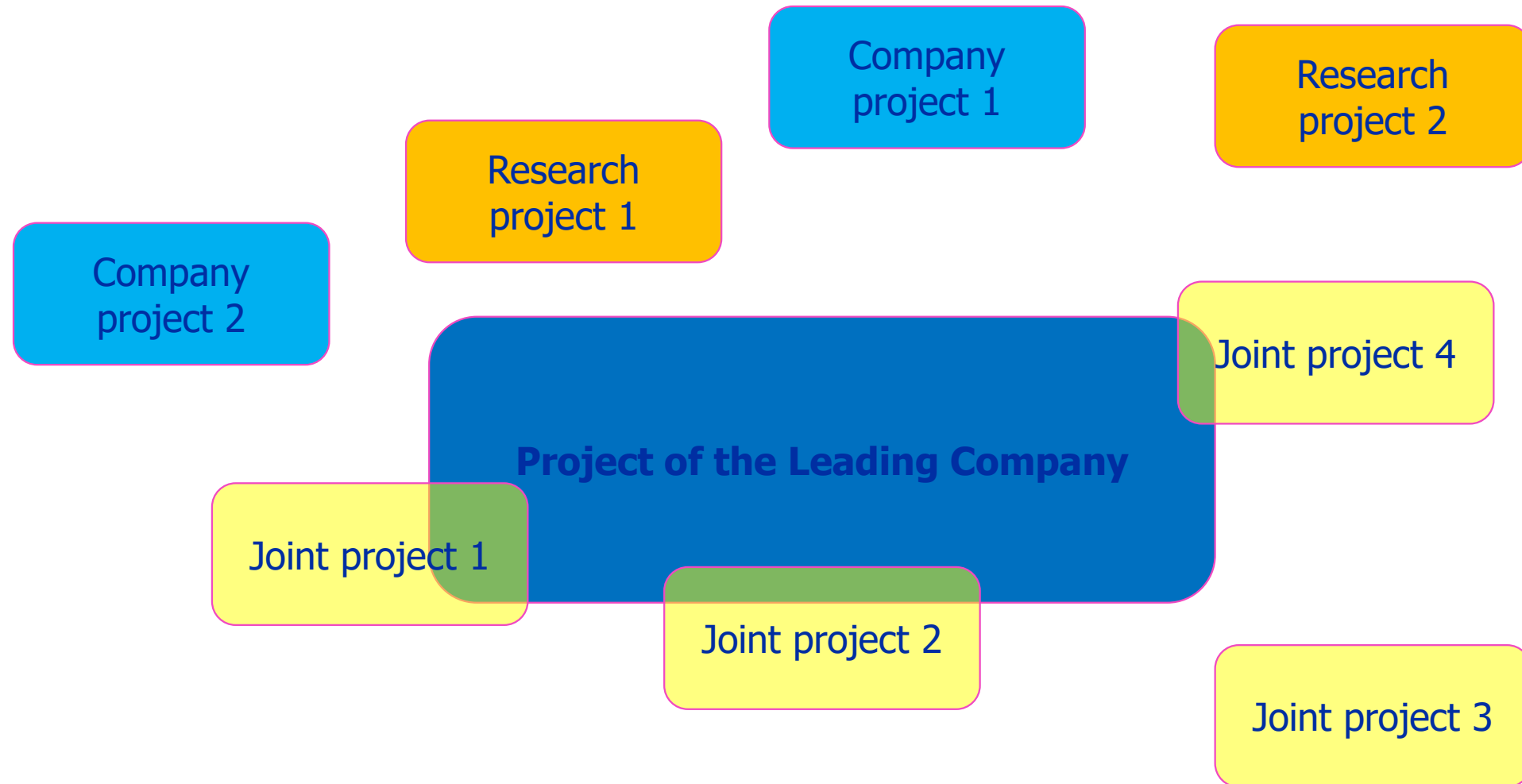
# Partnership project preparation

- The partnership model project implements one of the roadmaps published by the leading companies. Cooperation with the measures of the Academy of Finland is desirable. Partnership model projects may be:
  - Co-innovation projects involving companies and/or research organizations.
  - Individual research projects.
  - Individual company projects.
- A necessary prerequisite for the Partnership model projects is that they clearly implement the roadmap described by the leading company. Projects may also be related to one of Business Finland's programs. Research projects must include international collaboration
- Partnership applicants should be in contact with the contact persons from both the leading company and Business Finland. In order to be able to make a decision based on as much information as possible, Business Finland requires the leading company to have a view on the significance of the proposed projects from the perspective of promoting the roadmap. Business Finland has to be able to discuss the relation of the project to the roadmap with the leading company.
- The leading company does not decide who gets the funding. This will be at the discretion of Business Finland. Belonging to or not belonging to a leading company's roadmap does not affect the funding of the project. It only has an effect on whether a project will be connected to the leading company's ecosystem as a Partnership model project.
- The Partnership model projects must start during the leading company's own project. They do not necessarily have to end at the same time as the leading company's project. In the Co-innovation project, the leading company's parallel subproject may continue self-financed by the leading company after the leading company's project has been completed.
- The projects in the partnership model comply with the normal terms and conditions for Business Finland's financing.

# Projects in the Partnership model

- The leading company uses the roadmap to activate the ecosystem in a certain direction and theme. Not all projects need to be joint projects in the ecosystem.
- Co-innovation project
  - In general, these projects entail the leading company participating in some part of the project. The co-innovation project does not need to be paralleled to a leading company's own project, but it is necessary for the project to be related to the leading company's roadmap.
- Research project
  - Research funding without parallel business projects is possible. However, the subject must be one of the themes for which, based on the roadmap, there is a need for new knowledge and competence based on research.
  - Several companies must be involved in steering the research. Business Finland does not require companies to fund the research, but it is an excellent way to measure true commitment. Research organizations often require a financial contribution from companies.
- Individual corporate projects
  - The subject of these projects must be related to the themes of the roadmap. Often this is a joint project with the leading company, but not always.

# The ecosystem of a leading company consists of several projects, partners, based on a road map



# Partnership projects targeting green transition

- Projects that advance the green transition are largely funded through the EU Recovery and Resilience Facility (RRF): <https://vm.fi/kestava-kasvu>
- Green transition projects must meet the following definition: “Research and innovation processes, technology transfer and cooperation between enterprises focusing on the low-carbon economy, resilience and adaptation to climate change.” RRF funding will not be granted for projects that promote the use of fossil fuels. Companies covered by the emissions trading system (ETS) can be funded only if the project significantly reduces greenhouse gas emissions.
- Every project provided with RRF funding must fulfill the “Do No Significant Harm (DNSH)” requirements.
- Projects provided with RRF funding must be completed no later than December 2025.



# Applying for funding in Business Finland's online services

- The basic information on the applicant and the application should be filled in as normal.
- In the case of an individual application:
  - Companies should select "Research, development, and piloting".
  - Research organizations should select "Research networked with economic life".
- In the case of a joint application:
  - The joint project coordinator selects "Co-innovation main application"
  - The joint project participant selects "Co-innovation participant"
  - N.B. If the coordinator also intends to apply for funding for their own project, in ADDITION to the coordinator's main application, the "Co-innovation participant" application must be filled in. The main application is not an application for funding, but it is the general part that connects all the subprojects.
- If you apply for RRF-funding, Select option "RRF-Tulevaisuuden avainalat ja veturien kumppanuushankkeet". The DNSH-questions (Do No Significant Harm) must be answered.
- Project name: "Kumppanuusmalli – [actual name of your project]".
- On the last page of the application service ("Confirmation and Submission"), in the field for an open cover note, you should write which leading company's roadmap your project relates to.

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# **Business Finland funding for partnership projects**

# RESEARCH, DEVELOPMENT AND PILOTING – for companies

Loans for development and piloting

Grants for reasearch projects

The amount is dependent on the  
targets and goals and resources



# CO-INNOVATION

## Funding for joint projects

- Joint goal and plans for achieving the goal
- RTD performers and companies create together new knowledge and innovations
  - Minimum: one research organization and three companies (at least two of these with an own funding application)
- Companies can also jointly form a co-innovation project without RTD performers.
- RTD performers can also apply jointly without company participation (only for leading companies partnership projects)

▶ [WWW.BUSINESSFINLAND.FI/COINNOVATION](http://WWW.BUSINESSFINLAND.FI/COINNOVATION)



# FUNDING LEVELS

	SMEs	MIDCAPS Turnover maximum 300 M€	LARGE COMPANIES
RESEARCH PROJECTS	Grants maximum <b>50%</b>	Grants maximum <b>40%</b>	Grants maximum <b>40%</b> <small>**Min 40% subcontracting from SMEs or RTD-organizations required or a joint project.</small>
DEVELOPMENT, PILOTING, DEMONSTRATIONS	Laina <b>50% / 70%</b>	Loan <b>50% / 70%</b>	Loan <b>50%</b> <small>Min 15% subcontracting from SMEs or RTD-organizations required or a joint project.</small>
	Tavoiteltu kilpailuetu vähintään valikoitua kansainvälistä tasoa	Targeted competitive advantage min international level	Targeted competitive advantage global level

# Funding for research organizations

- The funding level of public research projects is 70%.
- Majority of the funding to the co-innovation projects
- All research projects are expected to have international collaboration to be eligible for funding. Only in exceptional cases we may fund projects without international collaboration.
- Research organizations are requested to provide equal rights of the first refusal on utilization of the research results also to those companies whose projects have participated in the same joint action (co-innovation).
- Leading company competition roadmaps may enable research funding without parallel company projects. However, several companies need to express their interest in and commitment to the research project.

