

Application questions for research and development projects

Section of the application	Research, development and piloting	Co-Innovation, participant	Into	Young Innovative Companies
The company's current status	<p>Company's business description</p> <p>Briefly describe the current state of the company's business. What are the company's business model and revenue model? When did the current business start? Describe the company's core operational team and management and their background.</p> <p>You can append the company's business plan and /or pitch deck to the application.</p>	<p>Company's business description</p> <p>Briefly describe the current state of the company's business. What are the company's business model and revenue model? When did the current business start? Describe the company's core operational team and management and their background.</p> <p>You can append the company's business plan and /or pitch deck to the application.</p>	<p>Company's business description</p> <p>Briefly describe the current status of the operations of the company. What is the company's business concept? When did the current business operations begin?</p>	<p>Company's business description</p> <ul style="list-style-type: none"> • What is the business idea of the company? • Describe the background of the company and innovation (including the company arrangements implemented, spinoff, research background). • Describe the business and earning model. • What is the current business situation? (Revenue, export, monthly recurring income (MRR = Monthly Recurring Revenue) and international MRR, annual recurring revenue)? • Describe the current structure of turnover and the sources of turnover? Open the status of the scalable business.
<p>Is the applicant a publicly listed company?</p> <p>yes / No</p> <p>If no, opens following question</p> <p>Company background information</p> <p>The company background table collects the necessary information on the company's structure, shareholders and financial situation in accordance with the criteria set out in the EU State aid rules. Filling in the table is mandatory. Fill out the required information in the Excel file. Instructions for filling out the file are included in the Excel template.</p>	<p>Is the applicant a publicly listed company?</p> <p>yes / No</p> <p>If no, opens following question</p> <p>Company background information</p> <p>The company background table collects the necessary information on the company's structure, shareholders and financial situation in accordance with the criteria set out in the EU State aid rules. Filling in the table is mandatory. Fill out the required information in the Excel file. Instructions for filling out the file are included in the Excel template.</p>	<p>The company's ownership, structure, resources and the contribution of key personnel to the company</p> <p>List your company's owners and holdings, as well as the possible roles of private owners in the company's operational activities. Also list the distribution of the company's voting rights if it differs from the distribution of shareholdings. Please report here if one or more persons control the entity by other means, for example on the basis of a shareholders' agreement. Describe any corporate structures, e.g. the group or holding company structure. Give a brief description of the company's core team and the backgrounds of the team members. Also give a brief description of the other human resources used by the enterprise.</p>	<p>The company's ownership and structure</p> <ol style="list-style-type: none"> 1. Owners and holdings. Also list the distribution of the company's voting rights if it differs from the distribution of shareholdings. Please report here if one or more persons control the entity by other means, for example on the basis of a shareholders' agreement. 2. The structure and holdings of the company in any subsidiaries and joint ownership companies. Describe any corporate structures, such as the group or holding company structure as accurately as possible, up to the highest level of ownership. 3. Describe the cumulative ownership of full-time people from the company. 	
				<p>The company's ownership and structure</p> <ol style="list-style-type: none"> 1. Owners and holdings. Also list the distribution of the company's voting rights if it differs from the distribution of shareholdings. Please report here if one or more persons control the entity by other means, for example on the basis of a shareholders' agreement. 2. The structure and holdings of the company in any subsidiaries and joint ownership companies. Describe any corporate structures, such as the group or holding company structure as accurately as possible, up to the highest level of ownership. 3. Describe the cumulative ownership of full-time people from the company.
<p>Business's key figures</p> <ul style="list-style-type: none"> • Customer enters the figures for the current year • For the previous two years, the customer enters: <ul style="list-style-type: none"> ◦ Number of persons ◦ R&D expenditure ◦ Export ◦ Equity investments 	<p>Business's key figures</p> <ul style="list-style-type: none"> • Customer enters the figures for the current year • For the previous two years, the customer enters: <ul style="list-style-type: none"> ◦ Number of persons ◦ R&D expenditure ◦ Export ◦ Equity investments 	<p>Business's key figures</p> <ul style="list-style-type: none"> • Customer enters the figures for the current year • For the previous two years, the customer enters: <ul style="list-style-type: none"> ◦ Number of persons ◦ R&D expenditure ◦ Export ◦ Equity investments 	<p>Business's key figures</p> <ul style="list-style-type: none"> • Customer enters the figures for the current year • For the previous two years, the customer enters: <ul style="list-style-type: none"> ◦ Number of persons ◦ R&D expenditure ◦ Export ◦ Equity investments 	
<p>Income statement and balance sheet</p> <p>A company not publicly listed must add an accounts ledger no more than 2 months old (income statement and balance sheet).</p>	<p>Income statement and balance sheet</p> <p>A company not publicly listed must add an accounts ledger no more than 2 months old (income statement and balance sheet).</p>	<p>Income statement and balance sheet</p> <p>Add an accounts ledger no more than 2 months old (income statement and balance sheet).</p>	<p>Income statement and balance sheet</p> <p>Include the accounting run of the applicant company up to 2 months old (profit and loss account and balance sheet). Add any group-level profit and loss statement and the balance sheet to the other appendices.</p>	
			<p>Financial statement</p> <p>Include the most recent financial statements if they have not already been submitted to the Finnish Patent and Registration Office. Add any consolidated financial statements to the other appendices.</p>	

	<p>Cash flow forecast</p> <p>A company not publicly listed must also include an up to 2 months old accounts ledger (a profit and loss statement and a balance sheet) and a cash flow forecast in accordance with the model in the appendix. For projects lasting more than one year, required appendices also include an annual profit and financial forecast (tabs T2, T4 and T7 in the cash flow forecast table).</p>	<p>Cash flow forecast</p> <p>A company not publicly listed must also include an up to 2 months old accounts ledger (a profit and loss statement and a balance sheet) and a cash flow forecast in accordance with the model in the appendix. For projects lasting more than one year, required appendices also include an annual profit and financial forecast (tabs T2, T4 and T7 in the cash flow forecast table).</p>	<p>Cash flow forecast</p> <p>Add a cash flow forecast. If necessary, you can download the calculation template below to make a cash flow forecast.</p>	<p>Cash flow forecast</p> <p>Cash flow forecast for period 1 + three months forward (please use NIY cash flow Excel template, link below). Fill in the cash flow document tabs a revenue and financing plan (T2 and T4 forms or similar information).</p> <p>Sales forecast order and quotation base</p> <p>Add a free-form account of the sales pipeline and the order and quotation portfolio (including customer names).</p>
Growth vision	<p>Growth vision</p> <p>Describe the company's growth/renewal vision. What growth and internationalisation plans / change and restructuring plans are there to realise the vision?</p>	<p>Growth and development plan</p> <p>How does the company seek growth and/or renewal? What are you good at and in which areas do you want to improve and stand out from the competition? In which and what kind of markets do you want to grow? Is an increase in exports an important part of the plan?</p>	<p>Growth vision</p> <p>Describe the company's growth/renewal vision. What growth and internationalisation plans / change and restructuring plans are there to realise the vision?</p>	<p>Growth vision</p> <ul style="list-style-type: none"> Describe shortly where the company is aiming and what measures are taken (summary of the growth strategy described in the business plan). Typically, the growth vision will cover the next 5 years. What is the concrete basis for this growth? How and from what are the turnover and export figures recorded in the table? Open the assumptions underlying these numbers. Describe the generation of the company's turnover based on sales volumes and pricing.
	<p>Business target figures</p> <p>Enter the project's impacts on business figures in the table in the application form. Describes the new exports/turnover/jobs that this particular project will generate. Enter the year of market entry and the target year (the year when the turnover generated through the project will be at its highest), and then fill out the annual target figures.</p>	<p>Business target figures</p> <p>Enter the project's impacts on business figures in the table in the application form. Describes the new exports/turnover/jobs that this particular project will generate. Enter the year of market entry and the target year (the year when the turnover generated through the project will be at its highest), and then fill out the annual target figures.</p>		<p>Business target figures</p> <p>Evaluate the development of the company's turnover, exports and jobs. If the applicant's financial year differs from the calendar year, enter for each year the forecast for the financial year ending during that year.</p>
	<p>Explain the figures in the business target table</p> <p>Explain how you have arrived at the figures in the business target</p>	<p>Explain the figures in the business target table</p> <p>Explain how you have arrived at the figures in the business target</p>		
Project goals	<p>Project goals</p> <p>Set concrete and measurable goals for the project. You will also discuss the goals with Business Finland during the processing of the funding application. The goals will be included in a positive funding decision, and their implementation will be monitored. The achievement of the goals will impact further funding from Business Finland. Set two types of goals for the project:</p> <p>a) Concrete and measurable goals (2 or 3) related to the R&D content of the project that describe what you intend to complete by the end of the project. See below for a few example goals:</p> <ul style="list-style-type: none"> The new solution x has been shown to work The pilot/demonstration of solution x has been implemented The company has developed x number of new methods or algorithms that can be utilized when developing new products The know-how developed in the project (specify) has increased (how?) and the company has prepared a plan for utilizing this know-how The project improves the performance of the new solution (specify) by xx% compared to the previous one Improved scalability aims at a xx% reduction in the amount of work and materials required <p>b) Concrete and measurable goals (2 or 3) related to the development of the company's business as a result of and during the project. See below for a few example goals:</p> <ul style="list-style-type: none"> The company has offered the developed solutions to identified potential customers, and their competitiveness has been evaluated in concrete terms and in a verifiable manner The company has concluded x new written customer agreements from outside Finland At the end of the project, the company has hired x professionals from a new field The company has planned/implemented a risk financing round to support the new business plan A product development or commercialization plan has been made to take advantage of the project's results The company has started preparations for an offering with project partners New partnerships have emerged with the project's designated partners, with a vision of developing a joint offering A documented plan has been created to significantly increase the turnover as a result of the solutions investigated in the project and the related new target markets. 	<p>Project goals</p> <p>Set concrete and measurable goals for the project. You will also discuss the goals with Business Finland during the processing of the funding application. The goals will be included in a positive funding decision, and their implementation will be monitored. The achievement of the goals will impact further funding from Business Finland. Set two types of goals for the project:</p> <p>a) Concrete and measurable goals (2 or 3) related to the R&D content of the project that describe what you intend to complete by the end of the project. See below for a few example goals:</p> <ul style="list-style-type: none"> The new solution x has been shown to work The pilot/demonstration of solution x has been implemented The company has developed x number of new methods or algorithms that can be utilized when developing new products The know-how developed in the project (specify) has increased (how?) and the company has prepared a plan for utilizing this know-how The project improves the performance of the new solution (specify) by xx% compared to the previous one Improved scalability aims at a xx% reduction in the amount of work and materials required <p>b) Concrete and measurable goals (2 or 3) related to the development of the company's business as a result of and during the project. See below for a few example goals:</p> <ul style="list-style-type: none"> The company has offered the developed solutions to identified potential customers, and their competitiveness has been evaluated in concrete terms and in a verifiable manner The company has concluded x new written customer agreements from outside Finland At the end of the project, the company has hired x professionals from a new field The company has planned/implemented a risk financing round to support the new business plan A product development or commercialization plan has been made to take advantage of the project's results The company has started preparations for an offering with project partners New partnerships have emerged with the project's designated partners, with a vision of developing a joint offering A documented plan has been created to significantly increase the turnover as a result of the solutions investigated in the project and the related new target markets. 	<p>Describe the project goals that will carry the company towards its growth vision</p> <p>Specify 2-5 concrete and at least partly measurable targets. These targets will be discussed with Business Finland in the funding application processing stage. The targets will be incorporated into the eventual funding decision, and their achievement will be monitored. The degree to which the targets are achieved will have a significant effect on potential further funding from Business Finland. Below you will find a few examples of targets:</p> <ul style="list-style-type: none"> completion of the intellectual property rights strategy novelty surveys a list of measures to exploit intellectual property rights new practices for the systematization of innovation activity utilising the know-how gained with the help of a hired expert in product development and influencing the company's operations 	<p>Describe the objectives of the first period of the Young Innovace company -project</p> <p>Specify 2-5 concrete and at least partly measurable targets. These targets will be discussed with Business Finland in the funding application processing stage. The targets will be incorporated into the eventual funding decision, and their achievement will be monitored. The degree to which the targets are achieved will have a significant effect on potential further funding from Business Finland. Below you will find a few examples of targets:</p> <ul style="list-style-type: none"> The development of turnover on the international market New foreign clients or customer contracts and partnerships The provision of additional private funding Recruitment related to the internationalisation of business Strengthening the management and company's board of directors

	<p>Market and customer need</p> <p>What is the customer/market need that the product /service to be developed will address? Who will be its end users and paying customers? Describe the international target markets pursued by the company, their estimated size, and the growth prospects. Which countries (max 5 countries) do you plan to export to? How will you ensure during the project that you will constantly update your understanding of the needs of the international markets? Describe these in terms of the solution being developed, not in terms of the company's entire product portfolio/business.</p>	<p>Market and customer need</p> <p>What is the customer/market need that the product /service to be developed will address? Who will be its end users and paying customers? Describe the international target markets pursued by the company, their estimated size, and the growth prospects. Which countries (max 5 countries) do you plan to export to? How will you ensure during the project that you will constantly update your understanding of the needs of the international markets? Describe these in terms of the solution being developed, not in terms of the company's entire product portfolio/business.</p>	<p>Need</p> <p>What customer need does the company's product/service fulfill and who are its end users and paying customers? Describe the company's international target markets, and their estimated size and growth prospects.</p>	<p>Need</p> <p>What customer need does the company's product/service fulfill and who are its end users and paying customers? Describe the company's international target markets, and their estimated size and growth prospects. The answer must concern the business to be grown in the YIC project.</p>
	<p>Approach/Solution</p> <p>The novelty value of the solution. Describe the product/service/know-how/knowledge to be developed and what is new and innovative about it in comparison to existing or previously developed solutions on the market. Describe the company's revenue model.</p>	<p>Approach/Solution</p> <p>The novelty value of the solution. Describe the product/service/know-how/knowledge to be developed and what is new and innovative about it in comparison to existing or previously developed solutions on the market. Describe the company's revenue model.</p>	<p>Solution</p> <p>Describe the company's product/service and explain why it is innovative compared to existing solutions on the market. Describe the company's earnings model.</p>	<p>Solution</p> <p>Describe the company's product/service and explain why it is innovative compared to existing solutions on the market. Describe the company's earnings model and how the business can be scaled in the international market. The answer must concern the business to be grown in the YIC project.</p>
	<p>Benefits</p> <p>What concrete benefits will the solution bring to customers and end users? How can the benefits be converted into revenue? Why should the customer pay for the solution (e.g., money/time savings, esthetic/ecological values, status)?</p>	<p>Benefits</p> <p>What concrete benefits will the solution bring to customers and end users? How can the benefits be converted into revenue? Why should the customer pay for the solution (e.g., money/time savings, esthetic/ecological values, status)?</p>	<p>Benefits for the customer</p> <p>What concrete benefits will the company's product/service generate for customers and end users? Why should customers pay for the solution (e.g. money/time savings, aesthetic /ecological values, status)?</p>	<p>Benefits for the customer</p> <p>What concrete benefits will the company's product/service generate for customers and end users? Why should customers pay for the solution (e.g. money/time savings, aesthetic /ecological values, status)? How will the benefits of international business create income to the applicant company? The answer must concern the business to be grown in the YIC project.</p>
	<p>Competitive advantage</p> <p>What are the competing solutions – also outside your own field? Who are the competitors? What competitive advantage will the solution bring to your company from the customer's point of view?</p>	<p>Competitive advantage</p> <p>What are the competing solutions – also outside your own field? Who are the competitors? What competitive advantage will the solution bring to your company from the customer's point of view?</p>	<p>Competitive advantage</p> <p>What competing solutions exist – including outside the company's field? What kind of competitive advantage does the solution give your company from the customer's perspective?</p>	<p>Competitive advantage</p> <p>What competing solutions exist – including outside the company's field? What kind of competitive advantage does the solution give your company from the customer's perspective? The answer must concern the business to be grown in the YIC project.</p>
	<p>Capabilities, new knowledge and know-how</p> <p>What new information and know-how will the project generate? What kind of new know-how does the company need to achieve the goal? What kind of new know-how can the company acquire through its networks?</p>	<p>Capabilities, new knowledge and know-how</p> <p>What new information and know-how will the project generate? What kind of new know-how does the company need to achieve the goal? What kind of new know-how can the company acquire through its networks?</p>	<p>Capabilities</p> <p>What new competences does the company need in order to reach its target? What new competences could the company acquire through its networks?</p>	<p>Capabilities</p> <p>What new competence is needed in the company to achieve the desired international growth? What new competences could the company acquire through its networks?</p>
	<p>Risks</p> <p>What are the risks associated with the solution and its utilization, including possible geopolitical and regulatory risks? How will the company protect itself against these risks? What kind of barriers to market entry have you identified and how are you trying to mitigate them?</p>	<p>Risks</p> <p>What are the risks associated with the solution and its utilization, including possible geopolitical and regulatory risks? How will the company protect itself against these risks? What kind of barriers to market entry have you identified and how are you trying to mitigate them?</p>	<p>Risks</p> <p>What risks does the solution and its use involve? How is the company protecting itself against such risks?</p>	<p>Risks</p> <p>What specific risks are there with more international solutions? How is the company protecting itself against such risks?</p>
	<p>Intellectual property rights</p> <p>What intellectual property rights does the company own? Does the company own all intellectual property rights related to the solution or do others (including owners and partners) own rights related to the solution? Will the product/service to be developed be protected by intellectual property rights (patent, design protection, trademark)? Describe the content of the possible freedom-to-operate search or how the company has ensured that the solution will not infringe the patents or other intellectual property rights of other operators.</p>	<p>Intellectual property rights</p> <p>What intellectual property rights does the company own? Does the company own all intellectual property rights related to the solution or do others (including owners and partners) own rights related to the solution? Will the product/service to be developed be protected by intellectual property rights (patent, design protection, trademark)? Describe the content of the possible freedom-to-operate search or how the company has ensured that the solution will not infringe the patents or other intellectual property rights of other operators.</p>	<p>Intellectual property rights</p> <p>Does the company own all intellectual property rights related to the solution, or do other parties (including owners and cooperation partners) hold rights related to it? Will the product or service be protected under intellectual property rights (patent, copyright, trademark)? How has the company ensured that the solution does not violate others' patents or other intellectual property rights?</p>	<p>Intellectual property rights</p> <p>Whether the enterprise owns all intellectual property rights related to the solution or whether others (including owners and partners) have rights related to the solution. Is the product or service protected by intellectual property rights (patent, copyright, trademark)? How the company has ensured that the solution does not violate other people's patents or other intellectual property rights. Describe the itemisation and situation of intellectual property rights and their origin. Has a discharge report been drawn up?</p>
				Business plan, mandatory
Project implementation	Name of project	Name of project	Name of project	Name of project
	Project schedule	Project schedule	Project schedule	Project schedule
	Municipality where the project is primarily carried out	Municipality where the project is primarily carried out	Municipality where the project is primarily carried out	Municipality where the project is primarily carried out
	Project plan, mandatory	Project plan, mandatory	Project plan, mandatory	Project plan, mandatory
	Impact on sustainability	Impact on sustainability	Impact on sustainability	Impact on sustainability
	<p>Does the project have an impact on the environment?</p> <p>Yes No</p> <ul style="list-style-type: none"> if yes, subsections open <p>Does the project have impacts on the sustainability of the company's administration / administrative practices?</p> <p>Yes No</p> <ul style="list-style-type: none"> if yes, subsections open <p>Does the project have an impact on social sustainability?</p> <p>Yes No</p> <ul style="list-style-type: none"> if yes, subsections open 	<p>Does the project have an impact on the environment?</p> <p>Yes No</p> <ul style="list-style-type: none"> if yes, subsections open <p>Does the project have impacts on the sustainability of the company's administration / administrative practices?</p> <p>Yes No</p> <ul style="list-style-type: none"> if yes, subsections open <p>Does the project have an impact on social sustainability?</p> <p>Yes No</p> <ul style="list-style-type: none"> if yes, subsections open 	<p>Does the project have an impact on the environment?</p> <p>Yes No</p> <ul style="list-style-type: none"> if yes, subsections open <p>Does the project have impacts on the sustainability of the company's administration / administrative practices?</p> <p>Yes No</p> <ul style="list-style-type: none"> if yes, subsections open <p>Does the project have an impact on social sustainability?</p> <p>Yes No</p> <ul style="list-style-type: none"> if yes, subsections open 	<p>Does the project have an impact on the environment?</p> <p>Yes No</p> <ul style="list-style-type: none"> if yes, subsections open <p>Does the project have impacts on the sustainability of the company's administration / administrative practices?</p> <p>Yes No</p> <ul style="list-style-type: none"> if yes, subsections open <p>Does the project have an impact on social sustainability?</p> <p>Yes No</p> <ul style="list-style-type: none"> if yes, subsections open

Budget and funding	Estimated cost of project	Estimated cost of project	Estimated cost of project	Estimated cost of project
	Project funding	Project funding	Project funding	Project funding
	Other funding	Other funding	Other funding	Other funding