

# *BEAM - The Business with Impact Program*

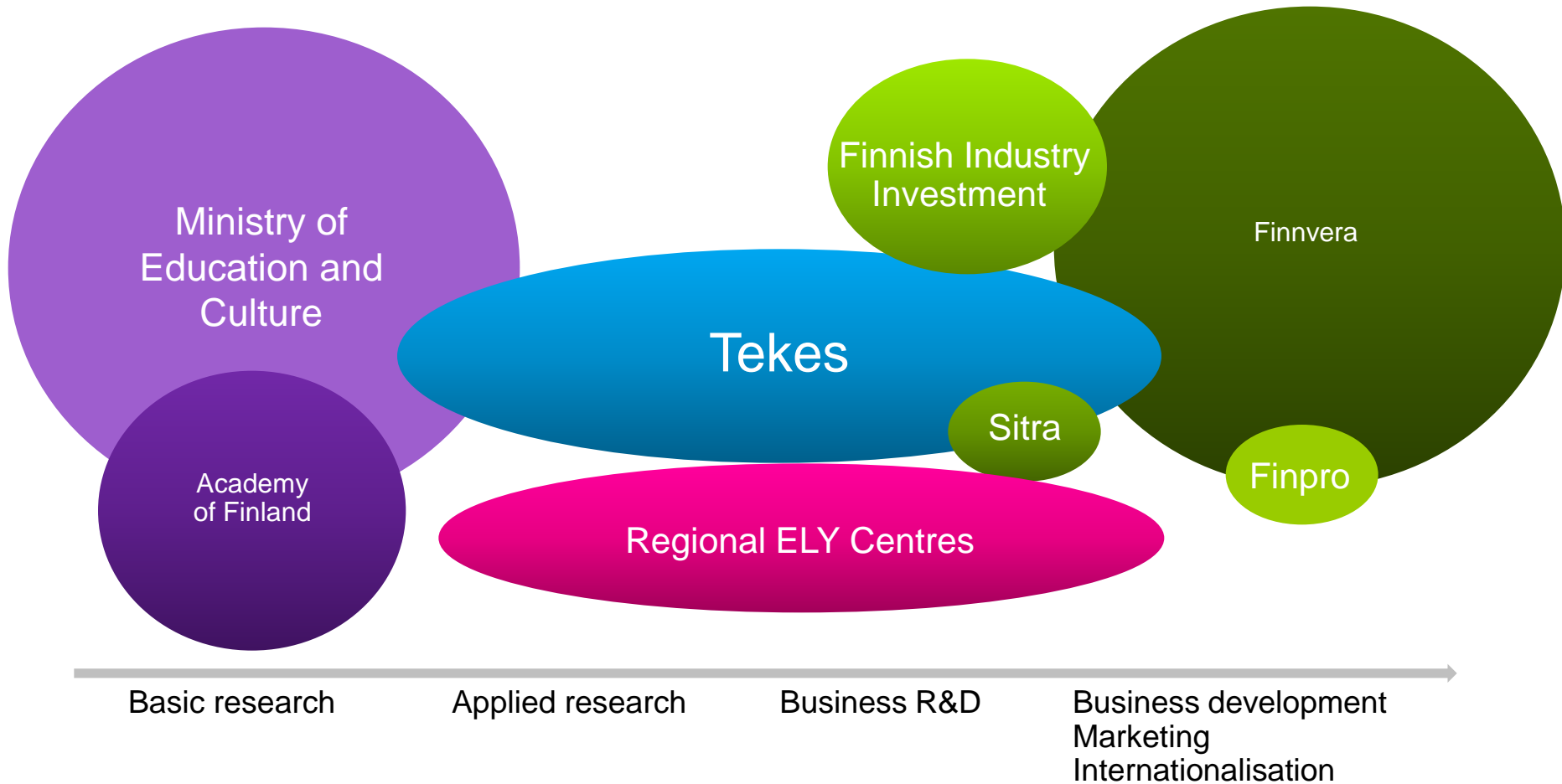
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*<http://www.tekes.fi/beam>*

*22.1.2016*

# Public funding actors in the Finnish innovation environment



# BEAM – Business with Impact

- Joint programme of Tekes and the Ministry for Foreign Affairs
- Aims to generate new, sustainable business in developing countries
- A five-year programme with a total volume of USD 55 million
- Converts innovations into successful and sustainable business in Finland and developing countries
- No industry limits
- Implementing various kinds of ecosystem projects one of the goals



# How to apply for Tekes research funding?

Please contact us when preparing an application

## **CALLS FOR APPLICATIONS**

Tekes opens application rounds for research organisations in different themes. Most application rounds are connected to a Tekes programme.

- Open calls: [www.tekes.fi/calls](http://www.tekes.fi/calls)

## **PARALLEL PROJECTS**

- Companies and research organisations can create a joint R&D project. In this case the application can be submitted to Tekes at any time.

Submit your application at Tekes online service

[www.tekes.fi/online\\_service](http://www.tekes.fi/online_service)



# TEKES RESEARCH AND DEVELOPMENT FUNDING FOR COMPANIES

<p><b>Project types and funding levels for companies</b></p> <p>Tekes funds companies' projects that seek to increase their competitive advantage internationally.</p>	<p><b>COMPANIES' RESEARCH PROJECTS</b></p> <p>Create new knowledge and competence</p>	<p><b>DEVELOPMENT AND PILOTING</b></p> <p>Develop or renew products, services and business model. Demonstrate the functionality of your solution</p>
<p><b>SME's</b></p> <p>Targeted competitive advantage at a selected international level</p>	<p>Grant max. 50 %</p>	<p>Loan 50 % / 70 %</p>
<p><b>MIDCAP COMPANIES</b> turnover max. 300 M€</p> <p>Targeted competitive advantage at a selected international level</p>	<p>Grant max. 40 %</p>	<p>Loan 50 %</p>
<p><b>LARGE CORPORATIONS</b></p> <p>Targeted competitive advantage at a global level.</p>	<p>Grant max. 40 %</p> <p>Tekes requires that large companies buy services from SME's and / or research organisations or implement the project as a joint project with them.</p> <p>The share of the bought services has to be 40 % of the project's overall costs.</p>	<p>Loan 50 %</p> <p>Tekes requires that large companies buy services from SME's and / or research organisations or implement the project as a joint project with them.</p> <p>The share of the bought services has to be 15 % of the project's overall costs.</p>

# Public research networked with companies

- Most common funding instrument
- Solutions and knowledge for identified needs of businesses and industries
- Application rounds organised by Tekes programmes
- Participating companies fund typically 10% of the project costs
- Companies can use results as a springboard for their own research and development projects. Tekes does not fund direct product development.
- Tekes funding covers generally 60% project costs



# Parallel projects: Cooperation between companies and research groups

Companies and research organisations can carry out their research and development projects as parallel R&D projects.

These joint projects must base on company research needs already in preparation phase. Tekes funding is aimed primarily for SMEs. The role of SMEs, large companies and research organisations in these projects is different.

Every joint project participant sends its own funding application to Tekes.

Please contact Tekes adviser already when planning the project.



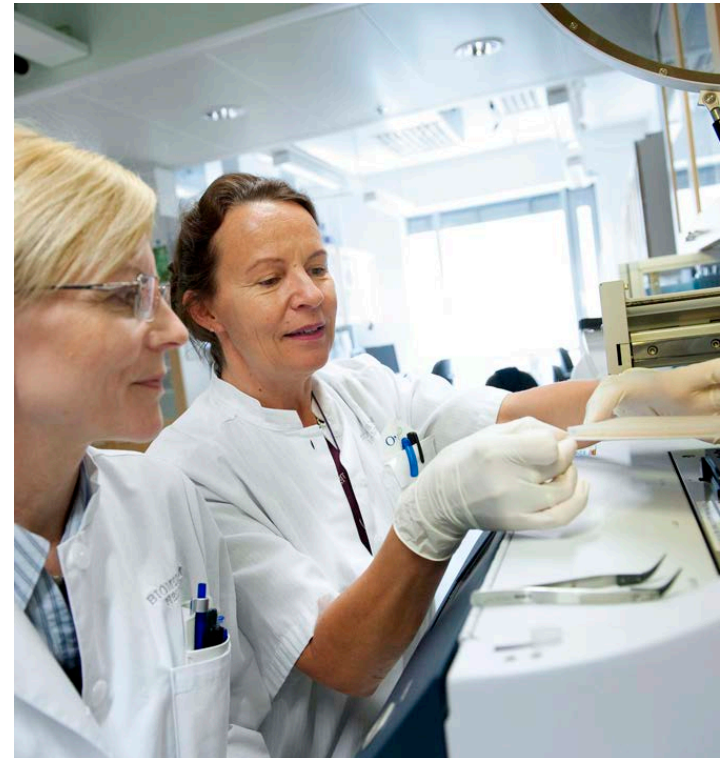
# Parallel projects:

## 1. Large companies and research organisations

Parallel projects of large companies and research groups can be carried out when a large company needs a research organisation to support its R&D. The work of the researchers is basic research that must be openly exploitable.

With the project the company aims to renew itself significantly, e.g. a new business model or a new place in the value chain.

Large companies' share of the total costs of the parallel project is a minimum of 70 %. Each large company project must fill Tekes' funding criteria for large companies.





# Parallel projects:

## 2. SMEs and research organisations

The preparation of parallel projects of SMEs and research organisations is based on research needs identified by companies.

A parallel project must include a minimum of three (3) SMEs that aim to increase internationality in business or R&D.

The benefits the SMEs gain from the project must be described in clear and understandable way in the project plan.

SMEs' share of the total costs of the joint project (**parallel projects?**) is a minimum of 50 %.



# Parallel projects:

## 3. Large companies and SMEs

Parallel projects are a means for large companies to commit SMEs for long-term R&D. For SMEs parallel projects are an opportunity to gain access for larger business development networks.

With joint projects a large company demonstrates its networking with a SME. A networking level of 30 % is required from large companies in projects that include mainly industrial research and 15 % in other large company projects.

The percentage of networking level is derived by comparing the width of the SME projects to the total size of the parallel projects.



# Parallel projects:

## 4. Other cases

In case the joint project includes parallel projects of all large companies, SMEs, research organisations or universities, Tekes' funding criteria is a combination these project alternatives.

In case a joint project includes solely large companies, each company must fulfil Tekes' funding criteria for large companies. Networking through subcontracting is one of the criteria.

In international joint projects Tekes funds Finnish organisations so that the principles described here are applied solely to the Finnish group.



# How to apply for funding for parallel projects?

- Each participant of the parallel project sends its own funding application to Tekes.
- Each participant must describe its role in the project, cost estimation and funding plan.
- A joint project or research plan must be added to the actual application.
- Cooperating partners and their role in the project must be described in the project plan.
- A mutually agreed project ID, e.g. short name, must be stated in the application.
- Please contact Tekes adviser already when planning the project.



# How could we collaborate? Two examples

