Greetings from Helsinki

JUKKA HÄYRYNEN
Executive Director
Tekes - The Finnish Funding Agency for Innovation
Reaching high

We fund companies that are eager and able to grow fast and international.
Tekes offers funding services for companies in different stages of business development.

**STARTUP**
Enterprises under 5 years old aiming at the international markets.

**SME**
Small and medium-sized enterprises (SMEs) that have the enthusiasm and capabilities to develop their business and boost their exports.

**LARGE COMPANIES**
Large corporations and mid-cap companies seeking to renew themselves and develop alongside SMEs and research organisations.
Tekes – the Finnish Funding Agency for Innovation helps startups speed up their business development

Tekes startup funding 2015

€ 140 million
(For companies under 6 years)
Tekes offers startup funding in three stages
Promising teams get a chance to demonstrate their talent

TEST
- Test your concept, investigate the market. Get feedback from potential customers.

DEVELOP
- Develop products, and services. Confirm the functionality of your innovation.

SCALE
- Speed up your business. Scale up fast to global markets.
Tekes offers startup funding in three stages:

**Test**
- >1000 contacts
- 600 projects
- 50k€ grant

**Develop**
- 300 projects
- 200k€ - 2M€ loan

**Scale**
- 30 projects
- 1,2M€ grant/loan

Promising teams get a chance to demonstrate their talent.

Test your concept, investigate the market, get feedback from potential customers.

Develop products, services, confirm functionality.

Speed up your business, scale up fast to global markets.

Tekes funding is 50 – 75 % of project cost; balance in 3rd party equity or loan. Tekes funding doesn’t cover working capital outside the project. Funding in tranches with milestones, coaching and challenging.
Natural resources and efficiency
Wellbeing and health
Digitalisation
IoT
Value creation
Smart cities
Market access
New business ecosystems
BEAM
Simple, secure, and unlimited communications with extremely high efficiency.

Private worldwide network owned together with our customers.

AIS independent global location tracking.

WORLDWIDE DIGITAL TERRESTIAL COMMUNICATIONS

KNL NETWORKS

Company founded 2011 in Oulu, Finland
23 employees focused on keeping you online in all circumstances
Global customers from Finland, Sweden, India, and Germany

WHAT WE DO

Simple, secure, and unlimited communications with extremely high efficiency.
Private worldwide network owned together with our customers.
AIS independent global location tracking.
SIMPLE. SECURE. UNLIMITED.

- NO GEOGRAPHICAL LIMITATIONS
- INCREASED CAPACITY
- DECREASED COSTS
- IMPROVED SECURITY
- TAILORED SERVICES
- NEW BUSINESS OPPORTUNITIES

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Tekes’ Smart City Programme
Smart City Programme – thematic priorities 2016

Smart Transport
1) Electrical vehicles, incl. cycling, 2) Autonomous vehicles, 3) MaaS

Smart Building
1) Smart Home (HAaS, LED, energy efficiency)
2) Building Information Modeling, BIM

Smart Energy
1) Solar energy
2) Energy storage & Smart Grid

Smart Services & Digitalization
Enevo brings intelligence to waste handling and reduces costs

**Idea:** Develop a service concept for waste handling, based on wireless sensors.

**Impact:** Enevo is taking a growth leap to global market. The technology revolutionizes the waste handling globally and may reduce costs by 30-50%.
The program creates new business activities for Finnish companies through innovation and add well-being in developing countries.

- A joint program of Tekes and the Ministry of Foreign Affairs (MFA)
- Budget: 50 M euros (Tekes 25%, MFA 25%, applicants 50%)
- Tekes manages and makes funding decisions with recommendation of MFA.
Finnish mobile solution takes education to developing countries

Idea: More than 90% of the global population have access to a mobile phone network but not to learning. This has motivated the development of a phone application which delivers learning and information, thereby meeting the learning needs of developing countries in particular.

Impact: Mobile use was the cornerstone of Funzi’s development. The main target audience of the service is inhabitants of large cities in developing countries, who need additional tools in order to develop their professional competences.

Funzi combines our two passions: enabling learning across the world and benefiting even more from technology than before.

Tero Salonen
CEO
Funzi
**FUNZI IMPACT MODEL**

**TARGET GROUP:** Anyone motivated to learn to improve their lives

**INPUT:**
- Funzi mobile learning service (www.funzi.mobi)

**OUTPUT:**
- Amount of users who have started courses
- Amount of users who have completed courses on livelihood & well-being

**OUTCOME:**
- Amount of users with increased skills to build their dreams

**IMPACT:**
- Amount of improved lives globally

**Verification of impact model so far:**
- >600,000 users globally in 2016
- 14% become active users, of which
- >60% return the next month
NOBODY IN THEIR RIGHT MIND WOULD COME TO HELSINKI IN NOVEMBER.

Well, except for these 15,000 tech-heads.

Nov 30 - Dec 1
The 4th best European city for a digital startup

European Digital City Index 2015

The 3rd most romantic summer getaway

Huffington post 2014