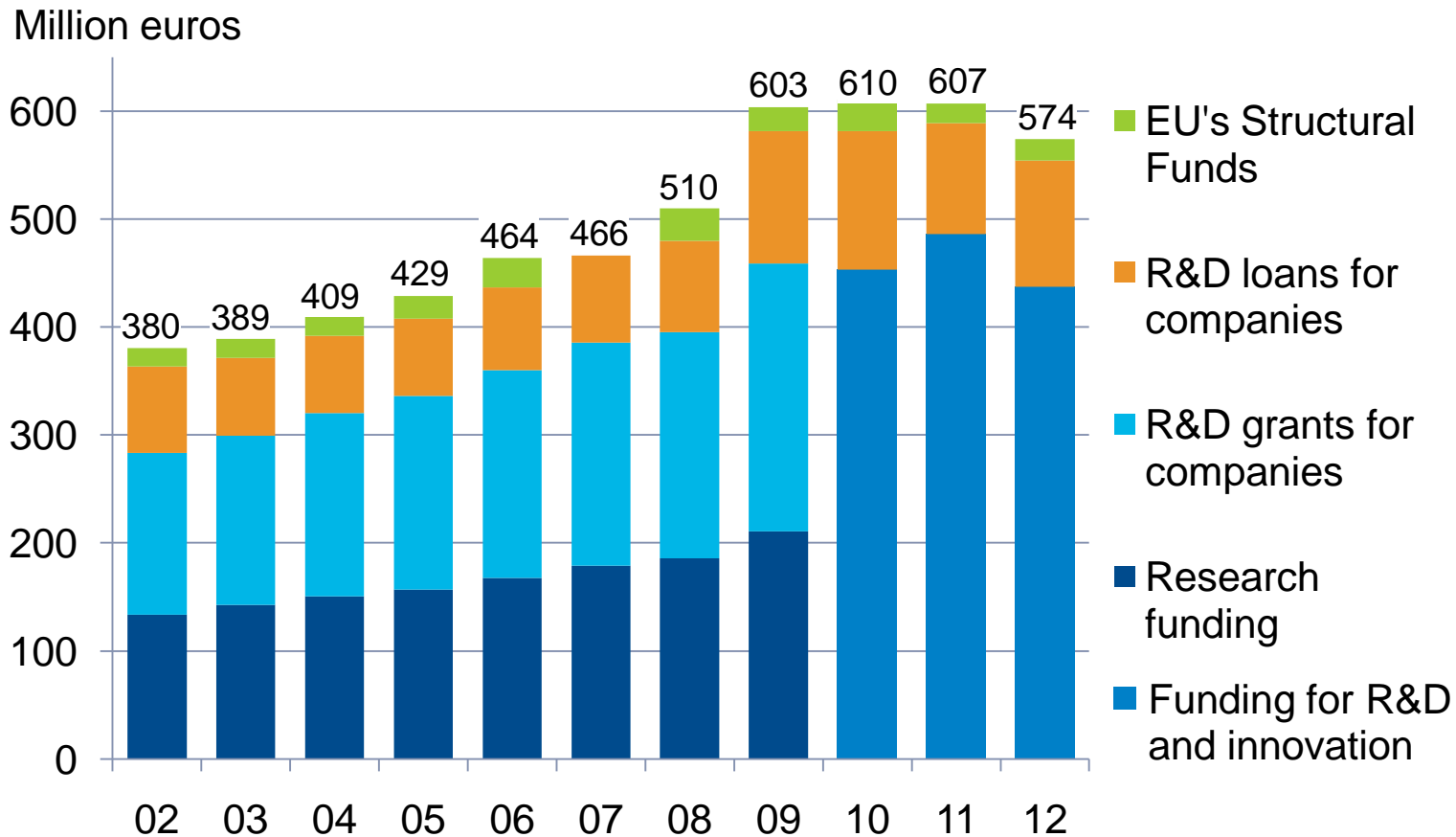


# Finland – Smart Specialisation based on cross-cutting competences and foresight lead markets

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# Tekes R&D funding in the state budget



R&D grants for companies and public research funding were combined in 2010. Funding from EU's Structural Funds come from outside of Tekes budget.

# Tekes Regional Network

## ELY Centres

Lapland (Rovaniemi)

Northern Ostrobothnia (Oulu)

Ostrobothnia (Vaasa)

Southern Ostrobothnia (Seinäjoki)

Central Finland (Jyväskylä)

Pirkanmaa (Tampere)

Satakunta (Pori)

Southwest Finland (Turku)

Kainuu (Kajaani)

North Savo (Kuopio)

North Karelia (Joensuu)

South Savo (Mikkeli)

Häme (Lahti)

South-eastern Finland (Lappeenranta)

Uusimaa (Helsinki)

Tekes (Helsinki)

Innovations and International Business Operations units at the ELY Centres offer Tekes services to companies and research organisations.

# International Network

## Tekes Overseas Offices



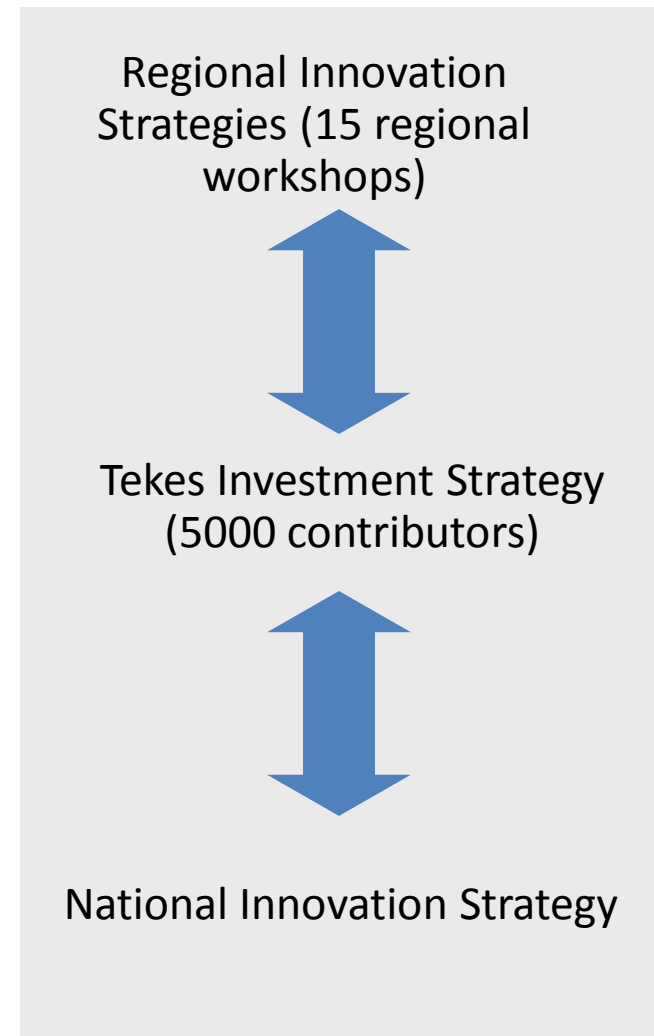
# National and Regional Strategies Complementing Each Other

## **Tekes Aims to**

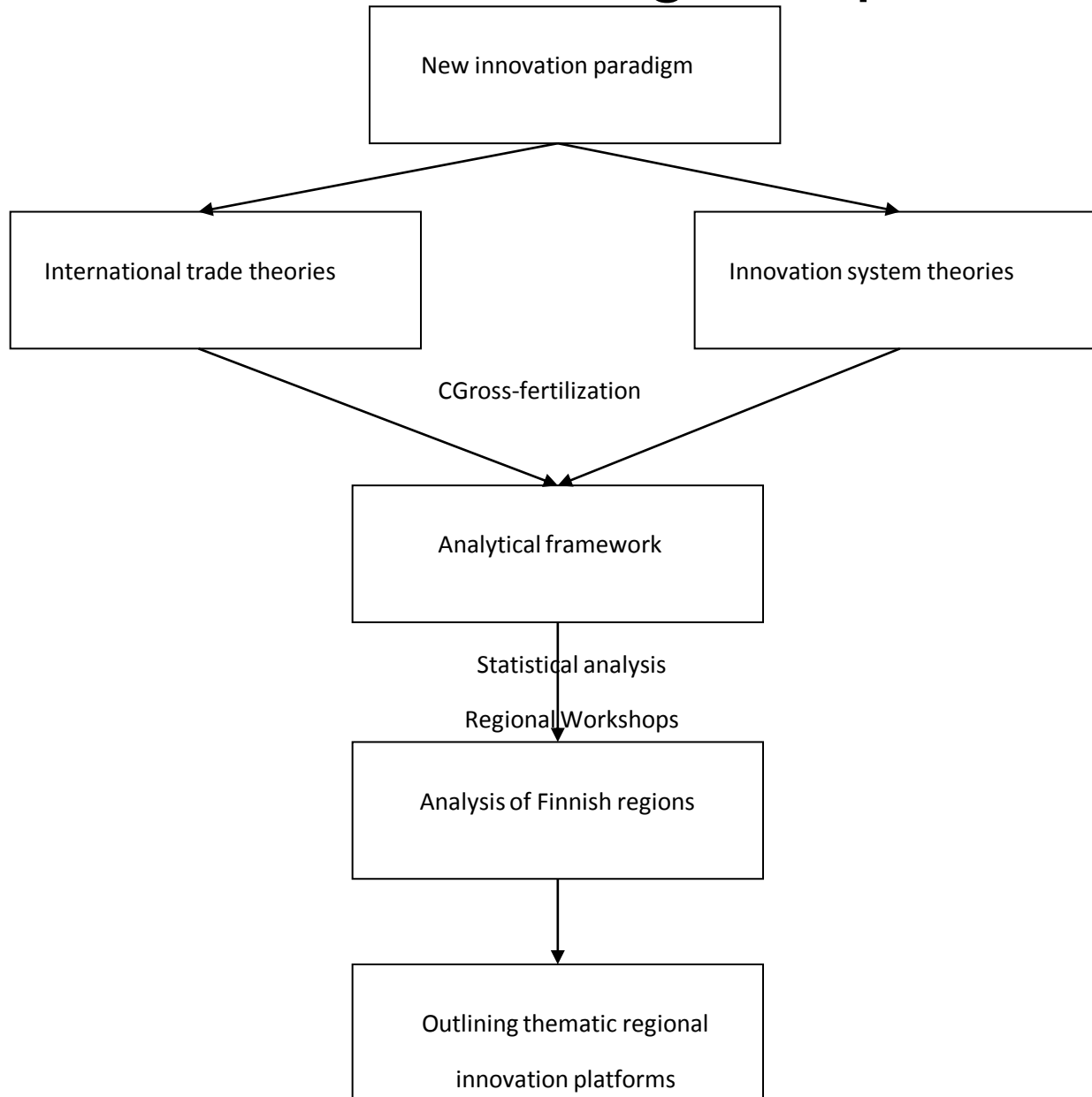
- build a strong networked knowledge base
- renew the economy and create new businesses
- increase productivity in industries and service sector
- enhance wellbeing in society and improve environmental sustainability

## **Challenges and Opportunities**

- Globalization changes performance and value creation logics of the value networks
  - Critical mass for only few multidisciplinary center
  - Many Specialized centers
- National collaboration utilizes complementary competences over regional borders



# The research setting and process



# Propositions from Trade Theories

## Comparative Advantage

Proposition 1: *There will be economic overall gains within a free trade area if an industry utilizes a resource and capability combinations that is regionally comparatively abundant.*

→ comparative advantage of set of complementary competences, or science vs. practice based innovations

## Geographical Economics

Proposition 2: *Region attracts companies and capabilities as a basis for value adding activities if there is a critical mass of capable resources and local [test] markets available.*

→ low-sunk-cost activity in the periphery

## Infant Industry Argument

Proposition 3: *Short-term government support -to strengthen emerging resources and capabilities within an infant industry (or developing region)- aims to promote positive externalities and an economic upside in the long term.* → temporary subsidies

## Cluster Dynamics

Proposition 4: *The interaction of highly specialized factors of production, demanding domestic customers, internationally competitive supporting industries and intensive domestic competition creates an innovative and competitive industrial cluster.* → supporting industries, sophisticated users

# Synchronized proposition

## → Synchronized Proposition

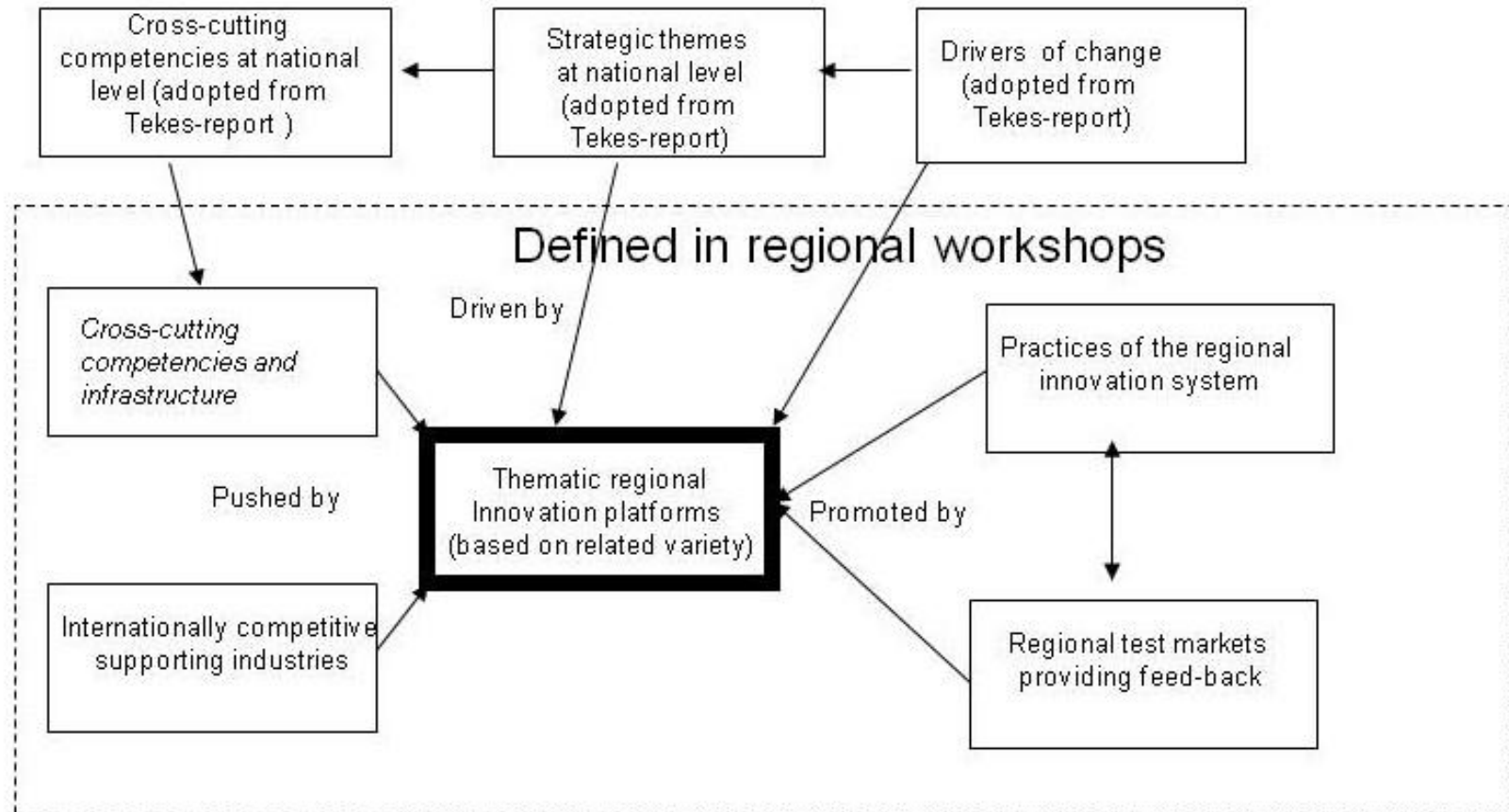
Create and utilize a related variety of or in

- i) cross-cutting capabilities and infrastructure,
- ii) foresight-based demand driven business strategies,
- iii) internationally competitive supporting industries and
- iv) regional test markets providing feedback.

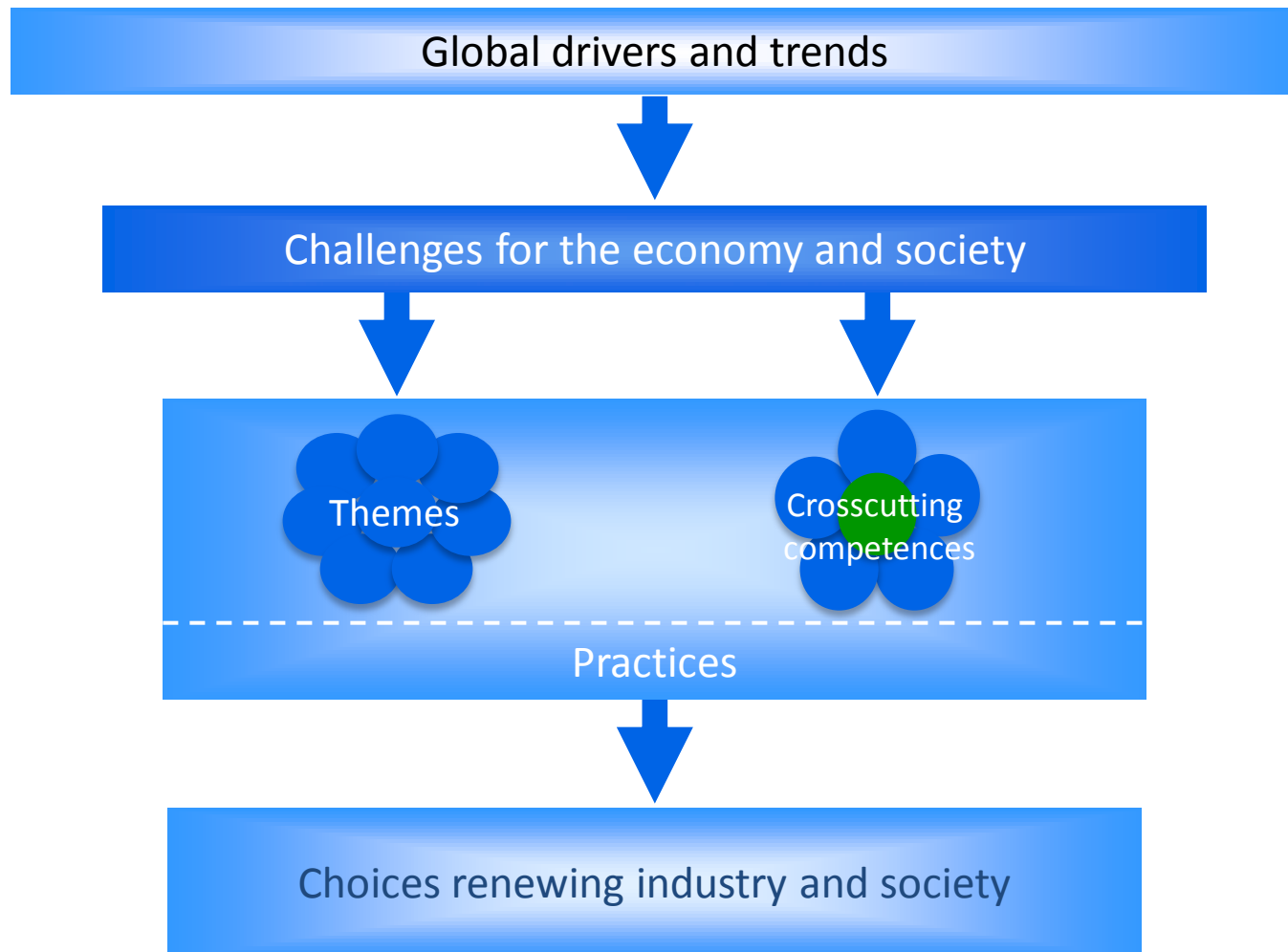
Strengthen temporarily those parts of the infant technology cluster which are critical for long-term growth and success.



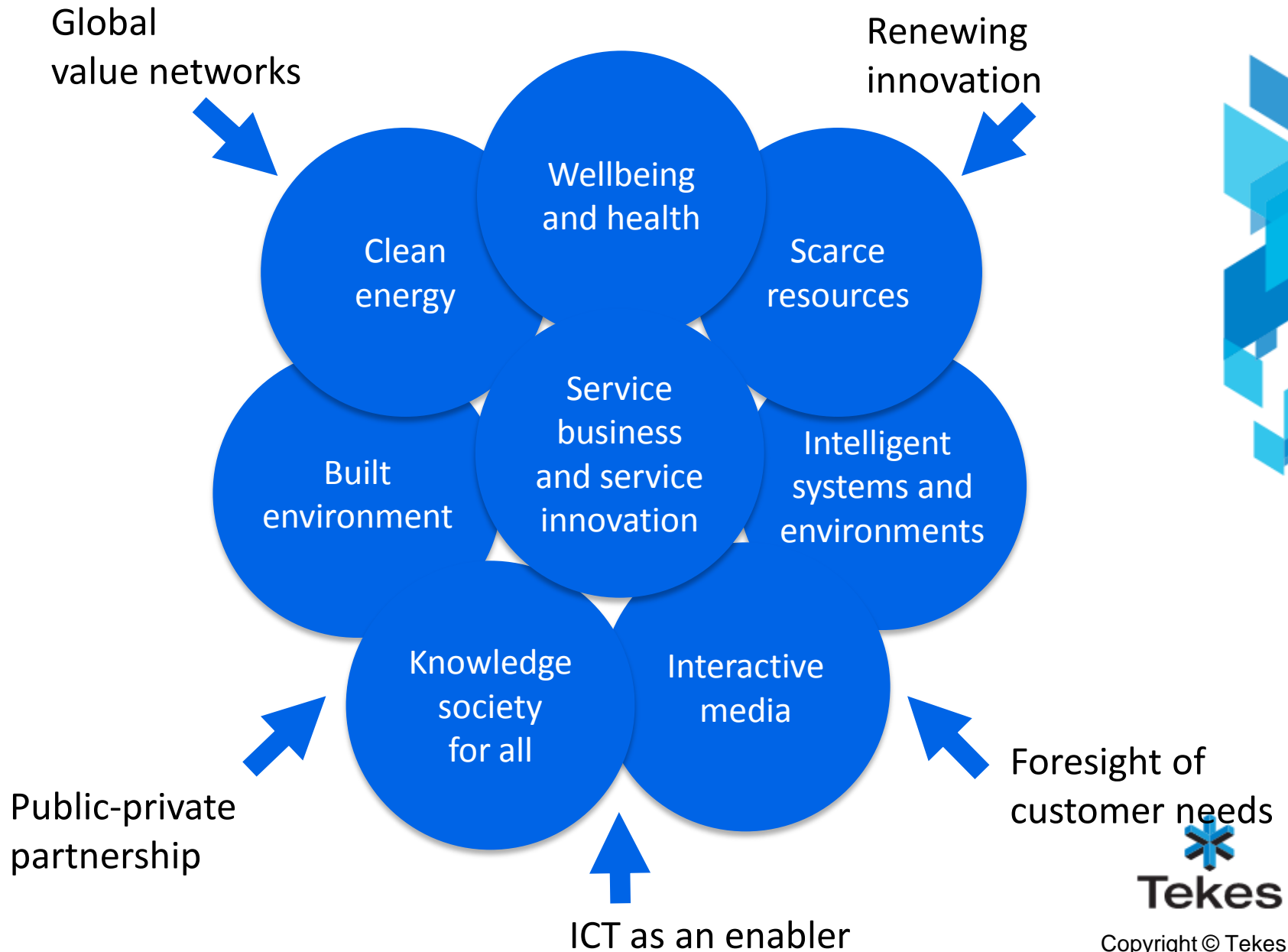
# The framework used in regional workshops



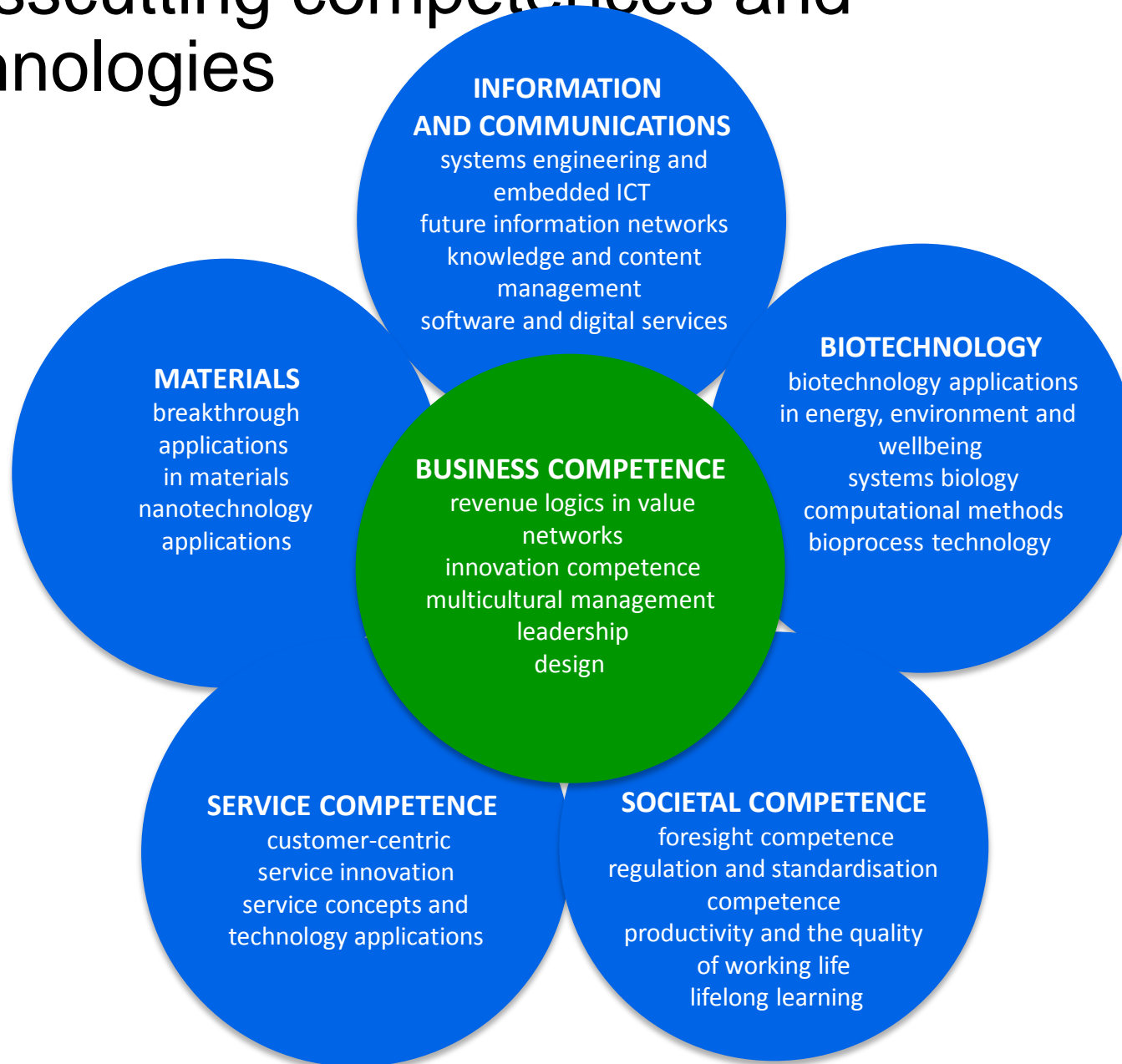
# Focus areas in Tekes strategy



# National Themes and Practices



# Crosscutting competences and technologies



# Regional Innovation Platforms based on Related Variety: Examples on Center and Peripheral Regions

## Periphery: Lapland:

1. Networked tourism and distant service concepts for well-being and health business;
2. Scarce resources solutions in health care and social services;
3. Customer-driven housing industry in arctic environment;
4. Experimental or virtual systems and environments in tourism and Industrial services.

## Periphery: North Karelia:

1. Scarce resources solutions related to timber harvesting and logistics;
2. Solutions in clean energy use of wood;
3. Intelligent nanotechnology solutions;
4. Solutions of experiential industry, social media and education technology in interactive communications

## Center: Metropolitan Area:

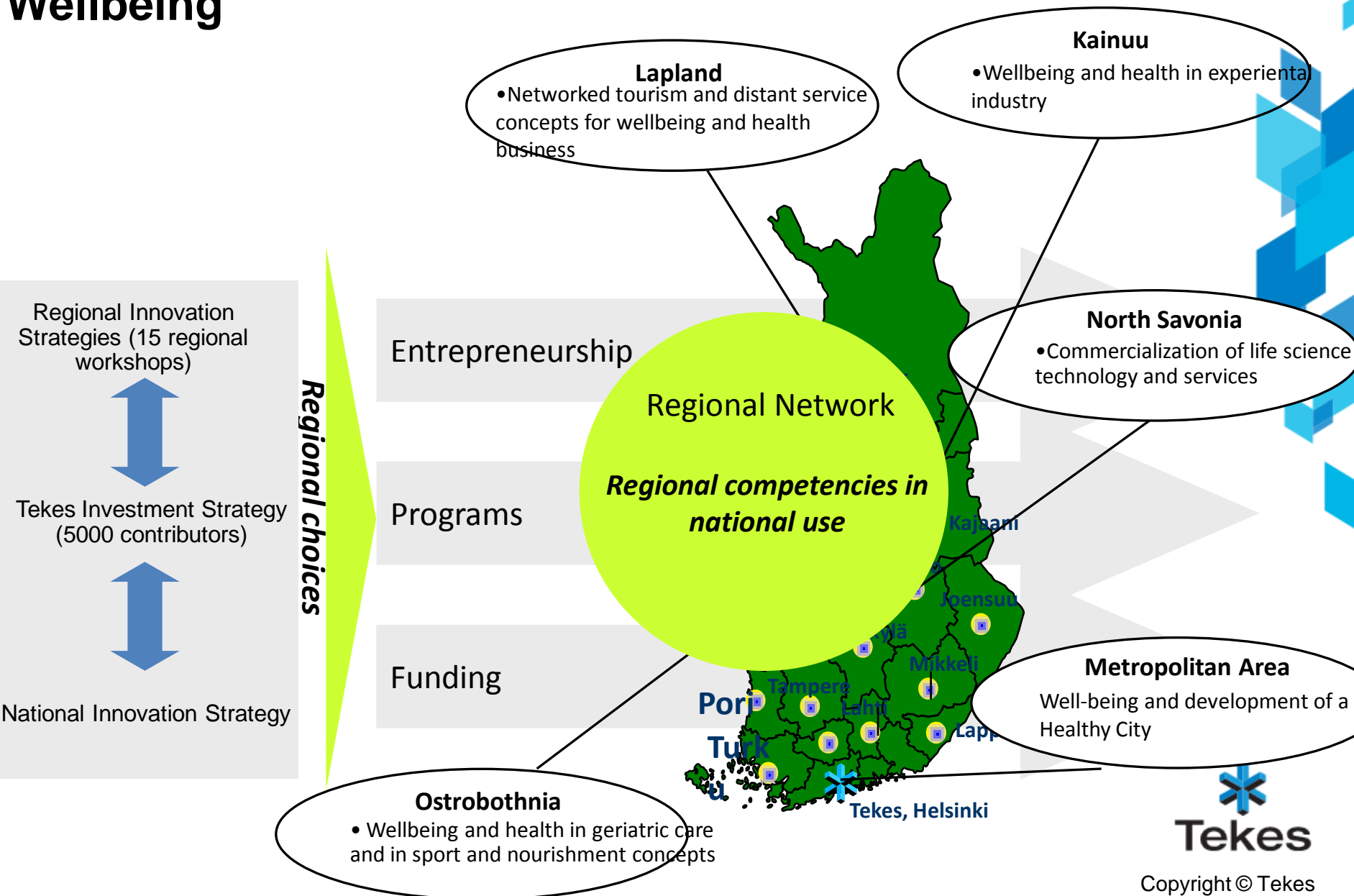
1. Well-being and development of a Healthy City;
2. Construction of customer-driven, virtual services platforms and intelligent Identification systems;
3. Development of service chains related to public procurement;
4. ICT solutions for well-being.

## Center: Outer Helsinki Region:

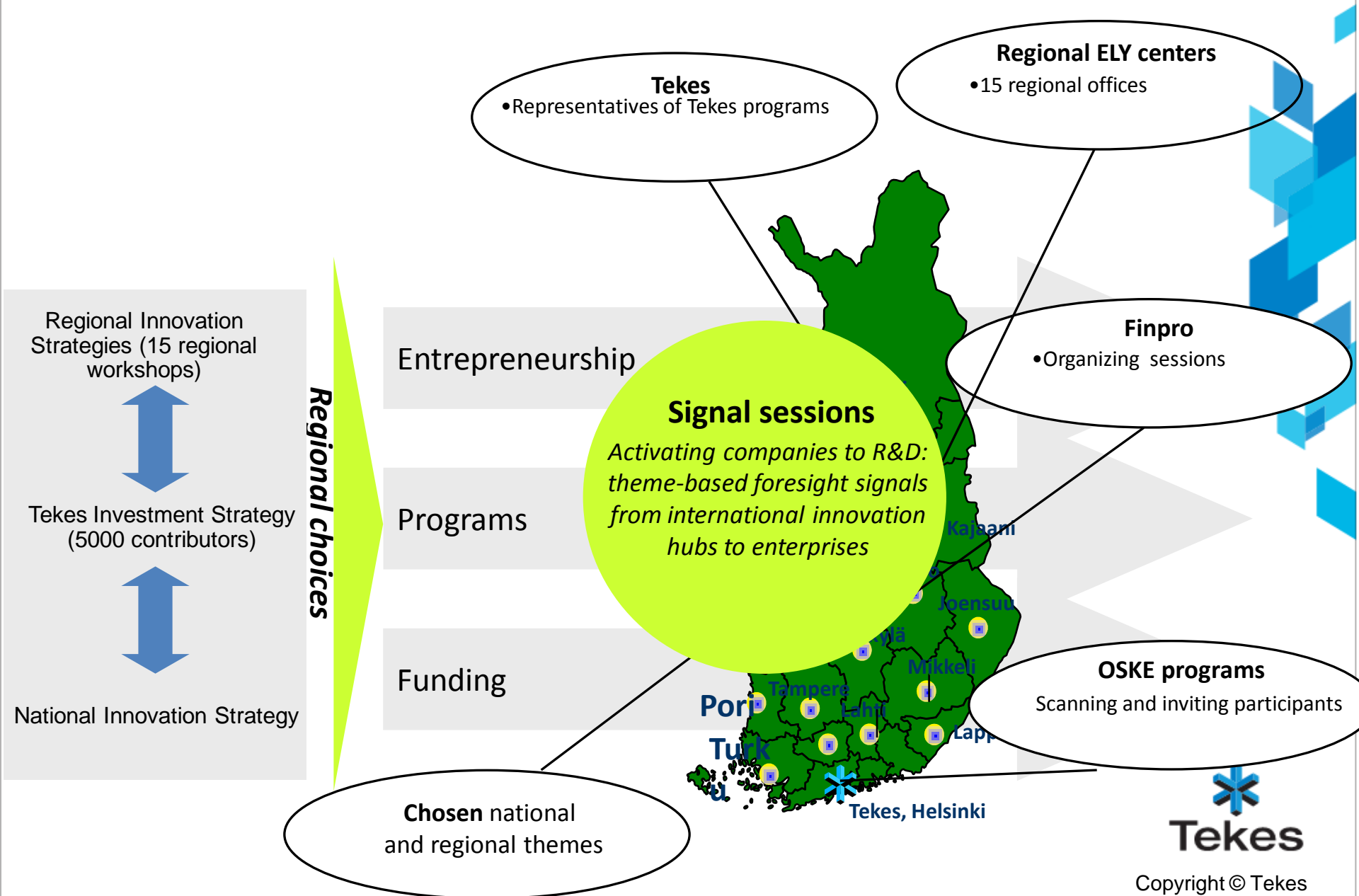
1. Intelligent concepts, systems and environments for mechanical engineering;
2. Intelligent systems and environments for electricity and electronics industry;
3. Service business and service innovations in logistics industry;
4. Clean energy fuel solutions;
5. Comprehensive scarce resources solutions.



# Regional Innovation Platforms based on Related Variety: Examples on the theme for Health and Wellbeing



# Smart specialization: activating R&D projects based on the foresight themes



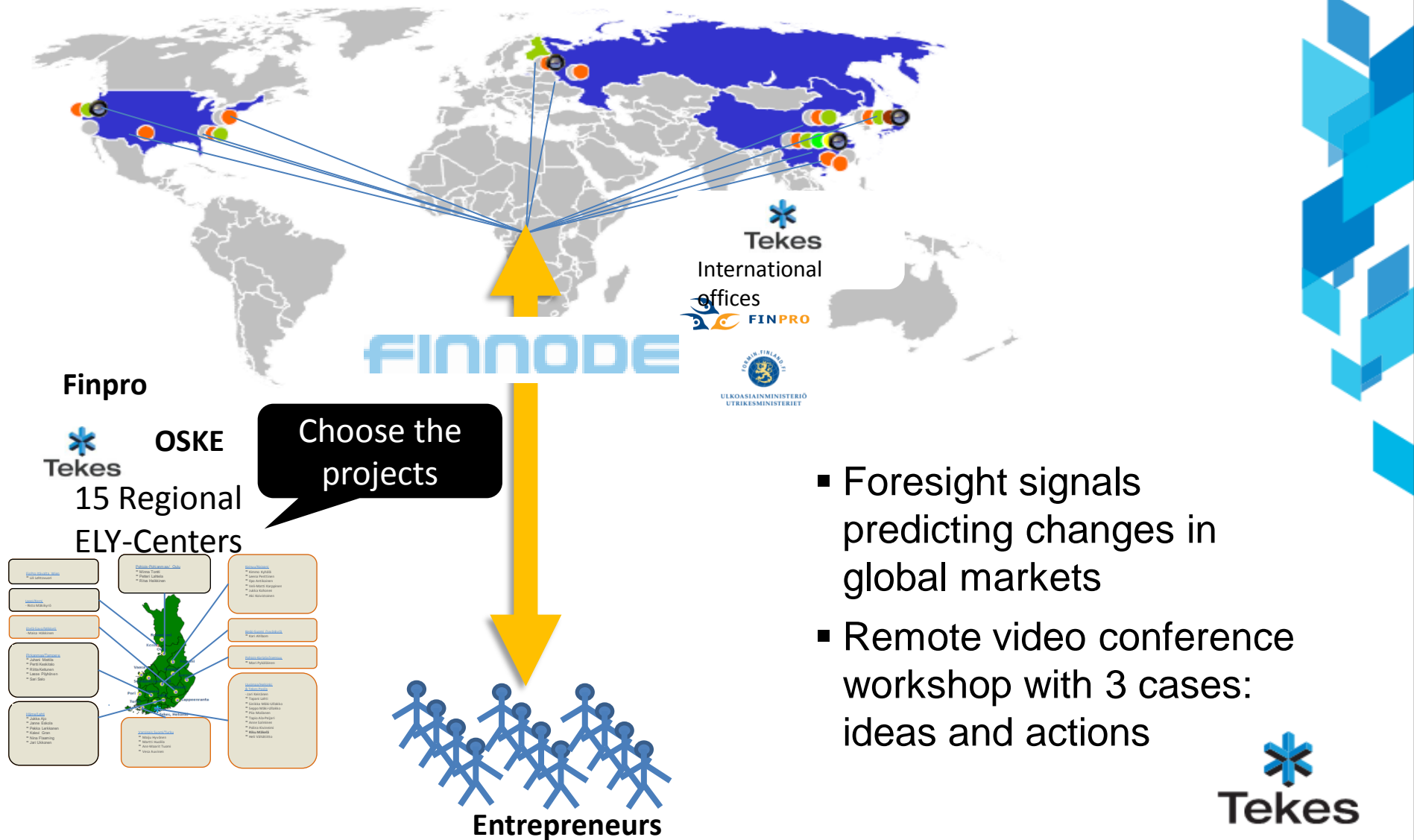






# Signal sessions 2012+

## Foresight information for the needs of companies



		
<b>Tarve ja</b>	Signaalisessio yrityksille ja o asiakastyöhön	OTOLL
Nopeasti mu Mahdollisu Suomalaiste	Signaalisessio yhdessä ideoi toimialarajoje olevista tekno asiakastyön u	Nopeasti hyödyntä tarpeisiin
Tekesin asial ennakointiti yritysten ja o asiakkaille. S vaikuttavana ohjelmien so	FinNode proje ja asiakasryh signaalisessio	SIGNA
<b>Mikä on</b>	<b>Päätös te</b>	
- Signa Suor päätt jouk	<b>Teema</b> - tuleeko tarve jakaminen asi - pidetäänkö t kohdennetust	
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- Signa kuts näke mah	<b>Kohdeasiakka</b> - Kohderyhmä 1) halutaanko heterogeenin	
- Joka ideo muo		




- Signaalisessio -

## Signaalisessio - Asiakkaan kokemus signaalisessiosta

Tässä dokumentissa kuvataan asiakkaan näkökulma ennen, aikana ja jälkeen signaalisession.

### 1. Ennen signaalisessiota asiakas:

#### a. saa tiedon tapahtumasta:

- Ohjelmien sähköpostiutiskirje
- Ohjelmien sivut
- Yhteydenotto alueasiantuntijalta/TE-keskuksen yhteyshenkilöltä (soitto)
- TORI alustalta
- WOM (Word of Mouth) - kollega tms
- sosiaalinen media

#### b. kiinnostuu ja hakee lisätietoa tapahtumasta ja signaaleista

- Ohjelmien sivut
- TORI:n Signaalit sivustolla
- Alueilta (TE-keskukset)
- oma kontakti Tekesiin

#### c. ilmoittautuu

- Ohjelmien sivuilla Akseli-järjestelmässä
- TORI:n Signaalit sivustolla (heti, kun mahdollista)

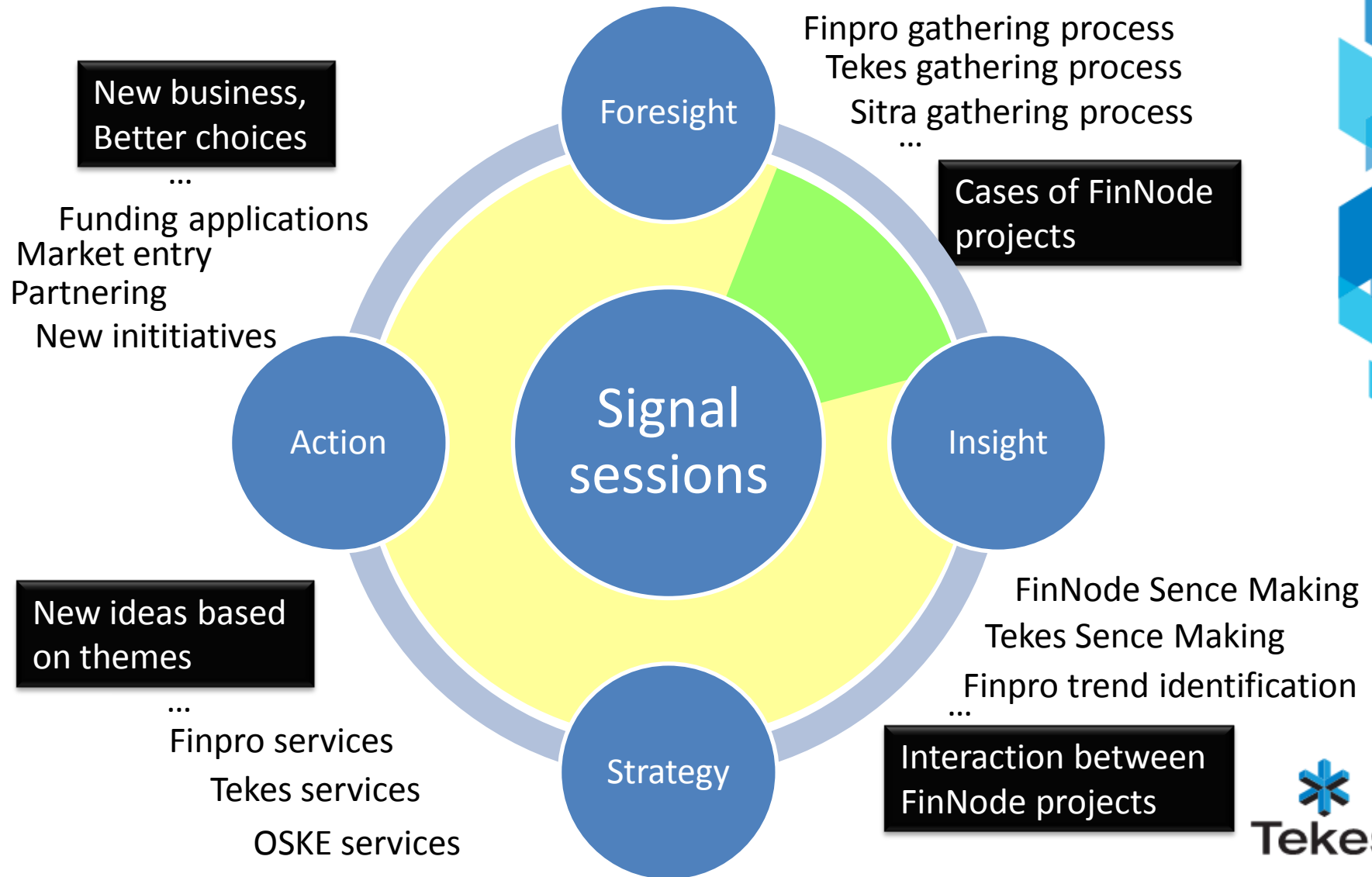
#### d. luo tunnuksen TORI alustalle

- antaa etu ja sukunimen sekä sähköpostiosoitteen
- vahvistusviesti sähköpostitse
- muuttaa salasanan
- lisää kuvan ja muun infon

#### e. äänestää ja mahdollisesti kommentoi signaaleja

- TORI
  - kirjautuu sisään
  - valitsee haluamansa signaalin kohdalla Nosta
- vaihtoehtona Webropol-kysely

# Signal sessions as a part of foresight system → Technology Sessions based on Technology Bank



# Thank for your attention!

For more information,  
please contact:

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