

GROOVE

Growth from Renewables

Tuula Savola

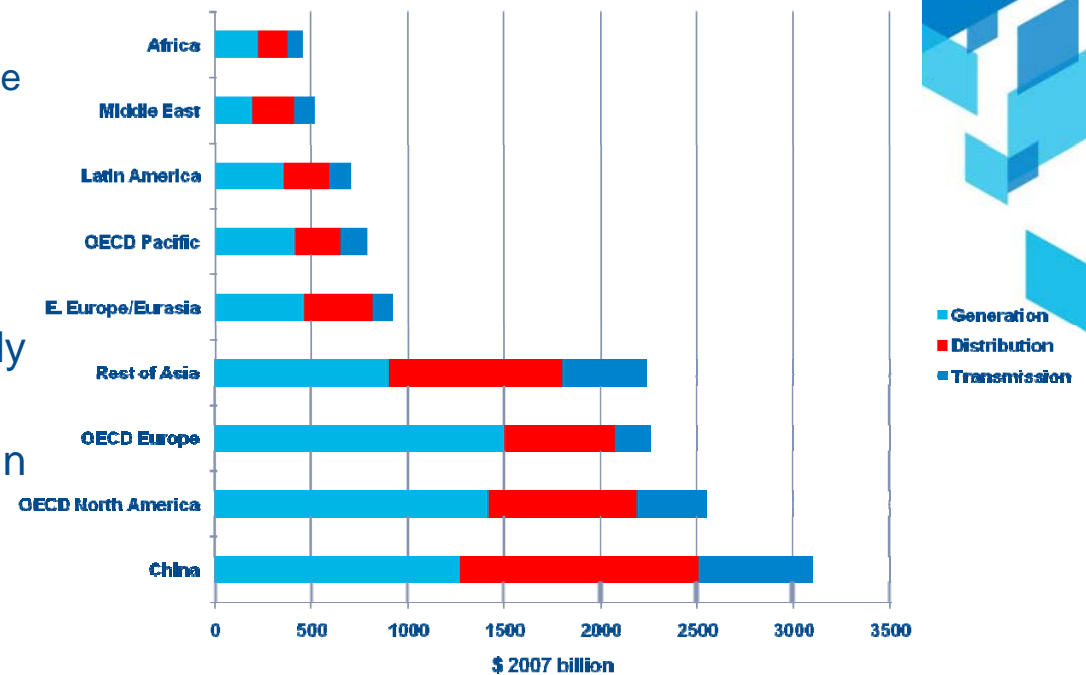
Tekes Programme
2010-2014



Renewable Energy in the Future

- Regulations are a strong driving force in the markets
 - EU goal for 2020: Renewables should cover 20 % of the energy consumption
 - Finnish goal for 2020: Renewables should cover 38% of the energy consumption
 - National climate and energy strategy emphasises the R&D&I work in reaching these goals
- Cleantech business is growing fast, as is competition in this field
- Investments in the cleantech field are currently higher than in ICT or in biotechnologies
- Europe is now the driver of the development in many cleantech areas but the markets are growing faster in USA and in China

Global Power Sector Investment Needs (2007 – 2030)

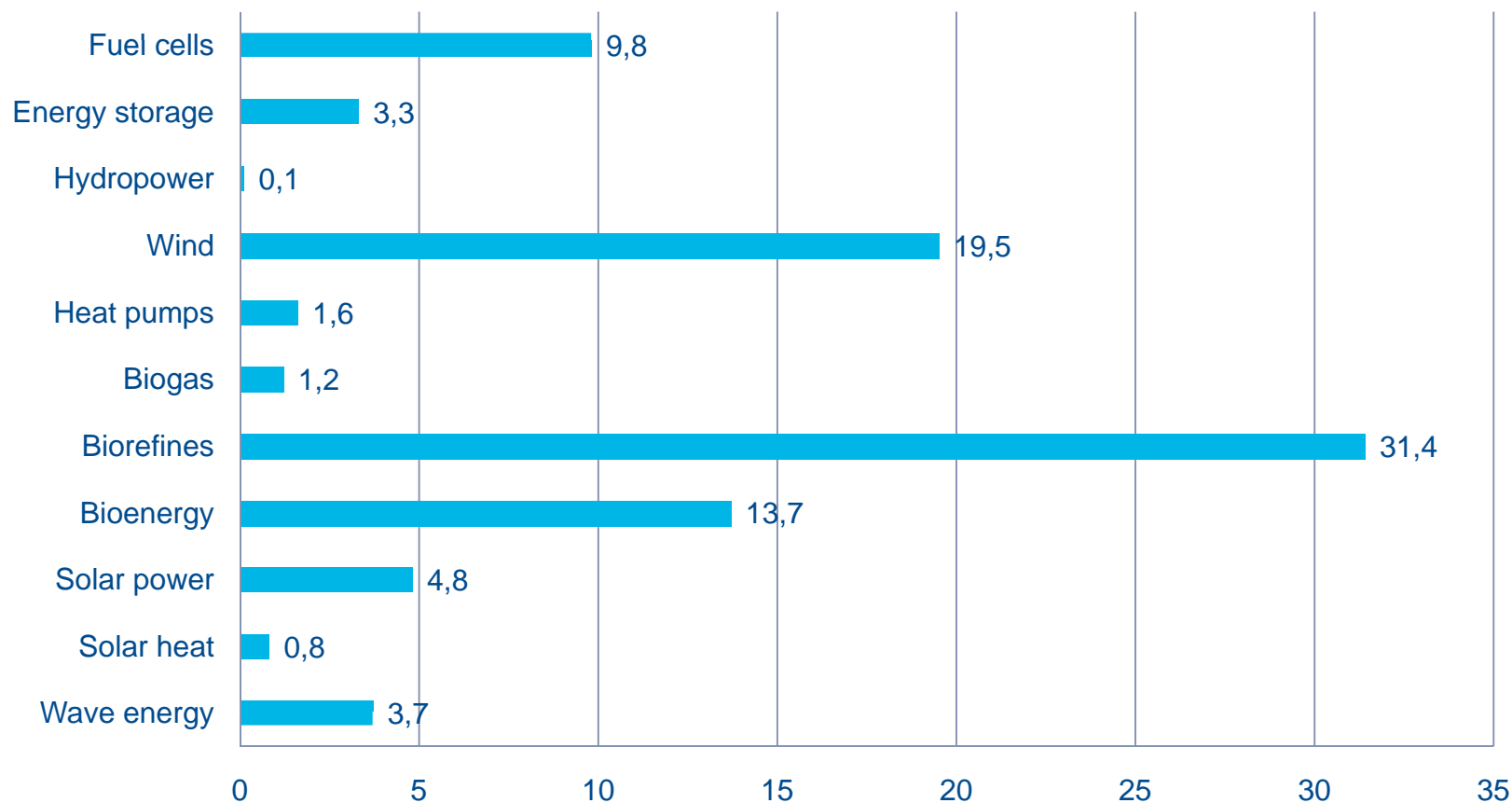


The amounts of Tekes customers that had projects in the field of renewable energy between 2007 and 2009

Companies by turnovers and clusters		< 0,1 M€	0,1–0,4 M€	0,4– 1 M€	1 – 10 M€	> 10 M€	Total
Tekes funding 77 M€	Wave Energy	2					2
	Solar Heat		1		1	1	3
	Solar Power	1		1	1	1	4
	Bioenergy	8	6	5	13	12	44
	Biogas	3		2		1	6
	Biorefines		2		5	7	14
	Heat Pumps				3	2	5
	Wind	5	3	3	8	11	30
	Hydro Power		1	1			2
Tekes funding 13 M€	Energy Storage			2	2	2	6
	Fuel Cells	2	2	2		2	8
Total		21	15	16	33	39	124



Tekes funding for companies in the field of renewable energy from 2007 to 2009, MEUR



Tekes customer companies working in the field of renewable energy: 124

Tekes funding total: 90 MEUR

Groove Programme - Objectives

The goal of the program is

to improve the business models and international competitiveness of the Finnish SMEs in the renewable energy field by enhancing the current knowledge, know-how and resources and by developing new networks.

Programme goals:

- Finnish SMEs in the renewable energy field will grow also internationally.
- New companies and thus new employment possibilities will emerge.
- The clusters and networking in this field become stronger.
- Business models will be improved to take into account the whole value chains and networks in this field.
- New innovations will get to be commercialized faster than today.



Groove Programme is targeted to:

- SMEs who have the drive to grow also internationally in the renewable energy markets.
- Large companies when working strongly in networks.
- Research institutes and universities when commercializing research results, developing new innovations and participating in related international joint projects
- New innovative companies who are willing and able to become international



Groove is supporting the development of:

**Know-how / technology
/ products / services**

"Develop a competitive solution"

Business models

"Plan a strategy for your growth"

Commercialization of innovations

"Create a competent organization"

**Companies to become
more international**

*"Know the markets, customers
and their needs"*



Groove - Programme criteria for project funding

- Programme is targeted to SMEs. Companies applying for funding from the programme are expected to include Need / Approach / Benefit / Competition analysis of their product / service to speed up the commercialization.
- Projects developing strong networking (national and international) are encouraged.
- Large companies can join the programme mainly as part of a strong network and their projects should include a minimum of 30 % of subcontracting from SMEs or be a part of a joint project.
- Calls for public research institutes are focused on commercialization of technology / knowledge (proof-of-concept) and on international co-operation.






Programme services

- Project funding for companies and public research institutes (proof-of-concept and commercialization)
- Project discussions and consultations
- Business expert services and consultations
- Business communications consultation, *business communication skills (customers, investors), media relations and visibility, actions targeted to certain markets*
- Signal sessions
- Local workshops and business breakfasts
- Market knowledge and analysis, signals and trends



Groove, Growth from Renewables - International services

Target market	Business idea	Business plan	Early growth	Fast growth
USA		 	<p>Nordic Green 2010 Silicon Valley</p>  	
	 Renewable energy – US and China			
China		 	  	
Europe	Nordic Cleantech Open Business plan competition			 
India	Joint Call 2010			



Groove - Call for Proposals for Public Research Institutes deadline May 17th, 2010

For
proof-of-concept
and
commercialization
of research results



Tekes

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Groove – Call for Proposals for Public Research Institutes

For the proof-of-concept and commercialization of research results

- Project results should be utilised in the field of renewable energy.
- Projects can include technical proof-of-concept work but the projects have to include a comprehensive analysis of the commercial and business possibilities of the developed knowledge / technology / product / service.
- The applicant has to have the relevant IPR rights.
- A project of a public research institute cannot include product development or making of a business plan.
- Deadline May 17th, 2010
- More info: www.groove.fi or contact the Groove team
- Companies are encouraged to send their project proposals during the whole duration of the programme (no calls or deadlines).



Programme team

Contact the programme team at Tekes:

- Pia Salokoski: programme manager, international co-operation, solar power
- Marjatta Aarniala: bioenergy, Need / Approach / Benefits / Competition analysis
- Kari Herlevi: international co-operation (USA), business knowledge, investor co-operation
- Aila Maijanen: start-ups / new companies, international co-operation
- Juha Linden: national co-operation, energy storages
- Mauri Marjaniemi: international co-operation, wind power
- Olli-Pekka Nordlund: energy solutions in buildings, energy consumers
- Tuula Savola: public research organisations and calls for proposals

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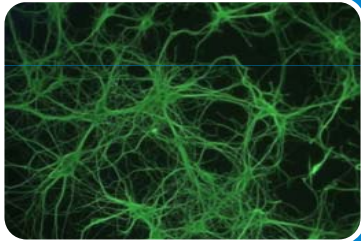
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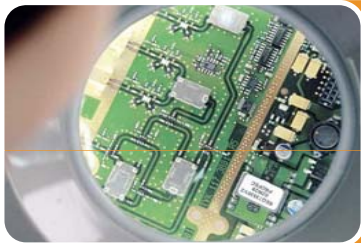
Functional Materials Programme

Research Focus: Four Thematic groups



Biomaterials

- Focus on tissue regeneration, implants and controlled drug release
- In 2010: Workshop to activate company driven research projects; Active seeking of International partners



Low-cost mass manufacturing of intelligent structures

- Printed intelligence for smart interactive objects, smart environment and simple diagnostics; more detailed focus to be defined
- In 2010: Part of research call, International cooperation / Delegation trips (UK, etc). Workshop to increase awareness of life-cycle issues related to this theme



Active materials and structures

- Materials responding to external stimuli in a controlled way - enable new solutions & applications (e.g. for sensing, actuating, electro-optics, biomedical, smart fabrics)
- In 2010: Key part of research call. To be linked to the application oriented themes



New energy technology materials

- Focus on energy harvesting, solar energy, batteries and capacitors
- In 2010: Workshop to map relevant Finnish players and define R&D roadmap; possibly part of research call;
- *Joint research call with Groove Programme (for India)*



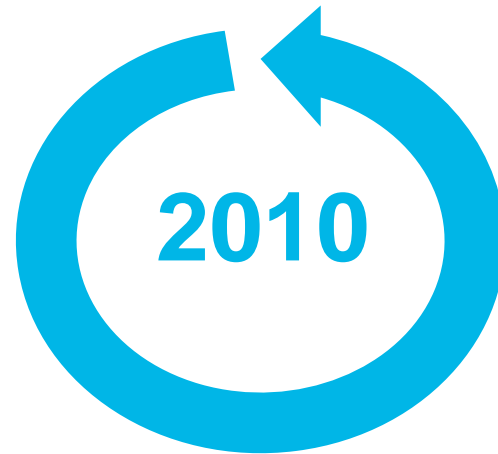
Actions 2010 – Mark your calendar

Registration: www.tekes.fi/materiaalit

9.2.2010: Workshop
on "New Energy
Technology
materials"

13.4.2010:
Scientific Day III
Seminar, Otaniemi

**May: Research
funding call opens**



November 2010: Material &
Energy efficiency
Workshop dedicated to the
themes "Low-cost mass
manufacturing of intelligent
structures" and "Active
Materials"

October 2010: Cross-
industrial Annual Seminar



More info: www.tekes.fi/eng/materials
Programme manager: Solveig Roschier, Tekes
Programme coordination: Markku Heino, Spinverse Oy