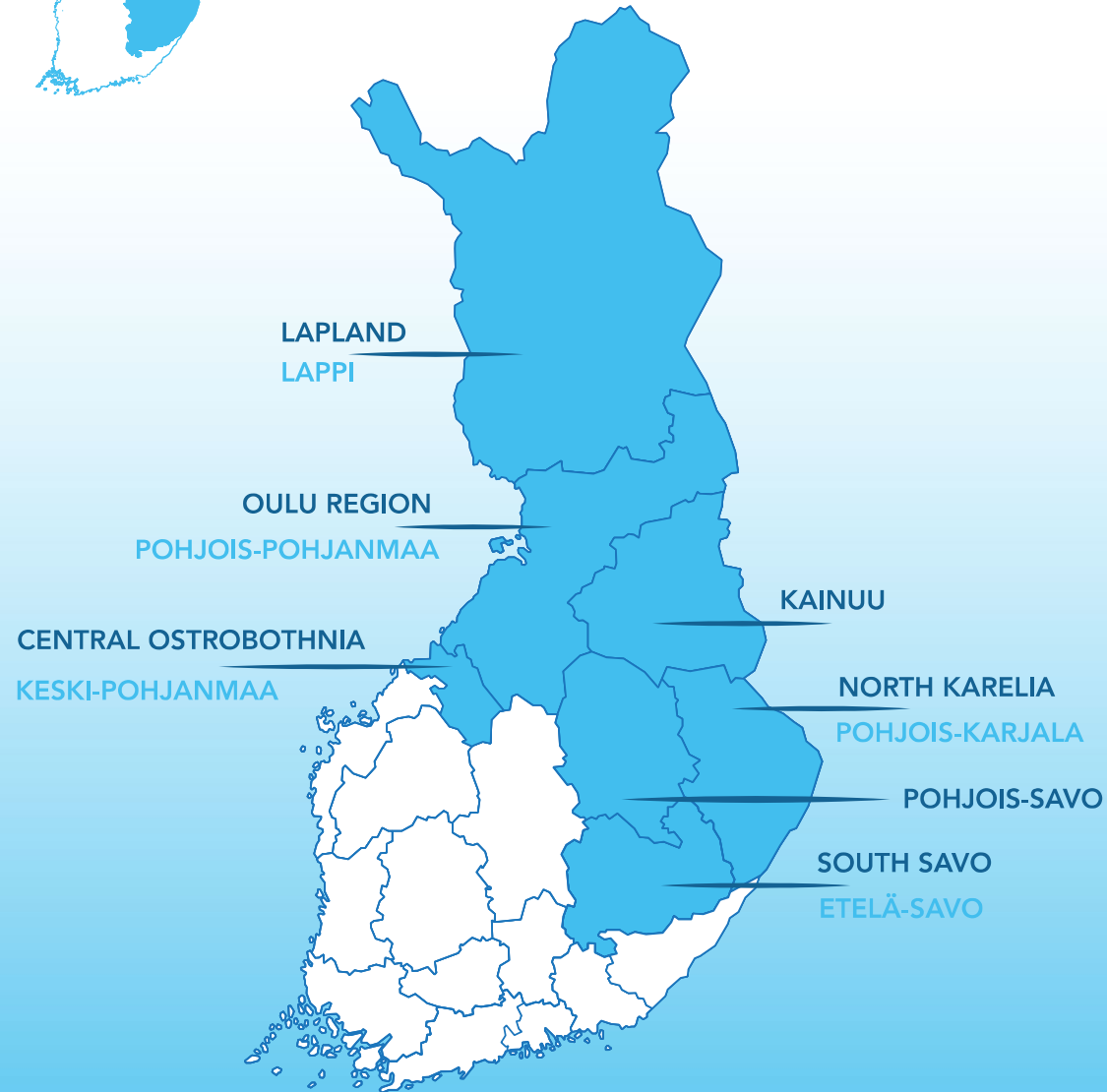




# High impact action Kick-off



## Evaluator's perspective

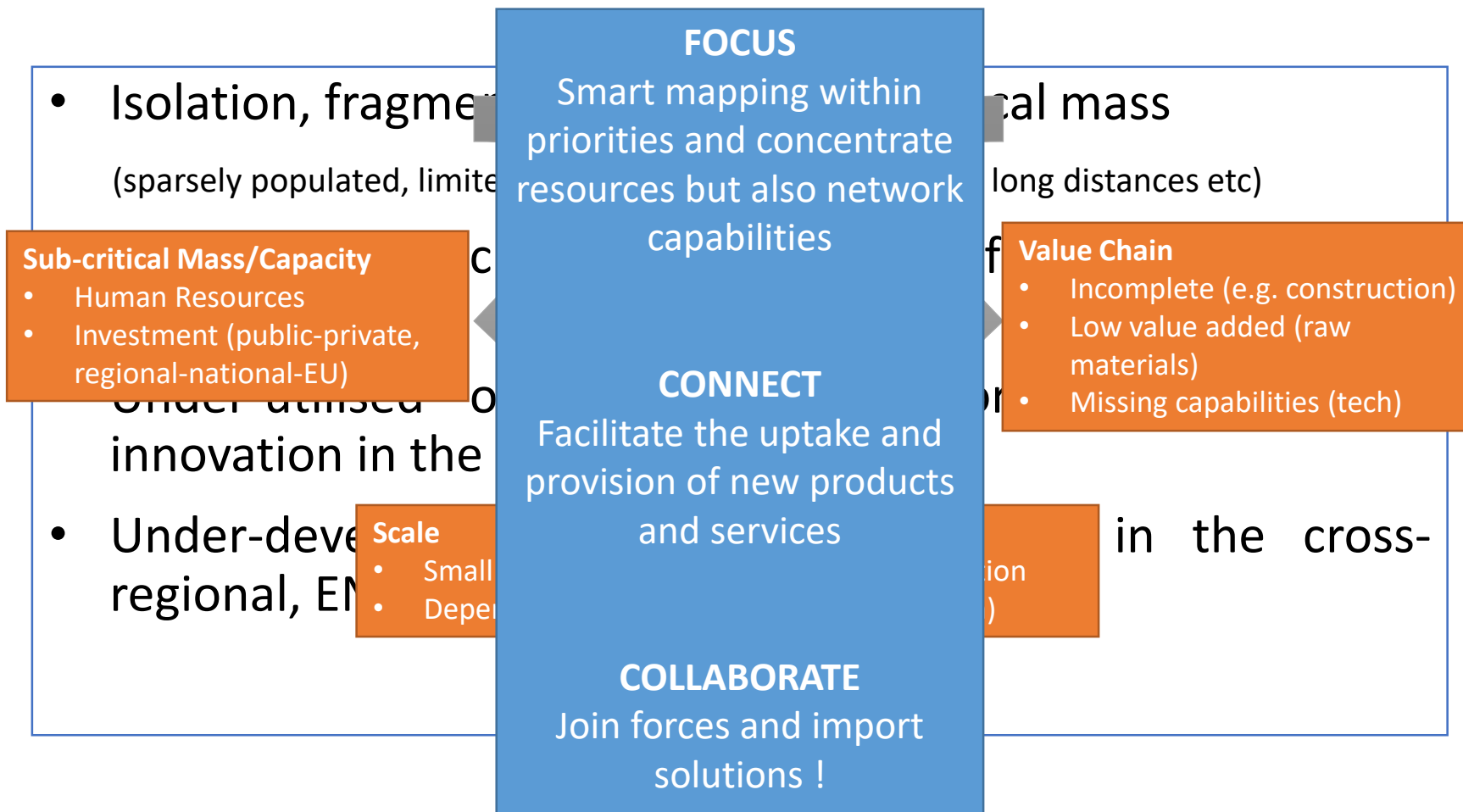
Helsinki, 13 December 2019

Dr. Vincent Duchêne  
*Managing Partner & Team Leader*  
IDEA Consult

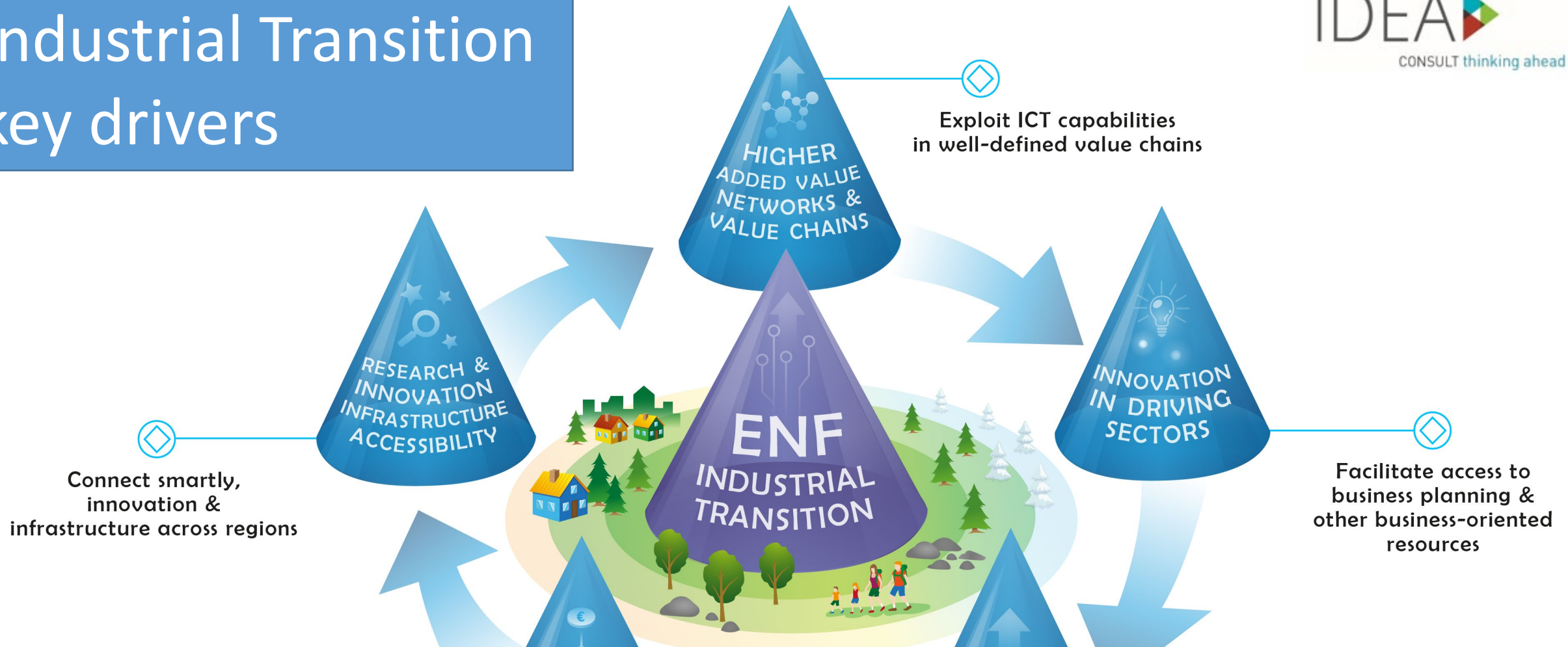




# Industrial Strategy to tackle common challenges



# Industrial Transition key drivers



## → New instrument :

- Cross-regional voucher system, fostering collaboration across regions, companies and industrial value chains
- Focus on small SMEs & micro-companies, with growth ambition working for industry and together with Research centres
- Focus industrial demonstration / validation (post-prototyping)



## Well-focused scoping to test new Industrial Strategy

### “Digitisation and Circular Economy enhancing the Bio-Economy in East-North Finland” applied to “Tree, Wood & Timber Value chain”

- Improved **automation and digitisation**
  - New **smart, digital solutions**  
e.g. new sensors, real-time monitoring, digital platform for sharing and bundling of side-streams, AI applied to harvesting and logging etc.
  - Promotion of **natural products**  
towards e.g. wood construction, drugs, medicines and cosmetics, energy, textile, food, inorganic chemistry etc.
  - **Industrial symbiosis**  
better valorisation of side streams such as wood chips, tree bark, saw dust, bio-ethanol, lignin, turpentine, CO<sup>2</sup>, bio-composites and bio-plastics etc.
  - Promotion/upscale of (existing and new) solutions for **water treatment and recycling**.
- ➔ Cross-regional voucher system
- ➔ Focus on small SMEs & micro-companies, with growth ambition



# High Impact Action Call: Key parameters

- Topic = 'upgrading the forest-based value chain'
- NEW !!! But well-focused & replicable !
- Target group = domestic SMEs with ambition to growth (SMEs direct beneficiaries)
- Reinforced collaboration across actors and ENF regions (critical mass, complementarity):
  - ➔ Each project = *Joint initiative from domestic companies (solution providers and end-users) and 1-2 service provider from at least 2 ENF regions*
- Focus on post-prototyping (>TRL5):
  - ➔ Each project = to test / validate new or better solution(s) for a specific industrial end-user, in real industrial environment (and scalable)



# High Impact Action Call: Process

- Call launched on 4/9/2019 – deadline 2/10/2019
- 17 proposals submitted; 13 found eligible
- 2/10 – 11/10 : eligibility check
- 2-stage evaluation procedure:
  - October: Remote evaluation – 2 independent evaluators per proposal
  - 12-13/11: Central evaluation in Helsinki – evaluators' panel (5 evaluators) met, discussed and collectively ranked all proposals
- 2<sup>nd</sup> half November: evaluators' decision officially validated, decision communicated & invitation winners to kick-off event.



# High Impact Action Call: Outcomes / Results

- 7/13 selected;
- Topics covered (13 proposals):
  - New digital tools (software & digital platforms for mapping, monitoring, communication) for optimized / greener forestry operations (logging, harvesting, wood mills, pulp production etc);
  - New bio-materials / -composites from wood (production & side-streams)
  - Circular economy applied to forestry (biomass analyser, nutrient carbon etc)
  - New wooden construction concepts / products / services
- From final evaluation report, p. 15 ('Lessons learnt'):
  - "(...) this call has been very successful in attracting a lot of very good ideas and high-quality proposals. Even the lowest ranked proposals contain strong elements and innovative ideas that could / should be supported in the future. This demonstrates a strong potential for innovation and industrial modernisation in the ENF region."
  - "This also demonstrates the validity of the approach chosen by the regional authorities. The focus on higher TRLs answers a clear need and interest of industrial companies, and the cross-regional approach (combining private and public capabilities from different regions) allows for mutually reinforcing capabilities and critical mass."





# High Impact Action Call: Outcomes / Results

- Selected projects :
  - New collaborations
  - New combinations / services / products
  - Industrial testing, validation ...
  - If successful → further upscale possible (in FI & abroad !)

