

# **GCE NODE**

An Industry-Driven Cluster for Ocean Technologies

EU and Norwegian Soft Funding of R&D Activities and Financing of Projects

February 16. 2022.





## Webinar Overview - Program

### GCE | NODE | AN INDUSTRY-DRIVEN CLUSTER FOR OCEAN TECHNOLOGIES

# Welcome & IntroductionTom Fidjeland, CEO, GCE NODE

- 1. Sustainability and the green transition Research Council of Norway – Tor Borgar Hansen, Special Advisor
- 2. Capital and expertise to support sustainable growth and export for Norwegian businesses Innovation Norway – Jon Arne Rasmussen, Financial Advisor
- 3. Industrial real estate investment. Catapult Centres providing infrastructure, equipment and competence for test and piloting

SIVA Real Estate – Sivert Almås Eli / Norwegian Catapult Centre Future Materials – Aslaug Hagestad Nag, CEO

4. Funding to support technology development, innovation and market development that contributes to emission reductions towards the low-emission society

**ENOVA** – Anita Fossdal, Senior Advisor

5. Horizon Europe – What's in it for you? EU Funding – Isabelle-Louise Aabel, EU Advisor, GCE NODE

6. Supporting the green export transition – Competitive long-term financing solutions from Export Finance Norway EKSFIN (Export Finance Norway) – Thor-Ole Fardal, Senior Client Executive, Large Corporates

*Experience from Norwegian Soft Funding Elkem Technology* – Håvard Moe, Senior Vice President

- 8. Experience of Norwegian Soft Funding FIVEN Group – Pål Runde, Chief Research Officer
- 9. Summary and Discussion GCE NODE

## **Norwegian Soft Funding**







## **EU-Funding**

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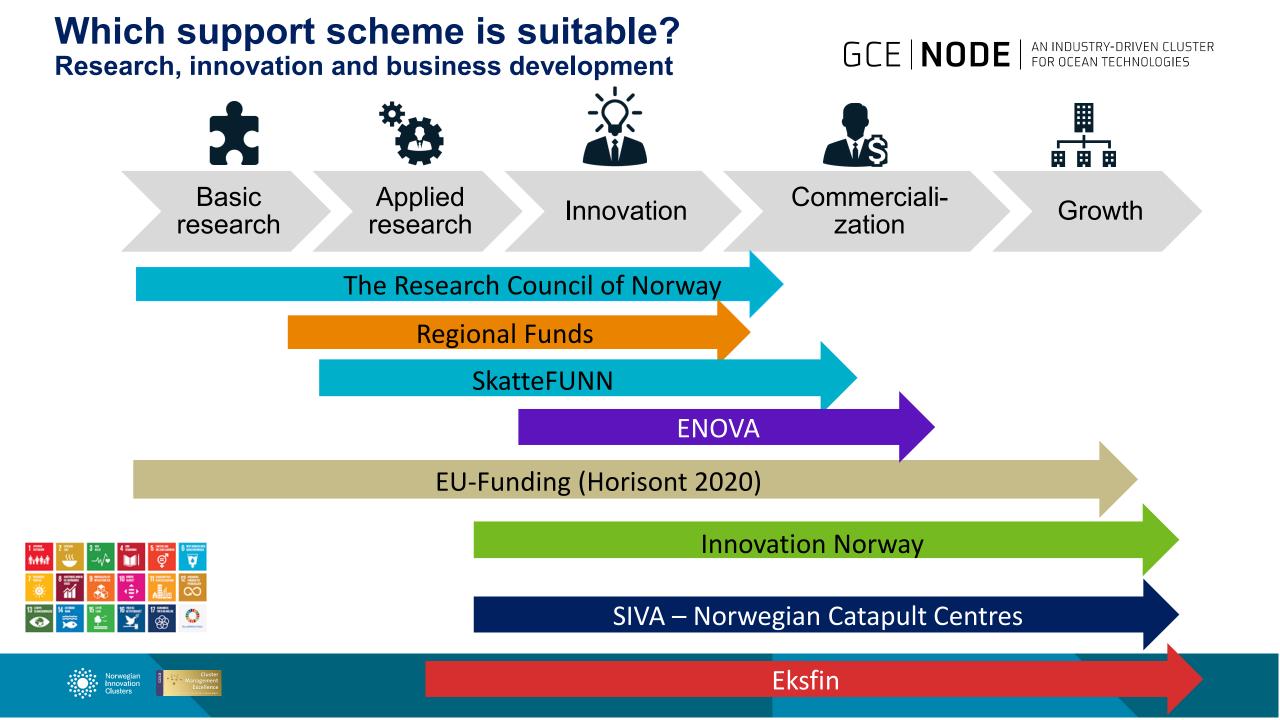
## **Norwegian Soft Funding**

Minister of Trade and Industry:

- Create Jobs
- Increase Investments
- Increase Export
- Cut in Greenhouse Gases













—	Norway		
Research	Innovation / Development		
All types of companies	Focus on SMEs (with large company partner)		
Typically many project participants	Often few project participants (customer)		
With Research partner	Often without Research partner		
Knowledge & research driven	Market driven		
No application deadline (but cut-off dates 2-3 per year)	No application deadline		
Evaluation of expert panel	Evaluation of case manager (large; project panel)		
Case manager $\rightarrow$ formal input	Case manager $\rightarrow$ assists with input / help		
NB! SkatteFunn deviates from this division			

### Industrial Research:

Acquire **<u>new knowledge</u>** and skills to develop new products, processes or services. Or significant improvement of existing products, processes or services.

### Experimental Development:

Combine existing knowledge and skills to develop new or improved products, processes or services.







## Soft Funding framework for development projects

	Small Companies		Medium-sized Companies		Large companies	
	General	Cooperation	General	Cooperation	General	Cooperation
Industrial Research:	70 %	80 %	60 %	75 %	50 %	65 %
Experimental Development :	45 %	60 %	35 %	50 %	25 %	40 %

Cooperation  $\rightarrow$  Partnership

#### **Industrial Research:**

**Experimental Development:** 

Planned research or critical examination with a view to acquiring new knowledge and skills to develop new products, processes or services or which may lead to **significant improvement** of existing products, processes or services.

#### Acquisition, combination, design and use of existing scientific, technological, business and other relevant knowledge and skills to develop new or improved products, processes or services.

www.forskningsradet.no/sok-om-finansiering/midler-fra-forskningsradet/betingelser-for-tildeling-av-statsstotte/



### **Useful Tools and Help with Project Development**

Flourishing Business Canvas v2.0 Designed for: Designed by: Date: Environment Society HJELPESPØRSMÅL BIOPHYSICAL ECOSYSTEM 🐼 Forskningsrådet VALUE PROCESS PEOPLE STOCKS ACTORS Kunder og aktører Kunnskapsbehov RESOURCES PARTNERSHIPS VALUE RELATIONSHIPS STAKEHOLDERS For hvilke aktorer I samfunnet Hva trenger dere kunnskap om vil prosjektet ha nytte (utover for a lykkes med prosjektet? CO-CREATIONS bedriften)? in the Nytteverdi Eksisterende forskning Hva finnes av kunnskap om Sol have Hvilken nytte vil prosjektet dette allerede? ha for disse aktorene? IDE Øvrig samfunnsnytte Ny kunnskap Hvilken annen Hvilken ny kunnskap er det Hvilket problem/behov skal samfunnsmessig nytte vil. prosjektet bidra til å løse? behov for og hvorfor? Hva prosjektet bidra til? er de viktigste problemene/ Hva skal dere utvikle/forbedre utfordningene som forskningen **ECOSYSTEM** ACTIVITIES GOVERNANCE CHANNELS NEEDS skal bidra til å løse? for å løse problemet? SERVICES Hva er nytt og unikt med idéen, nasjonalt og internasjonalt? Hvilke konkurrenter finnes i dag? Hvor langt har dere kommet Forskningsmetode Strategisk forankring 1 Idéutviklingsprosessen? VALUE Hva er neste steg? På hvilken måte er prosjektet Hvordan vil dere arbeide for å forankret | bedriftens strategi? få fram den nye kunnskapen? CO-DESTRUCTIONS Representerer prosjektet noe nytt for bedriften? Kompetanse Nytteverdi På hvilken måte kan Er det kompetanse dere trenger i prosjektet skape verdi for prosjektet som bedriften ikke har bedriften? selv? I så fall, hvilken kompetanse er det behov for? Samarbeid med andre bedrifter Samarbeid med forskningsmiljø Er det behov for ä samarbeide med andre Hva vil ev. samarbeidspartnere I bedrifter? Hvilken nytte har de av det, og forskningsmiljø bidra med? GOALS BENEFITS COSTS hva kan de bidra med? OUTCOMES



SKNINGSKOMPONENTE

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### GCE NODE assist companies in navigating around the Soft Funding Programs. Contact us if you want help and follow up meetings!

 Norwegian Funding: Christian B. von der Ohe (RD&I Manager): <u>christian@gcenode.no</u>, +47 917 29 426 Jan Helge Viste (Project Manager Digitalization): <u>janhelge@gcenode.no</u>, +47 909 25 977
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# https://gcenode.no/



