UN STI Forum - Collaboration Opportunities

Nina Harjula, Co-founder, Board Member, GCCA | May 16, 2017
Vision

- Resilient regional economies
  providing
- Sustainable growth, secure jobs, and human wellbeing
  enabled by
- Large scale deployment of low carbon technologies
Access to Capital, Corporates, Markets & Insights

- 52 Cluster Partners
  - 30 Countries
  - 10,000+ Companies
- Annual event & GCCA Later Stage Award
- Digital Deployment HUBs
- Finance Innovation
  (cross-border funds)
GCCA Later Stage Awards (since 2011)

- 700+ companies assessed, 60 Best in Class Winners
- Hidden Champions
- Showcases for UN STI Forum 2018
2011: Dublin, Ireland
2012: Savannah, Georgia
2013: Lahti, Finland
2014: Lausanne, Switzerland
2015: Taipei, Taiwan
2016: Little Rock, Arkansas
2017: London, UK
2018: Santiago, Chile
2019: Shanghai, China
2020: Lahti, Finland (GCCA 10 year anniversary)
D-HUB Concept is converging physical cluster collaboration into a digital deployment network

Developed and tested in the Nordics by NIA
WHERE ARE THE CLEANTECH INNOVATIONS HUBS IN THE WORLD?

*Cleantech Group’s Cleantech innovation index embedded in google-map
How do we scale up the Digital GCCA Deployment Network

4 platforms online:
- NIA for NORDICS
  - Finland, Norway, Sweden, Denmark, Estonia
- YODEL for SWITZERLAND
- CHINOOK for CANADA
- GTED2.0 for ARKANSAS, US
Deployment HUBs – Precise Match Making

- Large Corporates & Cities with Technology Needs
  - MARKET DEMAND

- SMEs & Startups with innovative solutions
  - INNOVATIONS
Call Projects: **Average 80% Success Rate**

GCCA Best Practice shows that a Call project - on average - leads to the following results:

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<thead>
<tr>
<th>Count</th>
<th>Description</th>
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<tbody>
<tr>
<td>20-30</td>
<td>Qualified online submissions from technology providers (SMEs, Startups) per Call, within 2-3 months</td>
</tr>
<tr>
<td>5</td>
<td>Company pitches from selected technology providers to executive teams at large corporate</td>
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<tr>
<td>1</td>
<td>New business partnership between large corporate and best technology provider in 80% of Call projects</td>
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CALL PROJECT

FORTUM is a leading energy provider in the Nordics. Fortum’s objective was to find new, resource-efficient, digital, mobile solutions to improve their operative routines.

RESULT

FORTUM gained valuable experience in a new technology that can be scaled quickly. The co-operation will be continued and the technology will be scaled.

PROCESS GENIUS found the right people who wanted to carry out a pilot project with new technology. Process Genius doubled its turnover within a year. Thanks to the reference provided by Fortum, the company has gained new customers in the form of large international companies and SMEs that focus on export in particular.

Solution: An interactive 3D-visualized user interface that utilises the industrial internet for FORTUM’s pyrolysis plant in Joensuu. www.processgenius.fi
Our vision is making local, global

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