



UN STI Forum - Collaboration Opportunities

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



**MAKING LOCAL,
GLOBAL.**

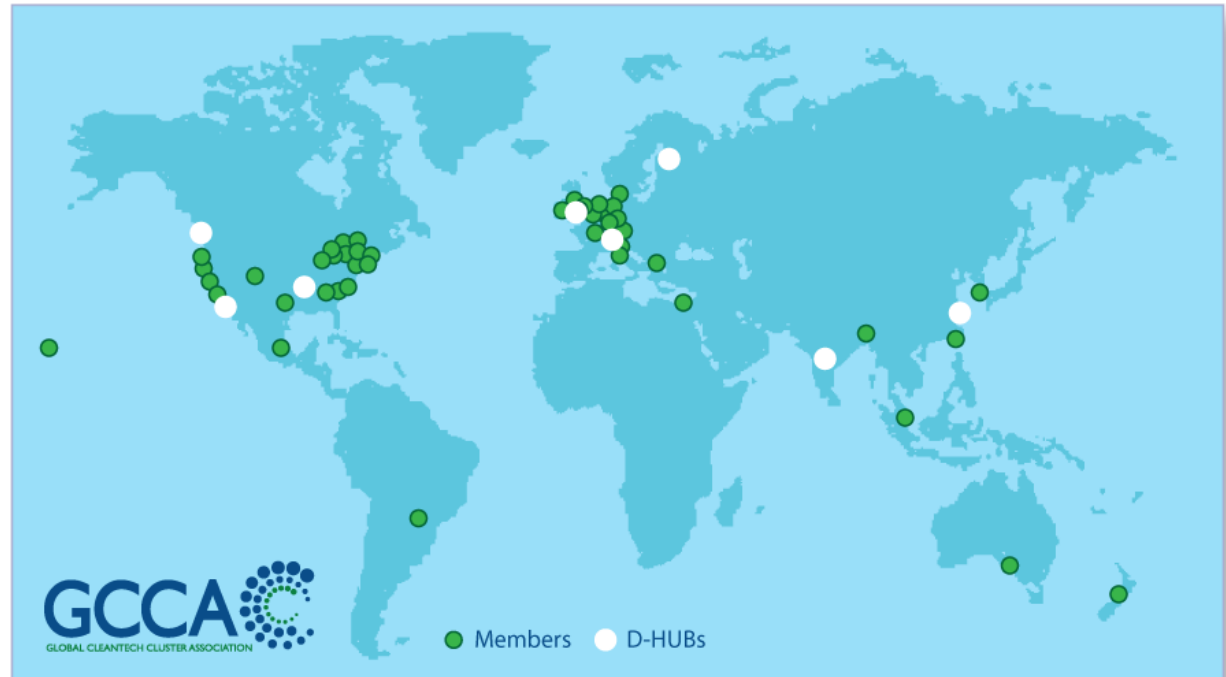
Vision

- **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**



A world map with a dark blue background and a light blue grid. The map is overlaid with several semi-transparent callout boxes, each containing the year and host city for a GCCA Award Event. The boxes are arranged in a vertical column on the left side of the map, and a single box is on the right side. The boxes are white with a thin blue border, except for the 2017 box which is solid green. The text inside the boxes is white. The map shows the continents in a light blue color, and the callout boxes are positioned over various geographical locations: Dublin, Ireland (2011); Savannah, Georgia (2012); Lahti, Finland (2013); Lausanne, Switzerland (2014); Taipei, Taiwan (2015); Little Rock, Arkansas (2016); London, UK (2017); Santiago, Chile (2018); Shanghai, China (2019); and Lahti, Finland (2020).

2011: Dublin, Ireland

2012: Savannah, Georgia

2013: Lahti, Finland

2014: Lausanne, Switzerland

2015: Taipei, Taiwan

2016: Little Rock, Arkansas

London, UK (2017)

Santiago, Chile (2018)

Shanghai, China (2019)

Lahti, Finland (2020):
GCCA 10 year anniversary

GCCA AWARD EVENTS

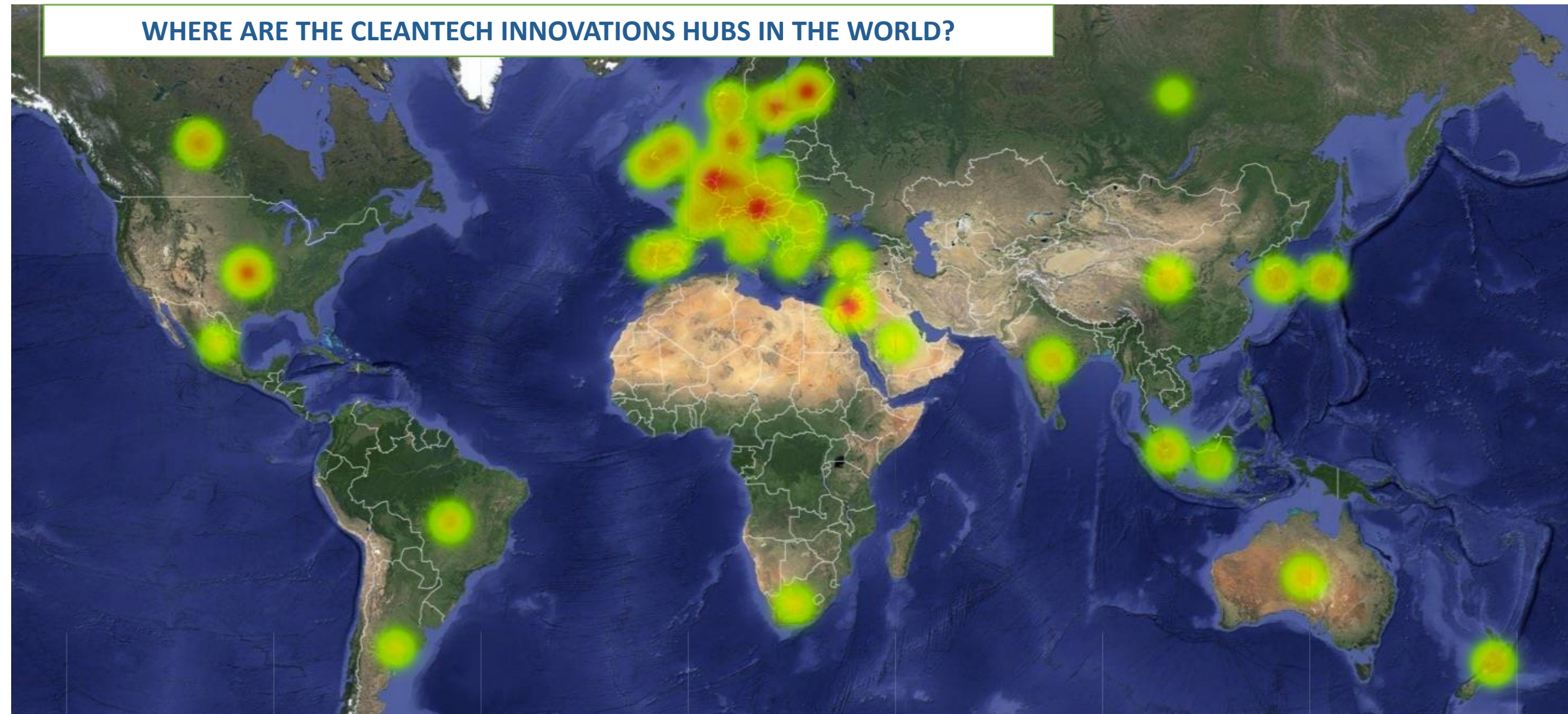
Host Cities 2011 to 2020

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?



How do we scale up the Digital GCCA Deployment Network



4 platforms online:

NIA for NORDICS

Finland, Norway, Sweden,
Denmark, Estonia

YO DEL 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:

20-30

Qualified online submissions
from technology providers
(SMEs, Startups) per Call,
within 2-3 months

5

Company pitches
from selected technology
providers to executive
teams at large corporate

1

New business partnership
between large corporate and
best technology provider in
80% of Call projects



NIA Success Story: **Process Genius / Fortum**

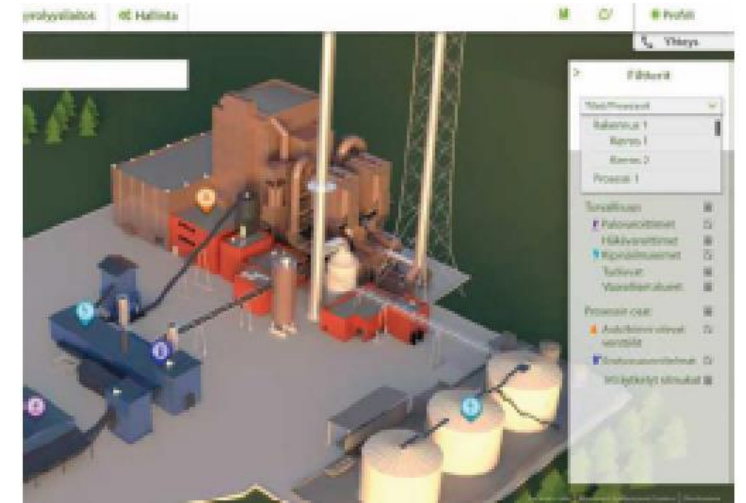
CALL PROJECT

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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