

*Greater Helsinki Promotion*

***Outstanding Research and Innovation in Greater Helsinki:  
Making it work for us***

*Indrek Tammeaid*

*15th January 2010*



- Why we work with the international R&D intensive industry
- What we aim for
- How we do that
- What we have done and what's ahead



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*Why we talk about R&D intensive industry?*

## **The Global Innovation 1000**

**Booz & Company's annual study of the world's biggest corporate R&D spenders finds that most companies have stuck with their innovation programs despite the recession — and many are boosting spending to compete more effectively in the upturn.**

*Booz & Co , 26.10.2009*

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# ***Why is research so important ?***

- Research is the foundation of future business, especially in the technologically challenging business sectors
- Research and Development itself is remarkable “market” in itself

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## *The global R&D market*

- Global 2008 R&D Spending: EUR 750 billion
- Even during the recession, the top 1000 companies increased their R&D spending in 2008 by 5.7 percent (capital expenditure down, R&D up)
- Multinational companies are spending a significant – and growing – share of their R&D money outside the HQ countries
  - The top 80 US corporate R&D spenders deployed an estimated 80 Billion USD of the 146 Billion funds overseas
  - In Japan the top 43 Japanese companies exported 40 Billion USD of their 71 USD to other countries

# *How research influences regional business development*

*(by Richard Lester)*

- Indigenous creation of new industry
- Importation/transplantation of new industry into the region
- Diversification/transformation of existing industry into technologically-related new industry
- Upgrading of existing industry (product and process improvements, service enhancements, etc.)

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## *Main roles of R&D from our perspective*



- Enterprise renewal
- Importation & transplantation of new industry into the region

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# *Quality and quantity of the research*



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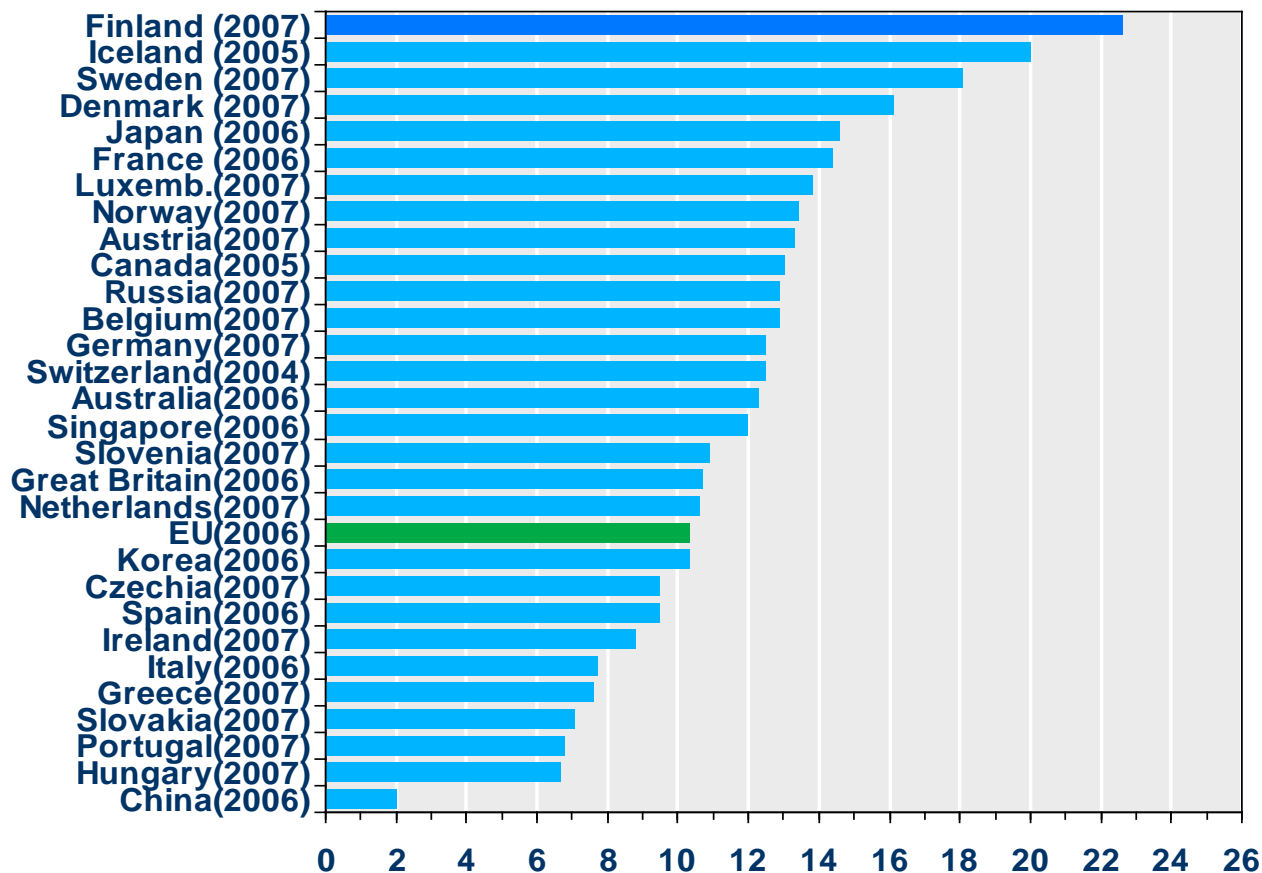
# *National rankings in Clinical Medicine 1997-2007*

**BASED ON CITATIONS PER PAPER AMONG NATIONS WITH 100,000 OR MORE CITATIONS**

<b>Rank</b>	<b>Country/Territory</b>	<b>Papers</b>	<b>Citations</b>	<b>Citations Per Paper</b>
1	<a href="#">FINLAND</a>	22,758	386,397	16.98
2	<a href="#">NETHERLANDS</a>	64,335	1,042,551	16.21
3	<a href="#">DENMARK</a>	23,322	376,386	16.14
4	<a href="#">USA</a>	709,347	11,326,659	15.97
5	<a href="#">SCOTLAND</a>	23,774	374,017	15.73
6	<a href="#">CANADA</a>	84,865	1,333,963	15.72
7	<a href="#">SWITZERLAND</a>	39,837	614,622	15.43
8	<a href="#">BELGIUM</a>	30,713	470,997	15.34
9	<a href="#">SWEDEN</a>	46,871	713,694	15.23
10	<a href="#">NORWAY</a>	15,413	230,389	14.95
11	<a href="#">ENGLAND</a>	167,891	2,357,951	14.04
12	<a href="#">ITALY</a>	96,432	1,235,277	12.81
13	<a href="#">AUSTRALIA</a>	57,342	733,180	12.79
14	<a href="#">NEW ZEALAND</a>	9,317	116,184	12.47
15	<a href="#">AUSTRIA</a>	25,840	305,999	11.84

Thomson Scientific's Essential Science Indicators database. <http://science.thomsonreuters.com/press/pdf/tl/041708.pdf>

# *Personnel in R&D per thousand employed*



Source: Tekes & OECD, Main Science and Technology Indicators

*Supporting value creation of international companies through R&D collaboration in Greater Helsinki*

Opportunity mapping

Opportunity presentation

Valuation

Negotiation support

Dealmaking

Contractual collaboration

# *Greater Helsinki Industrial R&D Partnership Program*

***Offering analysis***

***Target analysis***

***Target Development - Lead generation***

***Project (investment) proposal generation***

***Account development***

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## *Case example: Finnish Neurodegeneration Initiative*

- Greater Helsinki and Finland have world leading expertise in CNS
- Over 450 MNC companies currently active in drug and therapies development in CNS, less than 40 in Finland
- Several countries and companies underrepresented
- Structured opportunity presentation
- Negotiation support



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**Thank you!**

**[www.helsinkibusinesshub.fi](http://www.helsinkibusinesshub.fi)**

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