

# Examples of consortia



## Example 1



- Company 1 owns the customer interface, and it has essential technology for the joint-solution / offering allowing it to hold the role of **system integrator**
- Companies 2 and 3 **align their project activities** based on the **requirements of the joint-solution** (i.e. end user/-customer requirements) and the **development need / challenge**
- Depending on the nature of the project and activities of companies 2 and 3, they apply for either FP or BF funding
  - FP can support the localization of existing solutions
  - BF can support the development of new not yet commercialized solutions (e.g. service / product / business model)
- All of the companies allocate a share of their project budget for work done **by the same consulting company**, e.g. development of the value proposition and business model for the joint-solution

## Example 2



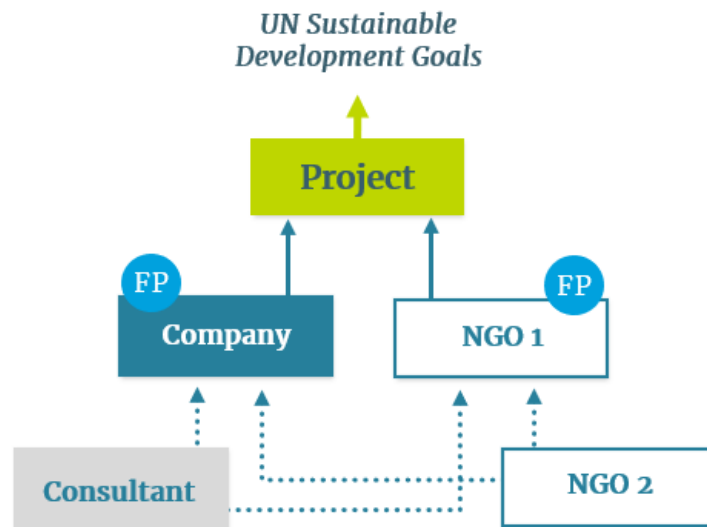
- The project includes two companies receiving BF funding; a Finnish company and a local company (partner) engaged in co-creation covered by [BF DevPlat](#) (also covers costs of the local partner)
- Also participating in the project is a third company (Company 3) receiving either BF or FP funding
- A Finnish educational institution takes part in the consortium (project) via an individual **support function project**, e.g. holding the responsibility of training the local workers

## Example 3



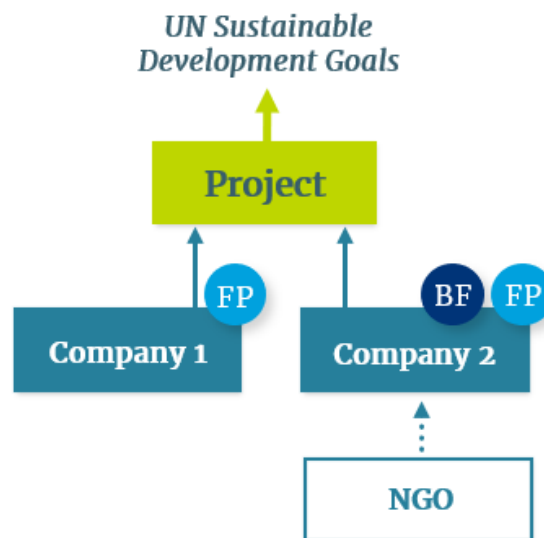
- The consortium consists of a company and three NGOs
- All NGOs are linked to the project (and the application of the company) via **individual support function projects**
- The project can focus on **one or multiple countries**, however, it is important that the NGOs are **operational in the target countries and that they through their expertise and resources can support the 'main project'**
- The consortium could also consist of multiple companies and one NGO

## Example 4



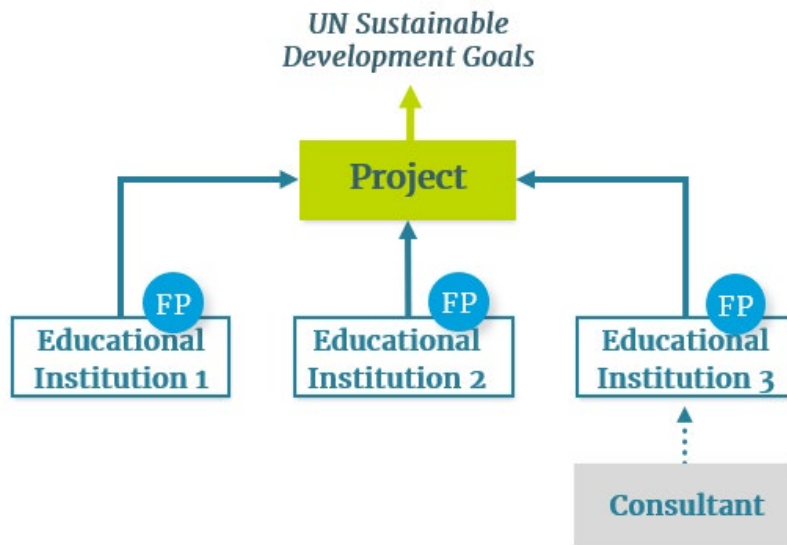
- **A company and two NGOs** form the consortium
- The company and NGO 1 receive FP funding for a **commercial project**
- Both the company as well as NGO 1 have **the same two sub-suppliers; a consulting company and another NGO**
- Instead of NGO 1 the project could also include an educational institution with its **own application and funding for a commercial project**

## Example 5



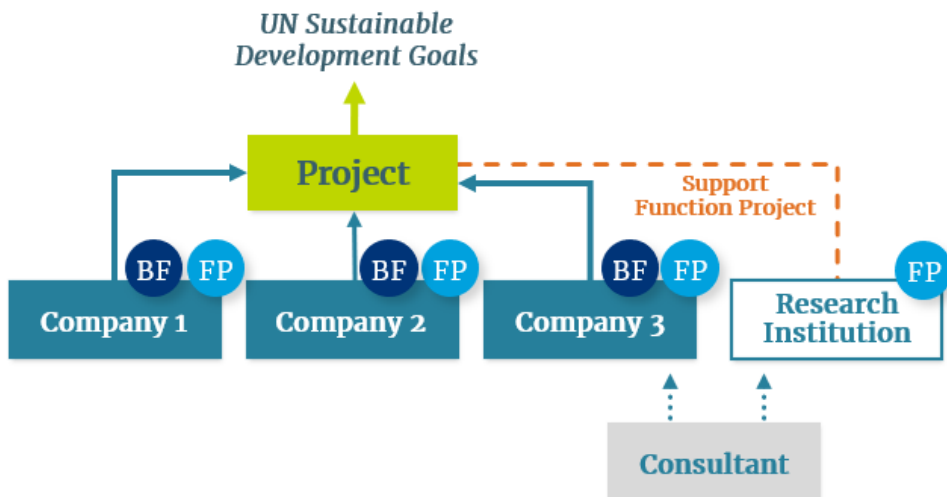
- Companies 1 and 2 create a **joint-solution based on a development need/challenge** and the companies share the customer interface
- The project budget of Company 2 includes work carried out by **an NGO active in the target country**, being responsible for e.g. the development of collaboration-networks and training that is relevant for the project.
- Instead of an NGO, e.g. an **educational institution or a company** can hold the role of subsupplier, or Company 2 can have **multiple subsuppliers**, e.g. an NGO and a consulting company

## Example 6



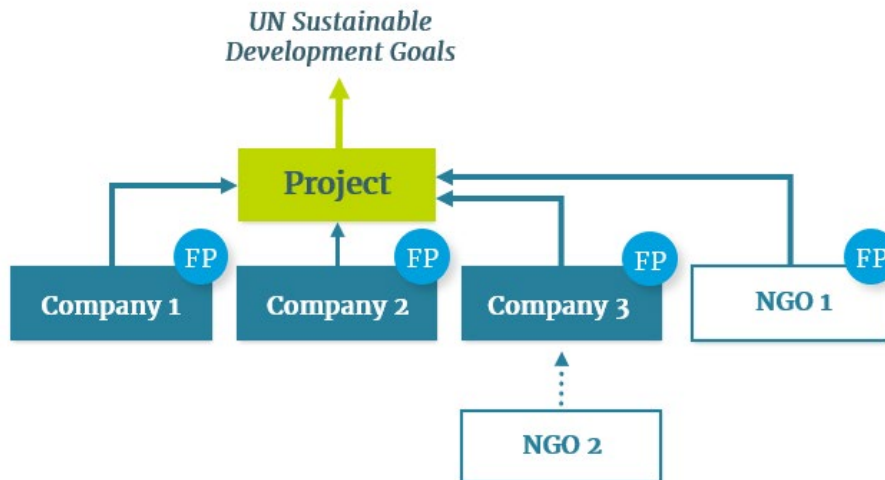
- Three educational institutions form the consortium, pursuing a joint **commercial goal**
- The project can e.g. be based on mapping the potential and feasibility for establishing a knowledge centre/training centre in the selected target country
- The project-budget of Education institution 3 includes work done by a consulting company e.g. the development of the business model for the knowledge centre/training centre

## Example 7



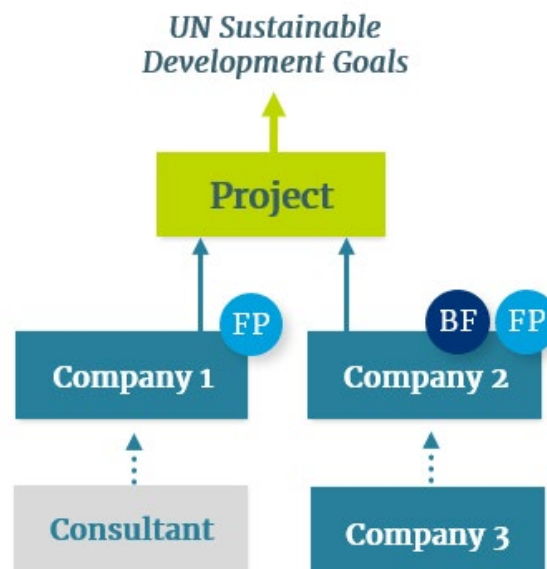
- The initiative has three companies and a research institution
  - The research institution executes a **support function project** (an NGO could also be holding this role)
- The work of a consulting company is included in the project-budget of Company 3, the consultant can e.g. be responsible for the feasibility study of the joint-solution
- The **same consulting company** is holding the role of sub-contractor also in the support function project of the research institution
- A consulting company can also apply for **direct funding** (e.g. Company 1=consulting company), if it e.g. wishes to establish a company in a target country
  - However, projects where the envisaged locally established company merely represents / sells Finnish solutions and products is not eligible for FP BPS

## Example 8



- The consortium has three companies and an NGO, all linked to the initiative via applications for a **commercial project**
- Also a second NGO is included in the consortium, holding a consultative role and acting as sub-supplier for Company 3

## Example 9



- Companies 1 and 2 create a **joint-solution based on a development need/challenge** and the companies initially share the customer interface
- The project budget of Company 1 includes work done by a **consulting company**, e.g. conducting market research
- Company 3 (sub-contractor of Company 2) can contribute to the initiative by holding an expert-role in one or multiple phases of the project
- Company 2 can also have another subcontractor instead of the expert, e.g. an NGO