ELAN Network: European and Latin American Technology Based Business Network

The ELAN Network is a space for collaboration, co-generation and development of technology based business opportunities between Europe and Latin America. It brings together key European and Latin American research and innovation actors (R&I), who promote technology based transformation processes and economic growth, in order to:

- Promote the generation of technology based business opportunities between European and Latin American SMEs, enhancing R&D results with a business model that responds to market demands.
- Promote the exchange of knowledge, technology transfer and co-creation processes to foster the competitiveness of SMEs and an equitable and sustainable socio-economic development.
- Accompany innovative SMEs in their efforts to transfer technology to new geographical markets.

The ELAN Network is focused on the following sectors:

- Renewable Energies
- Biotechnology & Bioeconomy
- Environmental Technologies
- Health
- Information and Communication Technologies (ICT)
- Nanotechnologies
- New Materials

Space for collaboration, co-generation and development of technology based business opportunities between Europe and Latin America
Technical Mission in Finland
Sustainable Business from Bioeconomy, Renewable Energy and Digitalization
5th - 9th September 2016

Sustainable well-being and growth are based on smart and responsible use of renewable resources and digitalization. The ELAN Network Technical Mission in Finland aims to boost low-carbon and energy-efficient technology based business opportunities characterized by the use of clean technologies, renewable natural resources, recycled materials and also digitalization in contexts such as education, smart cities, health and businesses.

The target of the event is to help companies, especially SMEs go international and enter new markets through effective collaboration with actors from Europe and Latin America. This event showcases key technologies aiming at co-creating business opportunities between European and Latin American companies and research organizations.

We want to create strong networks and durable relationships for the participants of the ELAN Network Technical Mission in Finland!

Objectives
• Address together these questions: What are the key technologies enabling industrial competitiveness in the sectors of bioeconomy, renewable energies and ICT? What are the future visions for these areas in Europe and in Latin America? How can we transform our knowledge into products?
• Identify current funding opportunities and research support instruments promoting innovation and collaboration between Europe and the Latin America.
• Determine the strongest collaboration areas and models we can deploy to encourage long-lasting relationships.
• Define the roles of companies, investors and RTOs in the creation of innovation ecosystems and industrial value chains.
• Support especially SMEs as they strive to grow internationally and consider how companies can benefit from synergies between research and business, collaborations and public-private partnerships.

Activities
• Inspiring talks about the state-of-the-art technologies and collaboration possibilities in industrial ecosystem.
• SMEs pitch sessions to boost collaboration.
• Visits to companies, pilot facilities and innovation centres engaged in the fields of bioeconomy, renewable energies and ICT to gain unique insight to business cases of all scales.
• Learn how to deal with IPR related aspects in cooperation between European and Latin American companies.
• Coaching sessions in bioeconomy and digitalization given by Top Experts of VTT.
• Plenty of networking opportunities in one-to-one meetings, discussion rounds and our exciting social program.
• Collaboration with CIADICYP, the Iberoamerican Congress on Pulp and Paper Research under the theme "Building bridges in research and innovation for the sustainable bioeconomy ", creating even more networking opportunities for the participants of the Mission.
• Experience Finnish culture, sauna, nature and people while preparing your enterprise for success!

Attendees from LAC and EU
• Companies, from start-up to corporation, interested in bilateral European-Latin American collaboration.
• Enterprise support associations.
• Funding, investment and innovation organizations.
• Political decision makers and representatives of public administrations.
• Experts at universities and research centres.
Opening of the Technical Mission in Finland

Welcome to the ELAN Network Technical Mission in Finland!
The opening of the Mission is moderated by John Kettle, Vice President Customer Solutions, VTT

8:30 Registration and morning coffee
9:00 Official Opening

• Antti Vasara, President & CEO, VTT Technical Research Centre of Finland Ltd
  Welcome and Opening of the Mission

• Ricardo José Alvarado Noguera, Ambassador of Nicaragua in Finland
  Welcome on behalf of the Group of Latin American Ambassadors in Finland

• Jussi Manninen, Program Director, Finnish Ministry of Employment and the Economy
  Bioeconomy and Clean Solutions as Priorities of Finnish Government

• Markku Lämsä, Senior Adviser, Tekes
  Innovation funding and impact in Finland

• Niklas von Weymarn, Vice-President, Research at Metsä Fibre
  Metsä Group’s Äänekoski Bioproduct mill

For the Official Opening we will be joined by the participants of the CIADICYP conference on 'Building bridges in research and innovation for the sustainable bioeconomy'.

10:30 Coffee & networking
11:00 International collaboration inspiring business

• Anne Ritschkoff, Executive Vice President, CTO, VTT
  International cooperation boosts innovations

• Ari Mäki, Director, Ministry for Foreign Affairs of Finland
  Finland and Latin America and the Caribbean - new markets and opportunities

• Tapani Järvinen, Chairman Finnish Latin American Trade Association
  Doing business with Latin America: Opportunities and challenges for Finnish companies

• Luis Pereira, Market Development Manager, Nanol Technologies
  A tale of Finnish technology based SME doing business with Brazil: The experience of Nanol Technologies Ltd.

10:30 – 12:00 Parallel session
CIADICYP session on Biorefinery and Biomass Pretreatments

12:00 Lunch
Day 1: Monday, 5th September – afternoon & evening

Thematic Session: Digitalization

Digitalization brings together data, services and physical products to improve competitiveness of businesses and efficiency in our every day lives. We will be illustrating the potential and successfully implemented business cases of digitalization deployed in the contexts of smart cities, education and health.

This session is moderated by Kimmo Aura, Program Director, Finpro

13:00 Technology impact

- Miimu Airaksinen, Research Professor, VTT
  Are smart cities sustainable cities? What digitalisation can bring to our cities
- Calkin Suero Montero, Senior Researcher, University of Eastern Finland
  Education through Technology: Finnish Landscape
- Euler Ribiero, Professor, University of the State of Amazonas, Brazil
  Digitalization for care and wellbeing of elderly citizens: a project for the Amazonas State in Brazil
- Johan Plomp, Research Team Leader, VTT
  Digitalization advancing healthcare and wellness – Digital Health by VTT

14:10 Thematic coffee break

14:40 Pitch talks

- Saku Valkama, CEO, Talentadore
  Bringing human touch back into recruitment
- Igor Burattini, Senior Manager, Fun Academy
  The Fun Academy way of learning – Fun!
- Jere Hirvonen, International Marketing Assistant, Intelles Informatica
  Assisted elderly living with IoT based Suvanto system
- Jari Pylvänen, Sales & Business Development Director, Creanord
  Service Assurance & SLA Management for Carrier Ethernet, IP and SDN/NFV networks
- Taina Haapamäki, Managing Director, Flou
  Digitalization and mobility
- Maurits Montañez, Managing Director, Manuvo
  Design, technology and innovation for cultural industries
- Carolina Islas Sedano, Chair of the Board, Ubium
  Discovery through informal and contextual learning

15:50 Discussion

13:00 – 16:00 Parallel Session: CIADICYP session on Innovation in Technology and Processes, in particular Foam Forming Technology and Nanocellulose developments

whole day Networking in one-to-one meetings

19:00 – 20:00 Evening Program

The City of Helsinki is holding a Welcome Reception for the participants of the ELAN Mission and CIADICYP conference in the Helsinki City Hall.
Thematic Session: Bioeconomy

How can we create economically competitive and sustainable bioeconomy solutions to tackle global problems? We will highlight successful and competitive business cases in the bioeconomy fields, including textile recycling, circular economy and pulp & paper.

This session is moderated by Jussi Manninen, Program Director, TEM

9:00 Technology impact

- Johann Kohl, Research Team Leader, VTT
  Bioeconomy – from hype to actions
- Petri Alava, CEO, Infinite Fiber Company
  Only 15% of textiles is recycled globally – chemically regenerating textile fibres from textile waste a solution to growing global problem
- Esa Laurinsilta, Director, Strategic partnerships, UPM Technology
  UPM BioFibrils – biobased nanomaterial
- Maria Lima Toivanen, Senior Scientist, VTT on behalf of ALCUE NET
  Opportunities for EU-CELAC collaboration in Bioeconomy: results of ALCUE NET project
- Norma Bertha Pensado Moreno, Ambassador of Mexico in Finland
  Mexico-Finland Cooperation on Forestry

10:20 Thematic coffee break

10:50 Pitch talks

- Rainer Rehn, Chief Commercial Officer, ZenRobotics
  Smart robotics for next generation recycling
- Tuomas Mustonen, Managing Director, Paptic
  Paptic – Replacing Plastics with the Next Generation of Paper
- Juhani Lehtonen, CEO, GloCell
  Do you think your paper or board furnish is optimized? It’s not. Paper and Board Quality vs. Cost Optimization by GloCell
- Matti Heikkilä, Technology Director, MetGen
  Shaping the future of renewable chemicals
- Ville Hakala, CEO, Sofi Filtration
  Profit through water reuse

11:50 Discussion

9:00 – 12:00 Parallel Session: CIADICYP sessions on Biological and Thermochemical Conversion followed by Bio-Based Products and Applications

12:00 Lunch
Thematic Session: Renewable Energy

Renewable Energy will enable a sustainable and efficient industry for our future. We will showcase various approaches to successfully harnessing renewable energies.

This session is moderated by Antti Arasto, Business Development Manager, VTT

13:00 Technology impact
- Pasi Vainikka, Principal Investigator, VTT
  100% renewable energy system
- Ari Saario, Director Research & Development, Valmet
  Emerging biomass-based energy technologies
- Elina Hakkarainen, Research Scientist, VTT
  Supporting innovative Finnish SMEs in the international market
- Tuukka Savisalo, Head of Module Technology and Development, Valoe
  Providing carbon free solar energy with efficient back contact technology
- Gustavo Arnizaut, Key Communication & Matchmaking Expert, EU Low Carbon Business Action Brazil
  Low Carbon Business Action in Brazil - The transition to Renewable Energy and EE Technologies through sponsored Matchmaking Missions for SMEs in Brazil.
- Ricardo José Alvarado Noguera, Ambassador of Nicaragua in Finland
  Renewable Energy Revolution: the Nicaraguan Experience

14:20 Thematic coffee break

14:50 Pitch talks
- Erkko Fontell, CEO, Convion
  Convion Fuel Cells for power security, energy independence and premium efficiency
- Pentti Savolainen, Project Development Director, KPA Unicon
  Ecoefficiency by KPA Unicon
- Antti Pohjola, CEO, Solar Water Solutions
  Fresh water from sea or brackish water using 100% solar energy
- Petri Saarinen, CEO, Teraloop
  The RE/Evolution in Energy Sector
- Gloria Zúñiga, Technical Sales Manager, Ecomation
  The making of a circular economy by Ecomation
- Miika Kilgast, Account Manager, SavoSolar
  The world’s most efficient solar thermal collectors

16:00 Discussion

13:00 – 16:00 Parallel Session: CIADICYP session on Bio-Based Products and Applications
whole day Networking in one-to-one meetings

19:00 – 21:30 Evening Program
As guests of Espoo City we visit Haltia Nature Centre in Nuuksio National Park. Enjoy dinner, the spectacular view of forest and lakes, and network with ELAN and CIADICYP participants.
Investment & Funding Opportunities

How to overcome the lack of capital limiting the growth of your business? Introduction of the current investment and financing programs and discussion of new potential instruments to support research and innovation collaboration.

This session is moderated by Niina Bergring, Chief Investment Officer, Veritas

9:00  Enabling Business Opportunities
• Eeva Grannenfelt, Managing Partner, Grannenfelt Finance
  Life Cycle Financing for SMEs
• Mario Neto Borges, Head of International Affairs, CONFAP
  Funding Opportunities for Science, Technology & Innovation in Brazil
• Paolo Baldan, Senior Consultant, Eurochambres
  EU-funded market access facilities for EU SMEs to Latin America

10:10  Coffee & Networking

10:40  Team Finland Funding for Growth
• Aki Enkenberg, Senior Advisor, Ministry for Foreign Affairs of Finland
  BEAM funding
• Matti Landin, Trade Commissioner, FinPro Brazil
  Finpro’s services in Latin America
• Birgit Nevala, Business Partnership Coordinator, Finnpartnership
  Finnpartnership financing for business projects in developing countries
• Mika Relander, Senior Adviser, Finnvera
  Financial Solutions for Export to Latin America

11:50  Discussion

9:00 – 12:00  Parallel Session
CIADICYP session on Economic and Environmental Issues

12:00  Lunch
Day 3: Wednesday, 7th September – afternoon & evening

Research & Innovation Collaboration

This session is moderated by Sami Kazi, Vice President, Research Strategy and Foresight, VTT

13:00 Needs Analysis
Development needs and priorities of Latin American countries in the areas of Digitalization, Bioeconomy, and Renewable Energies will be discussed.

- Maria Lima Toivanen, Senior Scientist, VTT
  SWOT analysis – needs and opportunities for cooperation with Latin America
- ELAN country coordinators from Argentina, Brazil, Chile, Colombia, Costa Rica, Mexico and Peru

14:00 Coffee and networking

14:30 Research & Innovation Collaboration Panel
A distinguished panel will offer valuable insight on and guidance towards initiating capacity building, research and innovation collaboration, and business development between Latin America and Europe.

Distinguished panellists:
- Ricardo José Alvarado Noguera, Ambassador of Nicaragua in Finland
- Norma Bertha Pensado Moreno, Ambassador of Mexico in Finland
- Antonio Francisco da Costa e Silva Neto, Ambassador of Brazil in Finland
- Eeva Grannenfelt, Managing Partner, Grannenfelt Finance
- Matti Landin, Trade Commissioner, FinPro Brazil
- Maissa Ftiti, International Business Coordinator, Merinova

15:30 Horizon 2020
Overview of Horizon 2020, the biggest EU Research and Innovation programme ever with nearly €80 billion of funding available over 7 years (2014 to 2020).

- Lula Rosso, Specialist, EU Affairs, VTT

whole day Networking in one-to-one meetings

19:00 – 23:00 Evening Program
Experience Finnish nature, sauna and culture during our get-together in beautifully located Lauttasaari island! CIADICYP and ELAN participants will join together for the evening program.
Day 4: Thursday, 8th September

9:00 – 16:00  Technical Visits

Visits to companies, pilot facilities and innovation centres engaged in the fields of bioeconomy, renewable energy and digitalization to gain unique insight to business cases of all scales. Participants of the CIADICYP conference are welcome to join the visits.

Choose one of three options:

• **Bioeconomy themed tour**
  Bioeconomy visits will take us to VTT’s renown biotechnology and biomass pilot facilities as well as to Bioruukki pilot centre. In the afternoon we will be guests at Stora Enso’s Innovation Centre for Packaging.

• **Renewable Energy themed tour**
  The tour will start out at VTT’s biotechnology and biomass pilot facilities in Otaniemi and continue to Bioruukki pilot centre where we will get to know low carbon energy solutions. In the afternoon we will visit Neste, the leading producer of renewable diesel in the world.

• **Digitalization themed tour**
  ICT visits will focus on smart cities and health themes. We will take a peek into Kalasatama, Helsinki’s Smart City District and into Helsinki based Forum Virium, a hub for the creation of digital services. Back in Otaniemi, we meet experts from Vertical Accelerator, who help start-ups accelerate their idea. As the last stop, we will get familiar with VTT’s digitalization solutions at VTT’s Micronova facilities in Espoo.

16:00 – 18:00  Espoo Innovation Garden Visit

Espoo Innovation Garden is the biggest innovation hub in Northern Europe. It is home for e.g. Aalto University, VTT Technical Research Centre of Finland, headquarters of companies like Kone, Fortum, Neste Oil and Rovio and the hottest Startup Sauna on the planet.

The afternoon will give us the possibility to visit the Espoo Innovation Garden and get inspired by its many possibilities!

Please note: participants of the bioeconomy themed technical visit will only be able to visit the Innovation Garden towards the end of this tour.

18:00 – 20:00  Evening Program

Welcome to see UPM’s photo exhibition on Uruguay: Natural commitment

Venue:  UPM Biofore building, Alvar Aallon katu 1, Helsinki – right next to the railway station
Day 5: Friday, 9th September

IPR coaching session

Learn how to deal with IPR related aspects in cooperation between European and Latin American companies. IPR Helpdesk as well as companies dealing with IPR issues are prepared to answer all your questions.

This session is moderated by Timo Nyberg, Senior Fellow & Research Director, Aalto University

Please note: The venue for this session is in VTT's premises in Vuorimiehentie 3, Espoo.

9:00 Clever use of IPR Systems

• Hannes Toivanen, CEO, Teqmine Analytics
  Mapping Technology and IPR Landscapes to Identify Business Opportunities and Legal Research

• Philippe Pépin, Chief Operating Officer, Teraloop
  Territoriality of IPRs, protecting your assets when moving your business abroad

10:00 Coffee & Networking

10:30 Training session: Protecting your inventions abroad

• Eli Salis, Intellectual Property expert in the Latin America IPR SME Helpdesk
  Protecting your inventions abroad

One-to-one meetings

One-to-one meetings can be arranged during the whole five days event

Make strong connections and prepare your business ventures in one-to-one meetings!

You can arrange meetings using our matchmaking tool or take advantage of the many networking moments during the event. The entire Friday is dedicated to creating new partnerships through face-to-face meetings, but notice that one-to-one meetings can be arranged during the whole five days event!

The premises for the one-to-one meetings are:

Monday to Wednesday: Technopolis Innopoli 2, Address: Tekniikantie 14, 02150 Espoo, Finland
Friday: VTT’s premises in Vuorimiehentie 3, 02150 Espoo

If you want to arrange meetings on Thursday, please contact the event organizers.

The matchmaking services will be provided by Brella.
## General information

<table>
<thead>
<tr>
<th>Location</th>
<th>Description</th>
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<tbody>
<tr>
<td>Helsinki</td>
<td>Helsinki is the capital of Finland, a modern city on the shore of the Baltic Sea.</td>
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<tr>
<td>Espoo</td>
<td>Espoo is the second largest city in Finland and shares its eastern border with Helsinki.</td>
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<tr>
<td>Travel to Helsinki/Espoo</td>
<td>A taxi from the airport to the hotel is approximately 50 euros. Public transportation is available by bus or train to the city centre and from there with bus further to Espoo. The tickets for public transportation are approximately 5 euros.</td>
</tr>
<tr>
<td>Transport in the Capital Area</td>
<td>Helsinki and Espoo have a fantastic public transportation system. Timetables and ticket prices can be found from: <a href="http://www.reittiopas.fi/en/">http://www.reittiopas.fi/en/</a></td>
</tr>
<tr>
<td>Event Venue</td>
<td>The Mission will take place in Otaniemi Smart Business Park, in the conference facilities of Technopolis Innopoli 2, Address: Tekniikantie 14, 02150 Espoo, Finland. The IPR session on Friday as well as one-on-one meetings on Friday take place in VTT's premises in Vuorimiekentie 3, 02150 Espoo.</td>
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<tr>
<td>Your embassy in Finland</td>
<td>Representation of your country may be found here: <a href="http://formin.finland.fi/Public/default.aspx?nodeid=44886&amp;culture=en-US&amp;contentlan=2">http://formin.finland.fi/Public/default.aspx?nodeid=44886&amp;culture=en-US&amp;contentlan=2</a></td>
</tr>
<tr>
<td>Hotels in Espoo</td>
<td>A contingent of rooms is reserved in Hotel Tapiola Garden (120/140 euros per room) and in Radisson Blu Hotel Espoo (150/165 euros per room), both are only a short walking distance from the venue. Please quote the allotment code ‘ELAN’ when booking the hotel. <a href="https://www.sokoshotels.fi/en/espoo/sokos-hotel-tapiola-garden">https://www.sokoshotels.fi/en/espoo/sokos-hotel-tapiola-garden</a> <a href="https://www.radissonblu.com/en/hotel-espoo">https://www.radissonblu.com/en/hotel-espoo</a> Other hotels can be found at the official Espoo Tourist pages: <a href="http://www.visitespoo.fi/en/find/#/travel-and-sleep+hotels">http://www.visitespoo.fi/en/find/#/travel-and-sleep+hotels</a></td>
</tr>
<tr>
<td>Matchmaking tool</td>
<td>Please sign up for the matchmaking service Brella, enabling arrangement of one-to-one meetings and supporting networking at the event <a href="https://www.brella.io/">https://www.brella.io/</a></td>
</tr>
<tr>
<td>Send questions to</td>
<td><a href="mailto:ElanMissionFinland@vtt.fi">ElanMissionFinland@vtt.fi</a></td>
</tr>
<tr>
<td>Registration</td>
<td><a href="http://www.elannetwork.org/content/2016-finland-mission">http://www.elannetwork.org/content/2016-finland-mission</a></td>
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<tr>
<td>PLEASE NOTE:</td>
<td>The language of the mission will be English!</td>
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</table>
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Sustainable Business from Bioeconomy, Renewable Energy and Digitalization
5th – 9th September 2016

Organiser

In collaboration with

Coordinator ELAN Network

1. Sign in
Sign in using LinkedIn or create Brella-account.

2. Fill in interests
Fill in what you are offering and searching.

3. Start networking
Find the most valuable people and start networking.