

TUTL - New Business from Research Ideas Finland

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The case study analyses the Finish spin-off policy "TUTL - New Business from Research Ideas" from a policy analyst perspective.

Topics covered

"Value of death" between research and commercialisation, start-ups, internationalisation

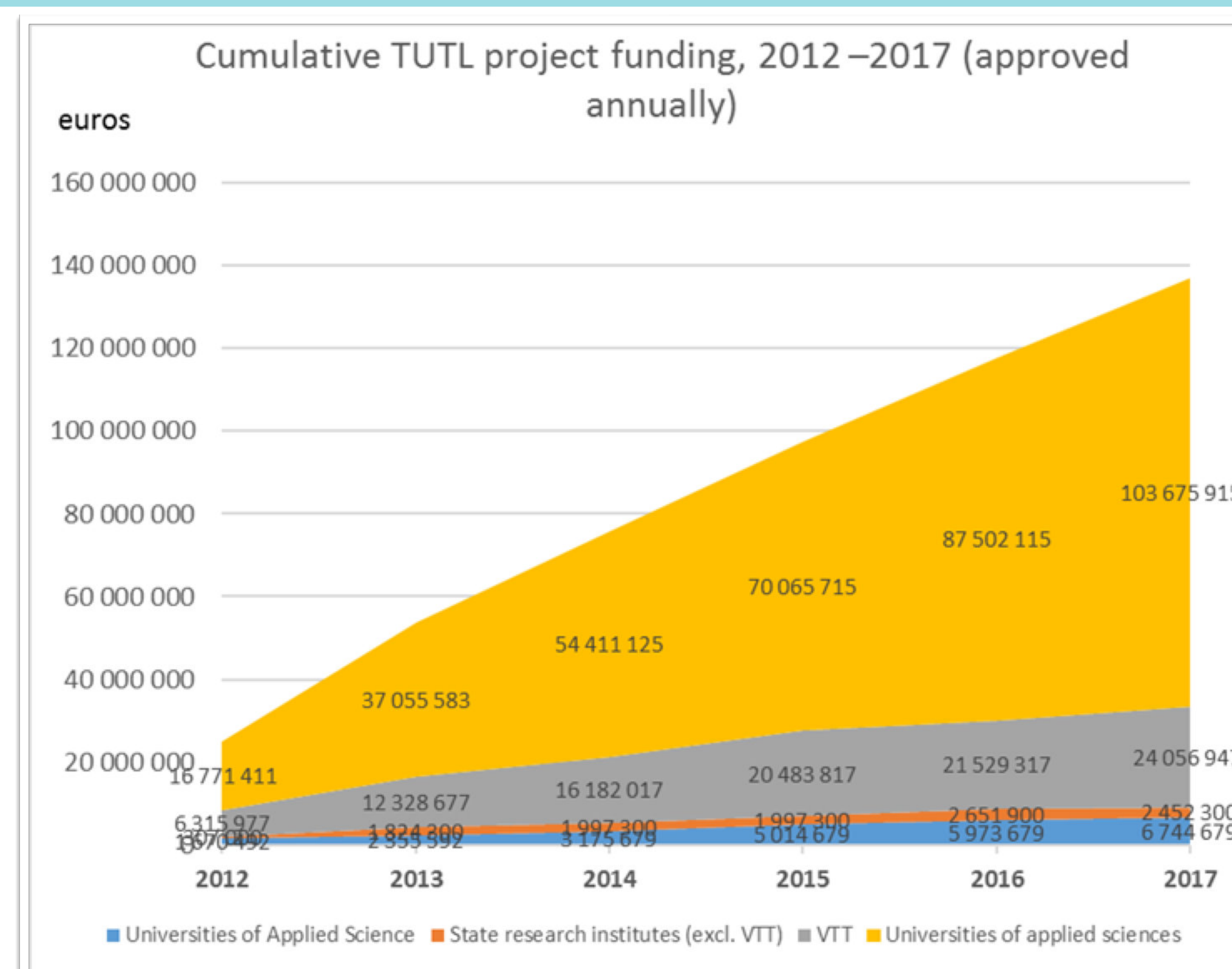
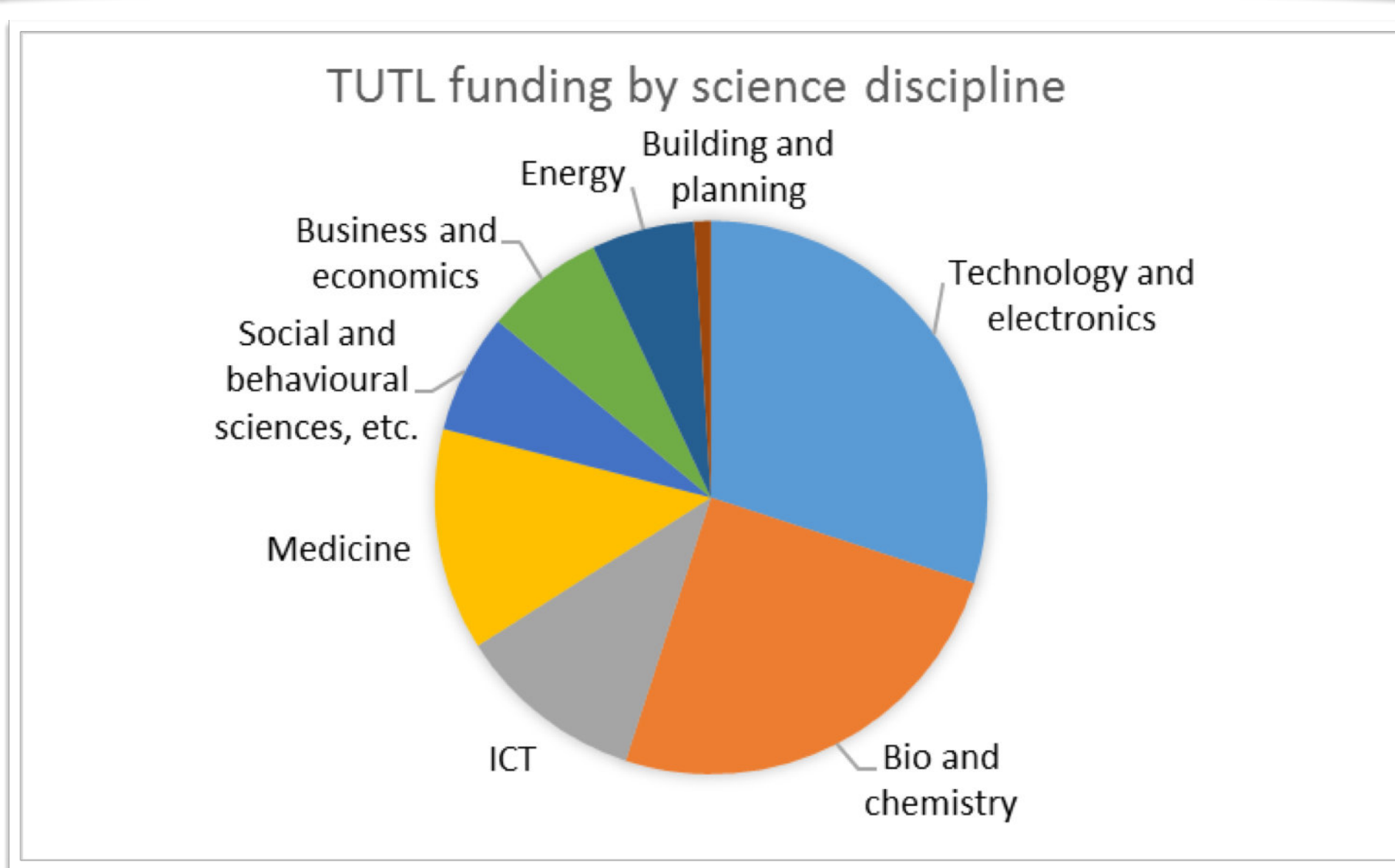
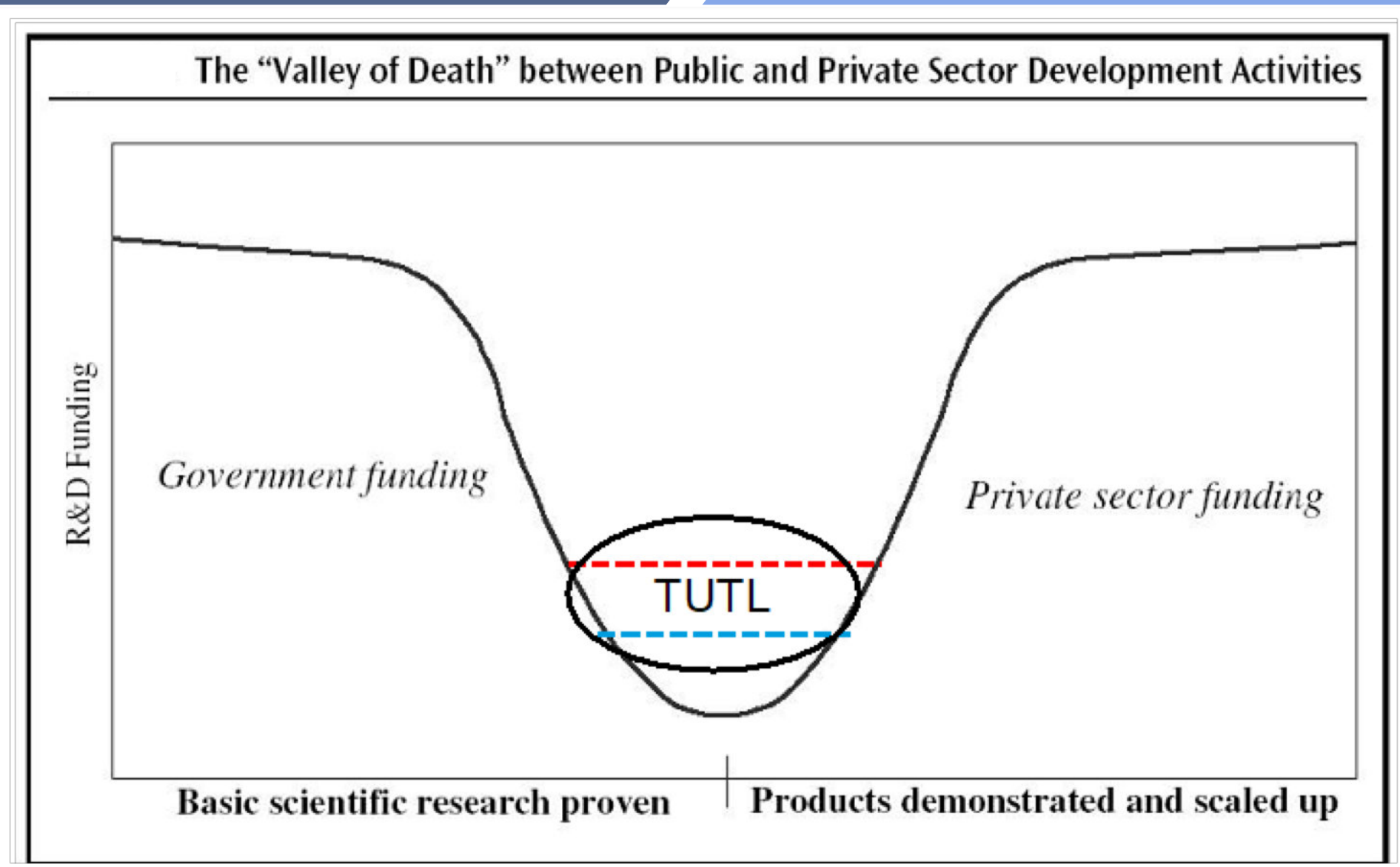
Objectives

Creation of new,
internationally competitive
companies

Bridging the "valley of
death" between research and
commercialisation

What is TUTL?

- Launched in **2012**, TUTL provides **funding to research organizations** supporting the commercialisation of their research results
- Provides funding for **start-ups of researcher and research teams**
- **Target audience:** Research institutes, universities, universities of applied sciences, state-owned companies and municipalities
- Managed by **Business Finland** (formerly Tekes)
- Business Finland **funds up to 70%** of the project costs
- **Funding of proofs of concept**, analyses of business models, and commercialization and entrepreneurship training, etc.



Budget

EUR 129 million for the period 2013-17

Selection criteria of project

Novelty and
transformative
nature of the
technology

Societal impacts

Impacts on
international
markets

International
cooperation

Team's
commercialisation
skills

Main challenges

- **Limited domestic funding** to overcome "valley of death" of research commercialisation
- Universities do not have capacities for **commercialisation**
- Universities do not have incentives for **research commercialisation**
- Need for **national plan for commercialisation of public research**
- Facilitate **access of spin-offs to global markets/investors**

Impacts

Key findings of 2018 evaluation:

- Projects would not have been implemented without **TUTL funding**
- **Increased IPR and commercialisation awareness** of research institutions
- Creation of **commercialisation structures** at research organisations
- **Strengthened collaboration** between research organisations and companies
- **60 new companies created**, of which some 20 were international growth companies between 2013 and 2017