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## Deep Tech Accelerator (DTA) funding call 2024: Application instructions

These instructions describe how you can apply for Deep Tech Accelerator (DTA) funding.

### How to apply for funding

You can apply for [DTA funding via Business Finland's online service](#) using the "Young Innovative Companies" (NIY) application form. As some of the questions/instructions in the NIY application form do not fully meet the requirements of DTA funding, we have provided additional instructions for filling in the necessary information in the correct places. If there are no additional instructions for filling in a section, please proceed according to the instructions provided in the application form.

### Basic application information:

- **Type of applicant organisation:** Select "Startup"
- **Project name:** Give your project a name and add the word "DTA" at the beginning of the project name (e.g. "DTA Commercialisation of green technology")

### Funding service

- Select "Young Innovative Companies"

### The company's current status

- **Business's key figures:** In addition to the instructions provided in section "Investing in equity / capital", enter the company's cumulative equity financing (not only investments made during the financial year). Explain how much private and public funding the company has obtained and give the dates and sources of the funding. Describe the company's financial plan and the amounts and sources of the financing planned. If the company has a turnover, mention its size and describe the business operations and customers that have generated the turnover.
- **Cash flow forecast:** A cash flow forecast for the first DTA phase + three months (use the NIY cash flow Excel template, a link to the template is included in the application form). Fill in the tabs Profit and financing plan in the cash flow Excel template or submit the corresponding information. When providing the cash flow forecast, take into account that the company must also have sufficient own financing to finance the operations outside the project and that the grant is paid afterwards according to actual costs.
- **Sales forecast order and quotation base:** Provide a list of potential future customers and your possible discussions with them.

### Growth vision

- **Growth vision:** Describe the growth vision and its foundations, taking into account the early stage of the company.

### Project goals

- **Describe the goals of the DTA project's first phase:** You must set two to five concrete and measurable goals for the DTA phase. Business Finland will discuss the goals with you during the processing stage of the funding application. The goals will be included in the possible funding decision, and their implementation will be monitored. Achievement of the goals will also significantly affect the continuation of Business Finland's funding. Here are some examples of what the goals of a DTA project can relate to:
  - o Contacting customers, acquiring pilot customers and launching pilots, paid projects and experiments, etc.

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- Concrete cooperation with necessary partners, collaboration agreements and related negotiations
- Increasing market understanding, selecting customer segments, an updated business plan
- Strengthening the team with international business experts, business developers and salespeople
- Investigations and registrations related to intellectual property rights
- Identifying, scheduling and launching necessary approvals
- Developing the company's operational processes and quality system to enable market entry
- **Market and customer need:** Follow the instructions in the section, taking into account the business related to the DTA project.
- **Solution:** Follow the instructions in the section, taking into account the business related to the DTA project. In addition, describe the solution's technological degree of completion and the development needs.
- **Benefits for the customer:** Follow the instructions for in section, taking into account the business related to the DTA project.
- **Competitive advantage:** Follow the instructions for in section, taking into account the business related to the DTA project.
- **Risks:** What are the specific risks associated with the market entry and internationalisation of the solution (e.g. regulatory and approval risks)? How will the company protect itself against these risks?
- **Intellectual property rights:** Follow the instructions in the section and also describe the following: Who in the company is responsible for intellectual property right matters? How does the company use intellectual property rights in its business? [List in a separate appendix](#) the intellectual property rights related to the solution (country of destination, form of protection, number of the application/granted form of protection, applicant/holder, date of priority of the application, status (interim decisions, validity) and describe other intangible assets.) If the company has technology transfer agreements related to intellectual property rights, please submit the signed copies with the application.
- **Business plan:** Include a business plan (mandatory)

### Summary and sending of the application

- **Free-form cover note:** Specify the contact person at Business Finland who has discussed the funding with you.

### Other appendices

#### Appendix 1: Auditor's report

You must append an auditor's report to the application, indicating that the company meets the conditions for granting DTA funding. Our requirements include that at least 10% of the company's total costs have been allocated to research and development activities during one of the three years preceding the application. To prove this, the company may use either the research and development expenditure form by Statistics Finland or a calculation by Business Finland.

- [An auditor's report on the company's eligibility for NIY and DTA funding](#) (.docx)
- [Business Finland's calculation template on the company's research and development expenditure](#) (Excel)
- The form by Statistics Finland is available on Statistics Finland's website.

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**Appendix 2: Company's financial information**

Please also append the following financial information regarding your company to your application:

- up to 2 months old profit and loss statement and the balance sheet as accounts ledgers for the current financial year
- monthly cash flow forecast (cash flow, profit and financial forecast ([cash flow forecast in tabs 1, 2 and 3](#))) (calculation template .xlsx)
- annual forecast on profit and financing (cash flow, profit and financial forecast ([T2/T4/T7 in tabs 4, 5 and 6](#))) (calculation template .xlsx)

You can submit the information using Business Finland's calculation templates or by other means such as by including it in your business plan.

**Appendix 3**

- Business plan

**Appendix 4**

- Project plan

**Appendix 5**

- Company's IP Situation and technology transfer agreements

In order to make the financing decision, we may also request additional information from your company if necessary.