

Spinverse

Your Emerging Technology Partner

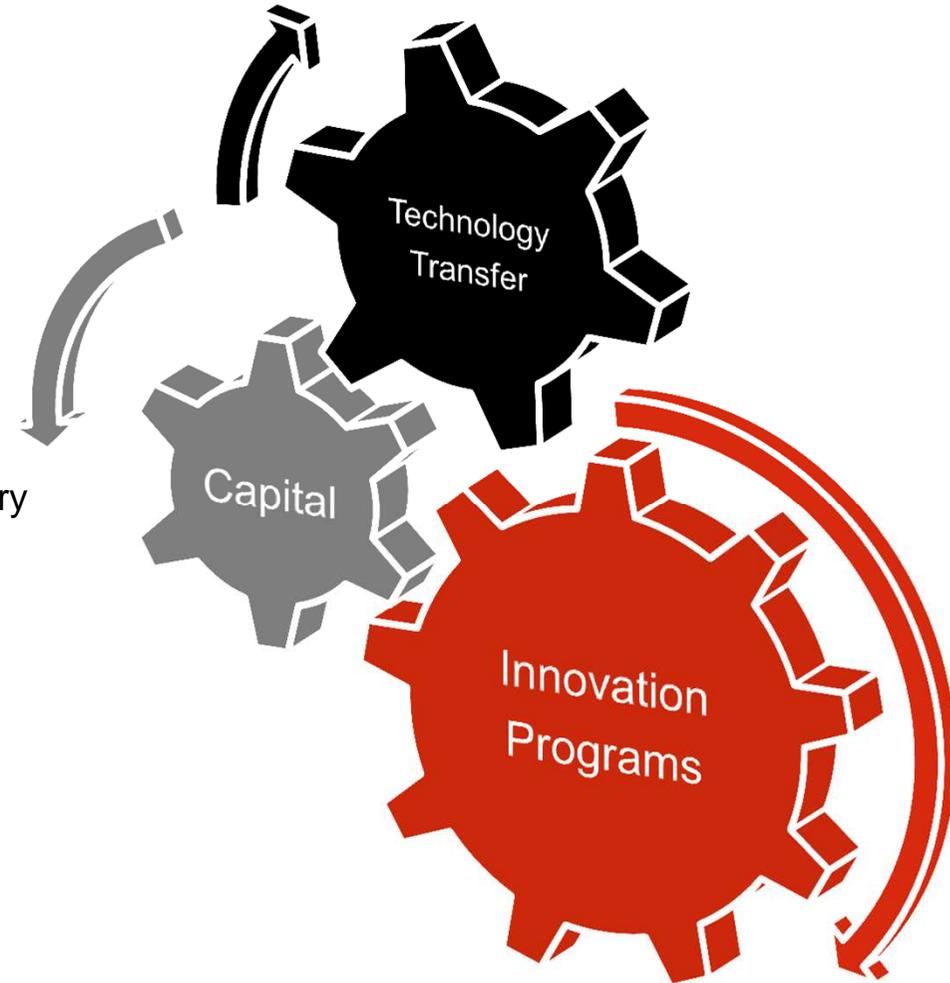
Pekka Koponen
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SPINVERSE

Capital & Consulting

Spinverse commercialises emerging technologies with 3 service groups

- **Technology Transfer**
 - Technology Scouting
 - Technology Evaluation
 - Technology Valuation
 - Licencing services
 - Spin-off creation
- **Capital**
 - Company and Project Financial Advisory
 - Fundraising (venture capital and public funding)
- **Innovation Programs**
 - Program Preparation
 - Program Coordination
 - Foresight and Roadmapping



About the survey



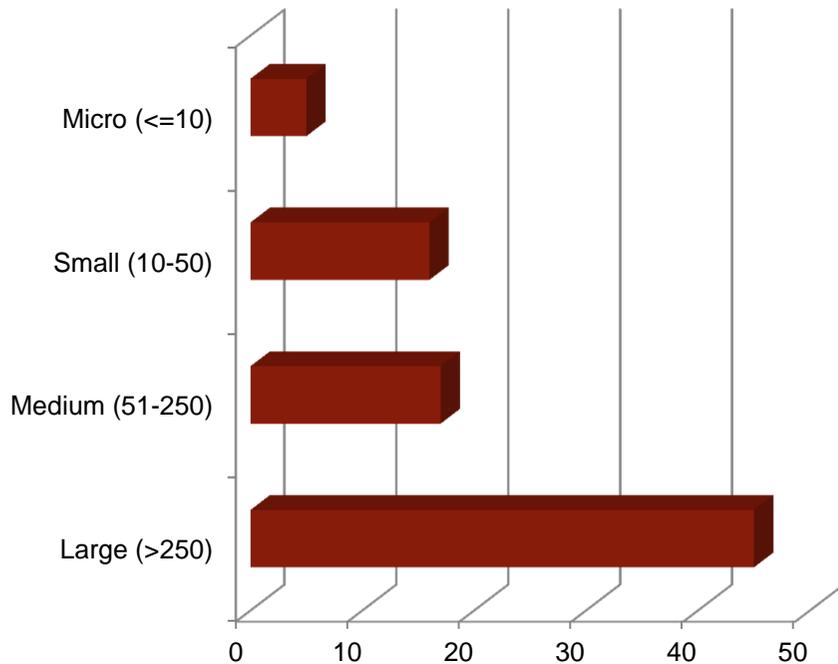
The survey covered a broad range of CTOs' activities

- **Demographics**
- **CTOs activities**
 - CTOs main activities and resource allocation
 - Geographical scope of innovation activities
 - Purchasing of external services
 - Next years plans
- **CTO's role**
 - Statements related to CTOs role
 - “It is straightforward to monitor external technology developments”
 - Qualities of a successful CTO
 - “Strategic understanding of the relationship of technology to business goals”
 - Measuring success
- **Other**
 - Importance of funding agencies
 - Importance of environmental, health and safety issues

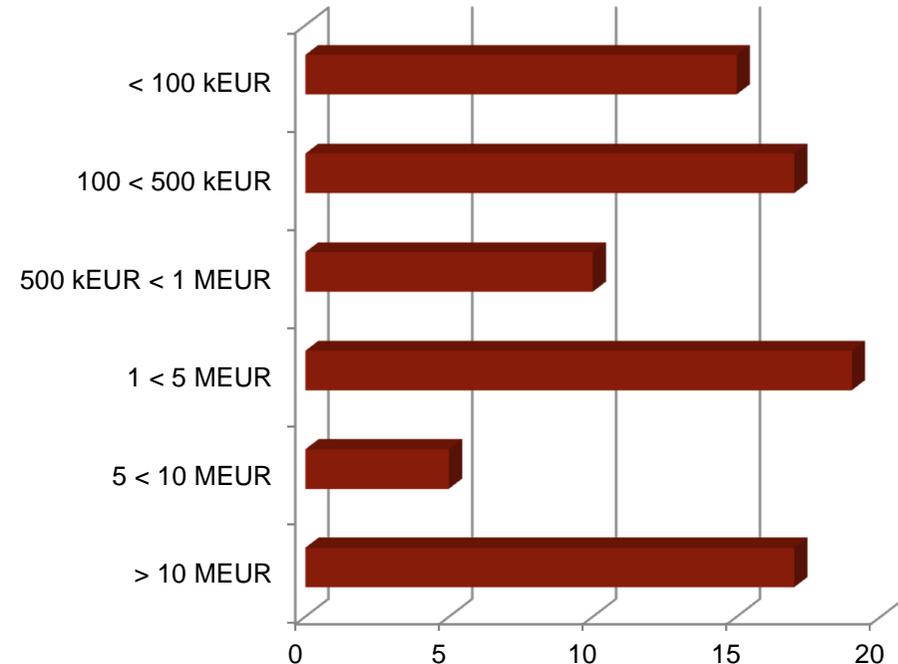
86 CTOs responded to the survey, from many of the most admired Finnish companies

- Ahlstrom
- Atria
- Biohit
- Capgemini
- DNA
- F-Secure
- Kemira
- Kone
- Konecranes
- Metso
- Myllykoski
- Neste Oil
- Orion
- Outokumpu
- Outotec
- Ponsse
- Solteq
- SSH
- Stora Enso
- Tecnomen Lifetree
- Tikkurila
- Tulikivi
- UPM-Kymmene
- Valio

Half of respondents are from large companies, and half invest over €1 million annually

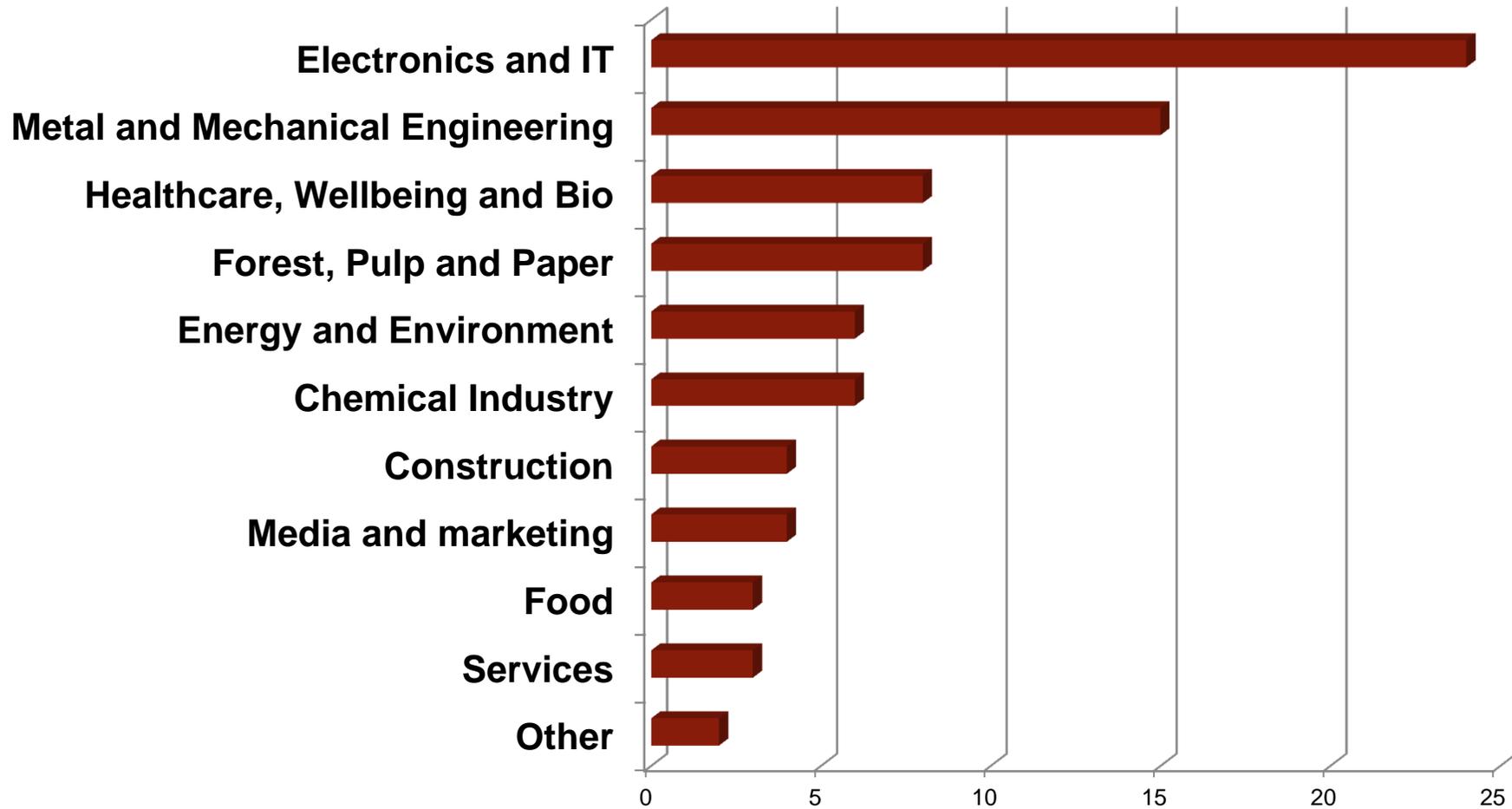


Half of the responses are from large enterprises



Half of the companies have an R&D budget over 1M€

Respondents cover all areas of Finnish industry



Diversity in titles and tasks



There was significant diversity in the titles of 'CTOs'

- Research Director
- Technology Manager
- Director of Technology
- Director, Engineering
- Business Development Manager
- Executive Vice President, R&D and Technology
- Group Vice President, R&D
- Global R&D Director
- Head of Technology Management
- SVP, Innovation & technology
- Technology Director

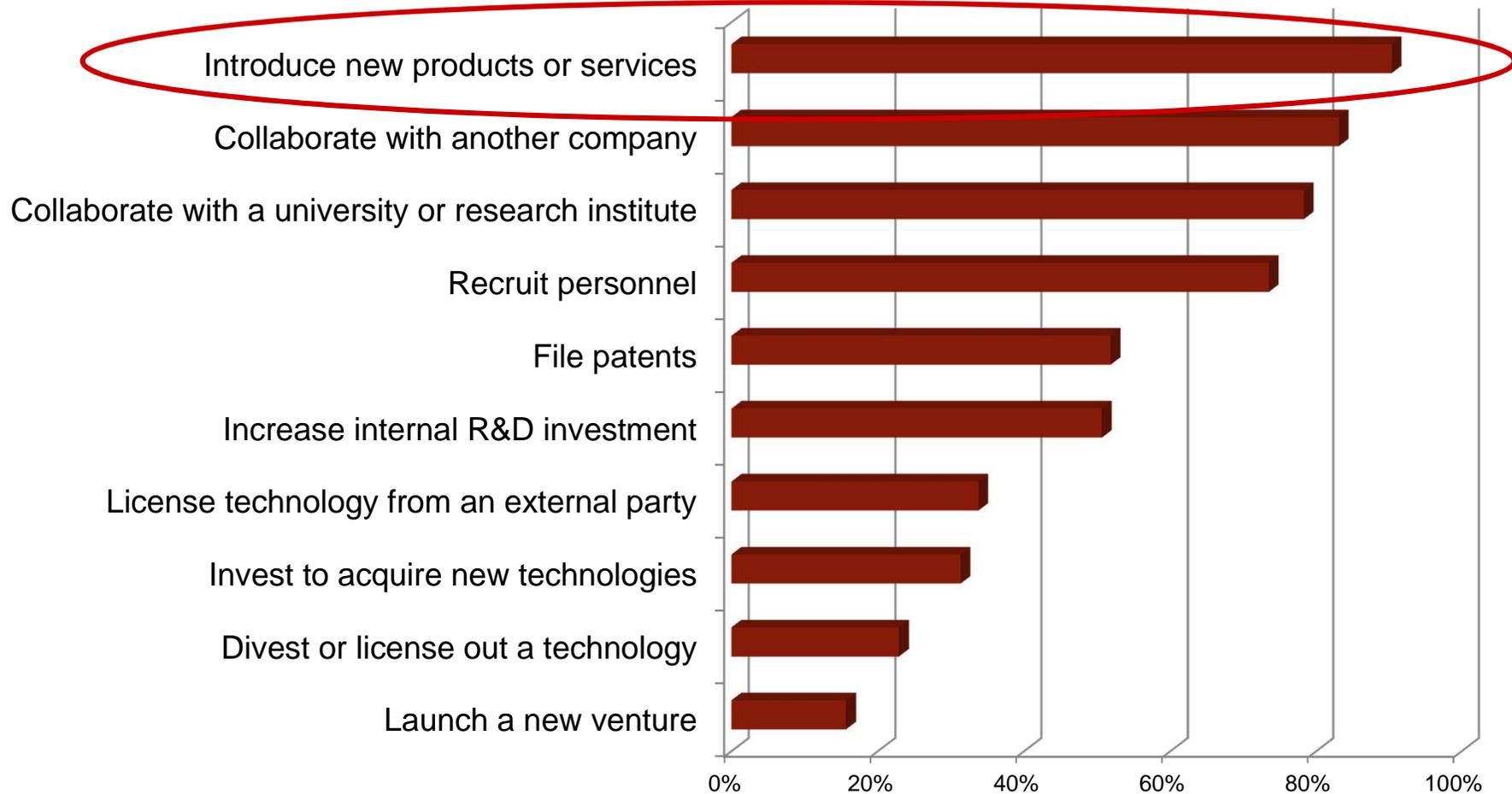
The formal job descriptions of CTOs may vary



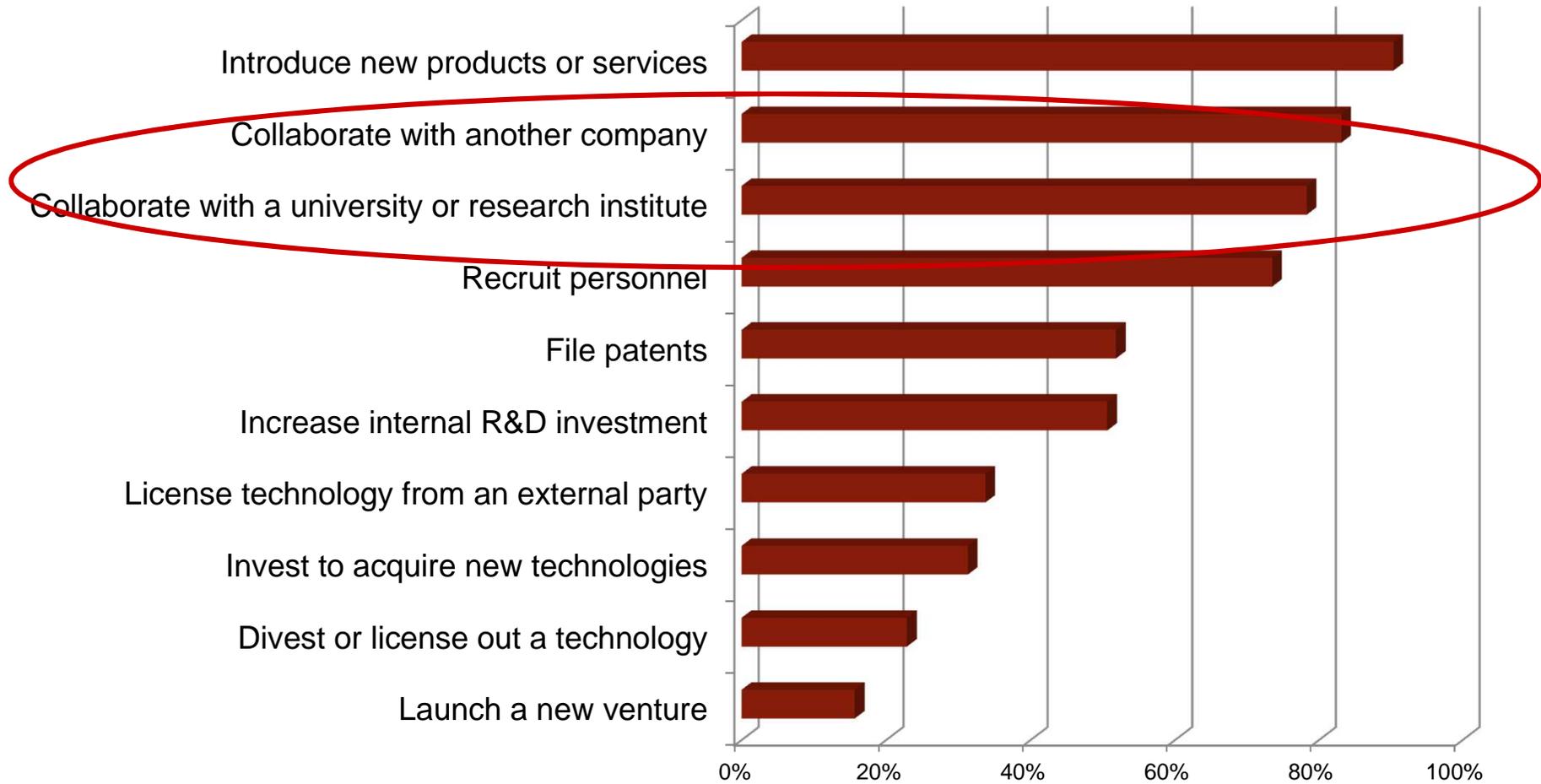
Other: regulatory issues and standardization, quality, sales, technical sales support, ICT, project management, business and strategy development, investment management

*Compound average of items above the line

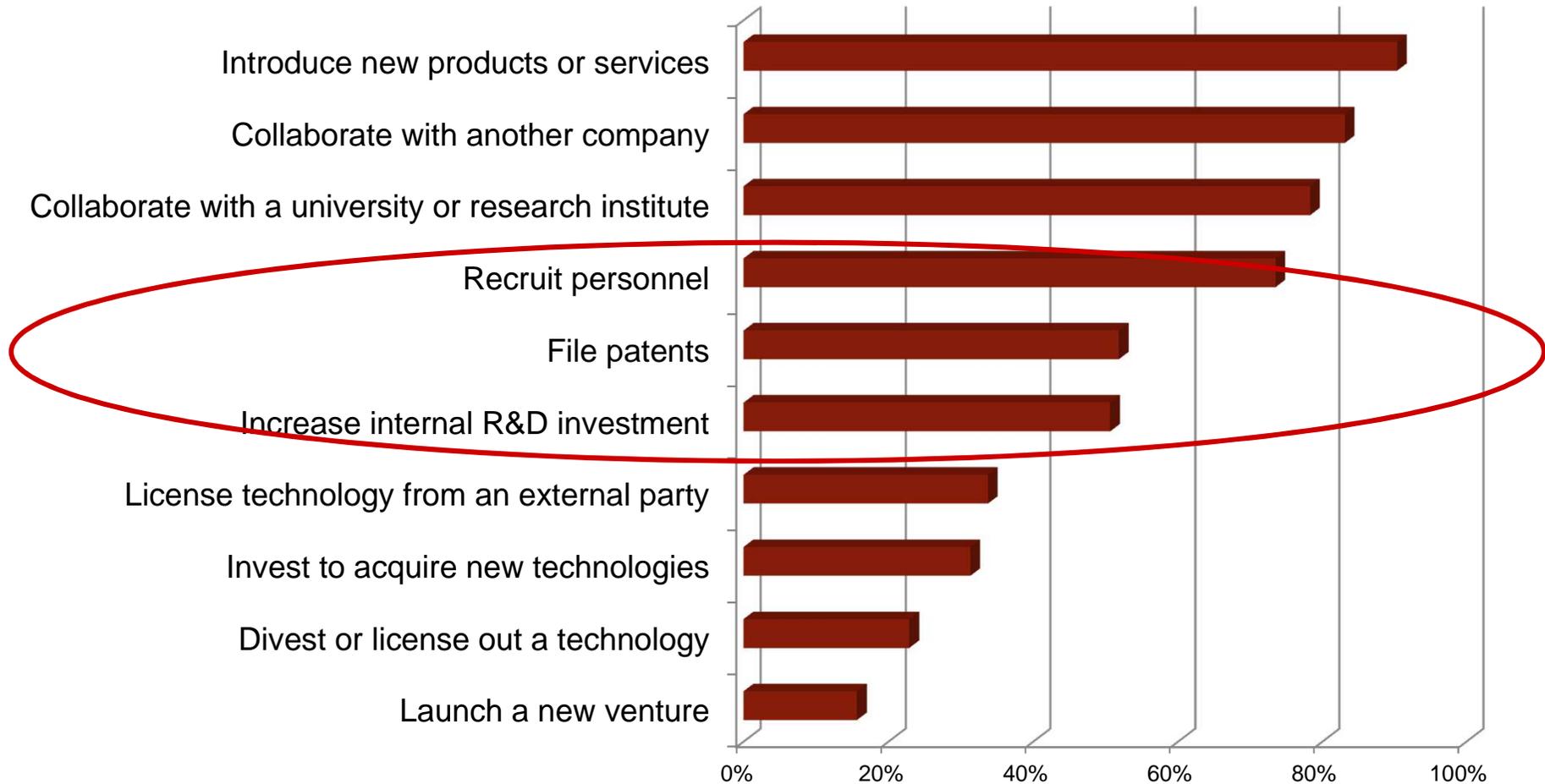
CTO aims are consistent – 95% plan to introduce new products or services in the next year



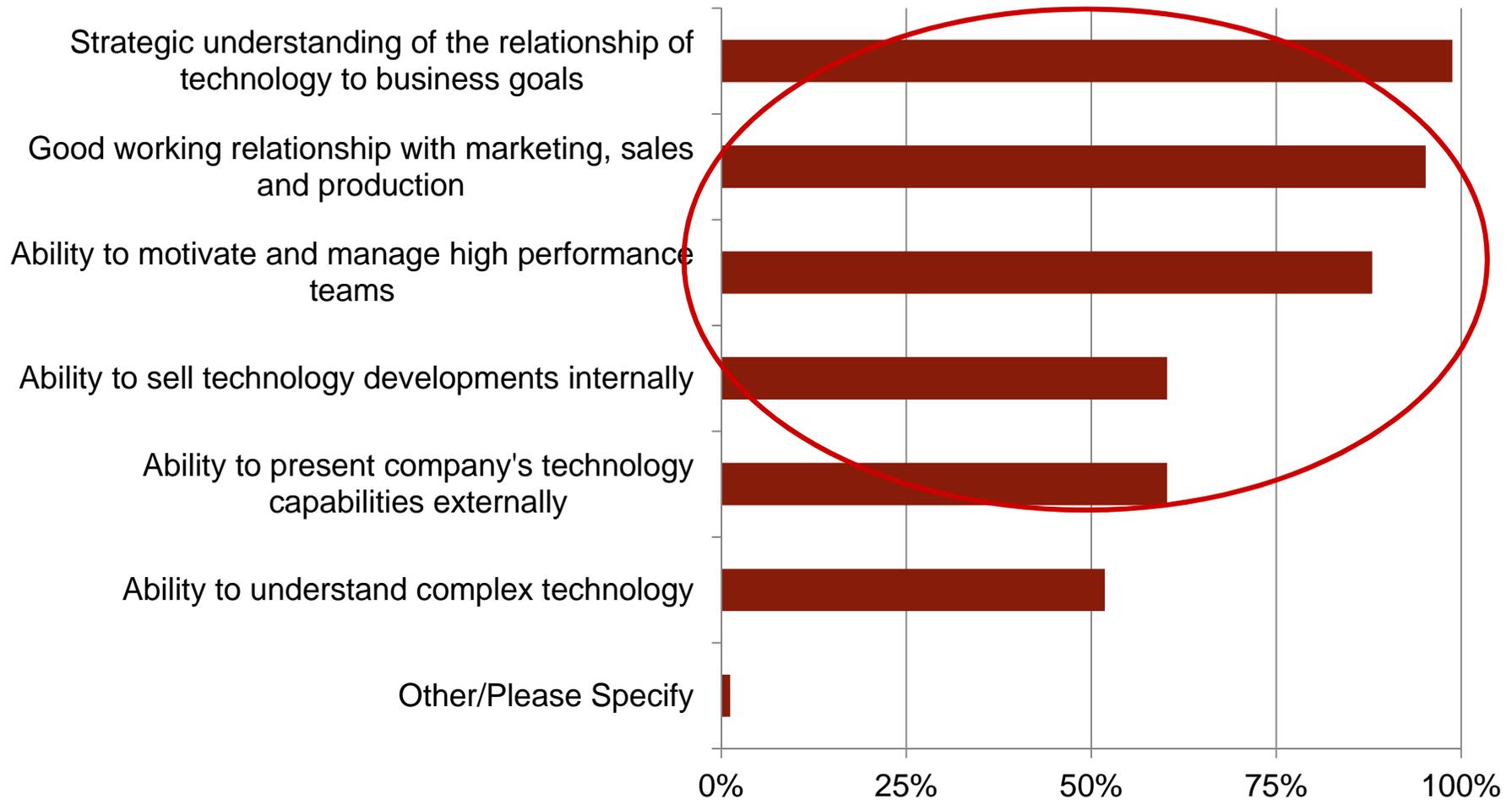
A similarly high proportion of CTOs collaborate with external partners



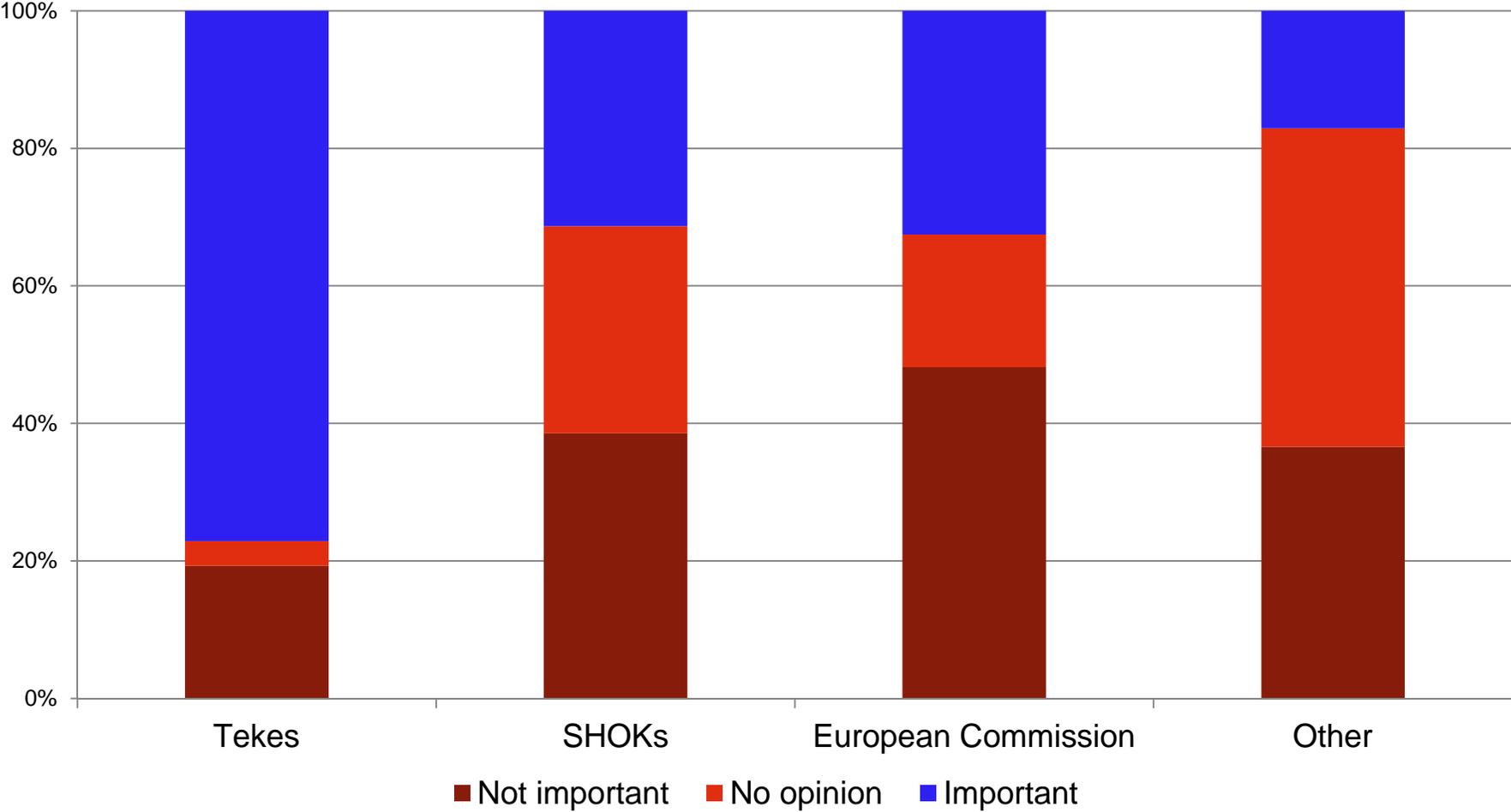
70% plan to recruit personnel and 50% to increase investment in the next year



CTO's believe success depends on strong co-operation and communications skills



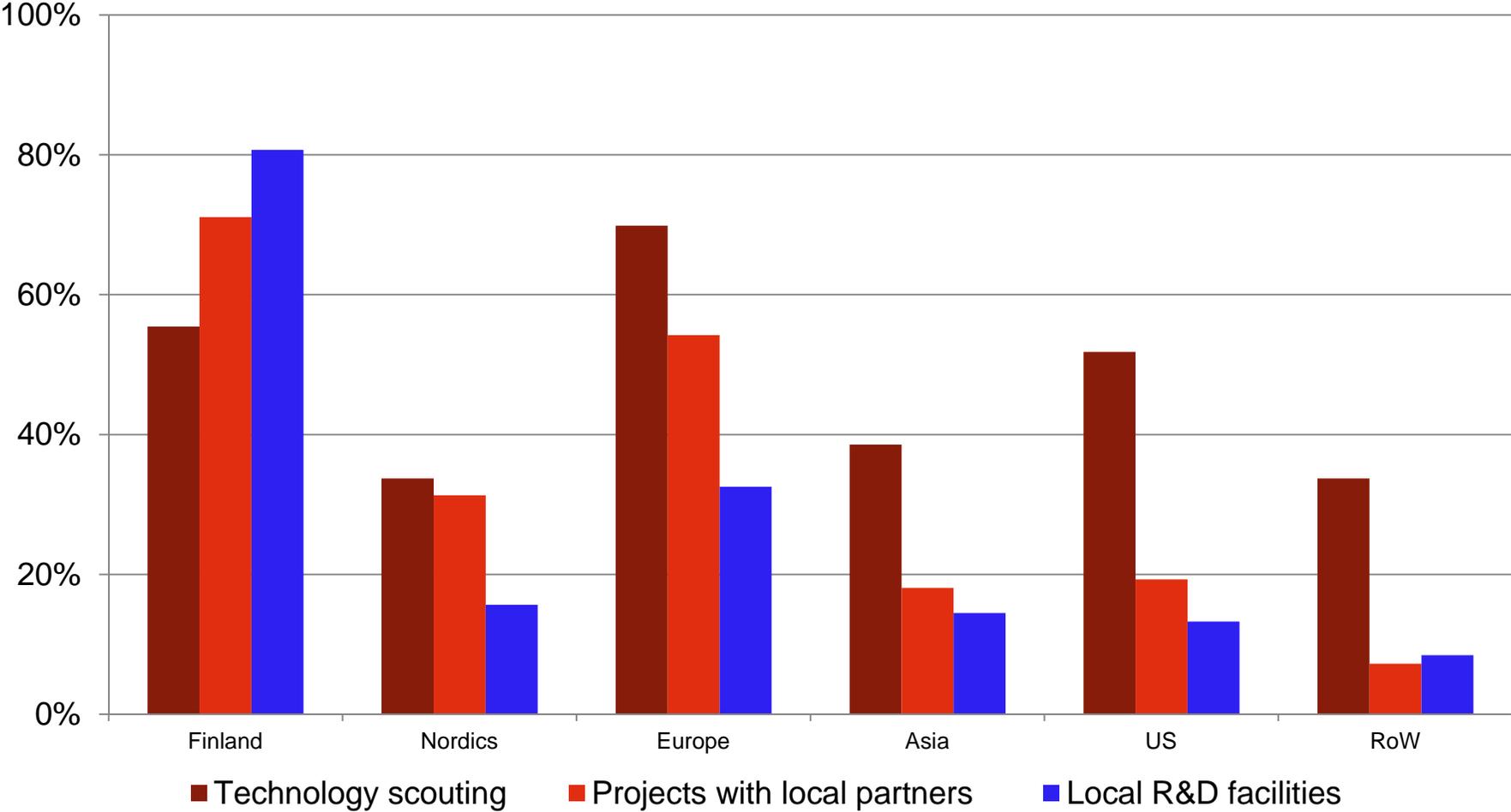
A vast majority of CTOs consider Tekes very important compared to other alternatives



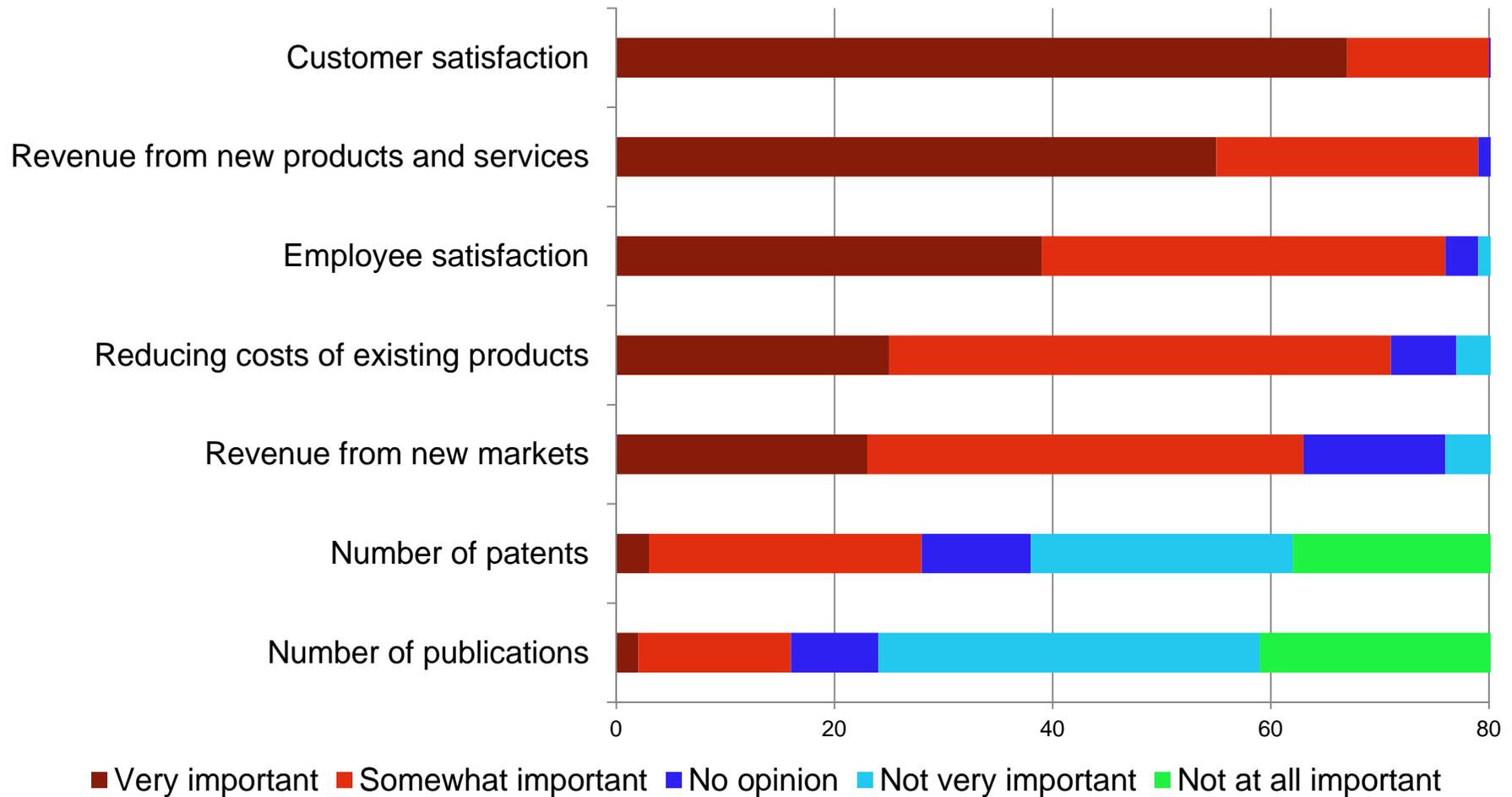
SMEs are yet to realise the benefits of SHOKs

	SMEs			Large enterprises		
	Not important	No opinion	Important	Not important	No opinion	Important
Tekes	22%	3%	76%	16%	4%	80%
SHOKs	43%	38%	19%	38%	22%	40%
European commission	46%	22%	32%	49%	18%	33%

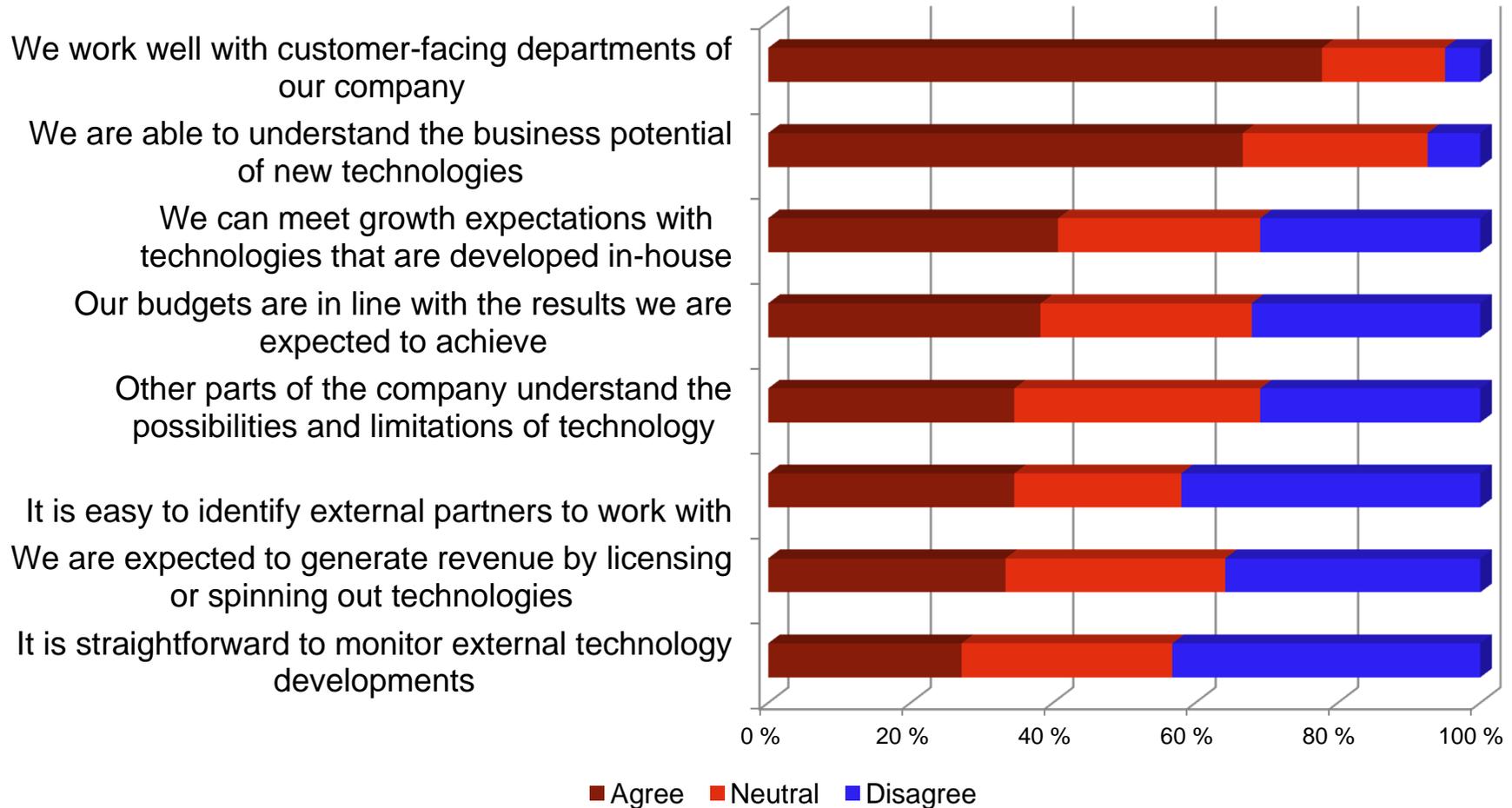
Whilst R&D facilities are predominantly local, technology scouting is global



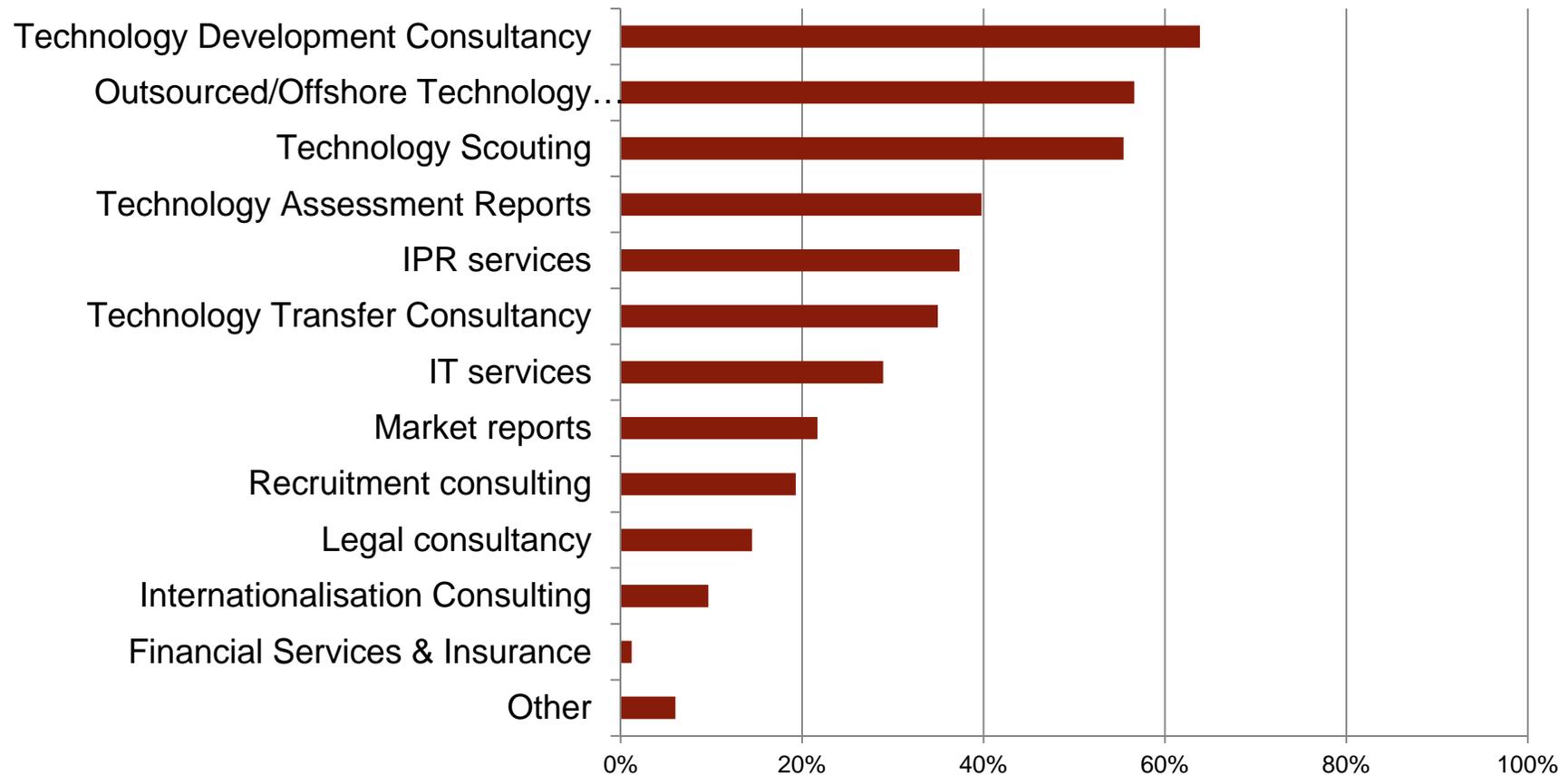
Customer and employee satisfaction are important, in addition to traditional success metrics



Finding partners and external sources of technology are a common challenge



Many CTOs are willing to look outside your organisation for solutions to these challenges

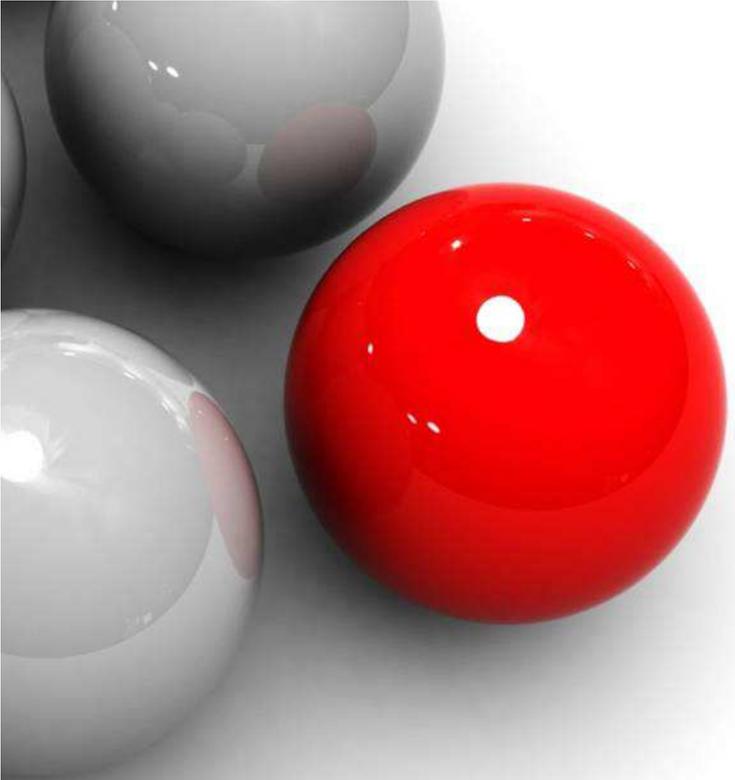


Conclusions



The survey gives a comprehensive picture of the needs and challenges of Finland's CTOs

- CTOs bring an understanding of the business impact of technology, and communicate this with other parts of their organisation
- CTOs are optimistic; over 70% plan to recruit personnel in the next year
- Tekes is a vital funding source, SHOKs and EU-funding have still room to grow



Thank you.

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