

# EDIH Network Summit 2024

26-27  
November

The Egg  
Brussels

# Finnish AI Region

”FAIR” is **one of the four** European Digital Innovation Hubs in **Finland**. Prepared for the national AI EDIH recognition.

Focus on accelerating **the adoption of AI in SME’s**.

Expertise also in **XR, high performance computing and cyber security**.

Special focus in **Smart city, Health and Digital Service industries**.

[www.fairedih.fi](http://www.fairedih.fi)



# Support to find investment

**21M€ RAISED**  
after registration  
\*Private equity

Research,  
development and  
Innovation

Concept & business  
development

Solution  
development  
& deployment

Commercialization

Scaling up



**Funding**

BUSINESS  
FINLAND



Helsinki-Uusimaa  
Regional Council

FINNVERA



FIBAN  
FINNISH BUSINESS ANGELS NETWORK



Digital

**Advisory &  
Events**



Helsinki-Uusimaa  
Regional Council



enterprise  
europe  
network  
Business Support on Your Doorstep



Vantaa



ESPOO  
ESBO



Helsinki  
Helsingfors

BUSINESS  
FINLAND



ENTER  
ESPOO, highlighted with a red border

# Knights of Nordics

Investor events

Deeptech startups and scaleups showcasing their solutions to an invite-only audience, meet fellow startups, and network with VCs and angel investors from all over the world.

**84 SMEs of which 5 were international** companies have been offered an opportunity for company specific match-making and networking with investors.

ENTER  
ESPOO



# Growth Service

## Growth and expansion strategy assistance

- Finding the right investors: Financial VCs, Corporate Venture funds, Family offices for various geographies
- International by nature: Attracting foreign investors is the best way to pull your company on a global scale.
- Focused on €5-30M – Series A-B
- Geo Focus: Pan-European
- Stage: Established and mature startups, with a robust product/solution
- With Market traction, and looking to scale across Europe and beyond





# Good practices

## Personal relationships matter

- Customer Management
- Customer profiling and service specific screening
- Good advice can take one far
- Customer flow and service forwarding arrangements
- Small tickets local money, Big tickets international money
- Little strokes fell great oaks
- Regulatory compliance support: [Finnish-Danish joint action with HealthHub Finland EDIH, Finnish AI Region \(FAIR\) EDIH and various other parties](#)

