



Oslo

## Free 'navigation aid' to enterprises that want to engage in research

*'For small enterprises, getting help to navigate the jungle of funding schemes is fantastic.'*

### **Marit Wetterhus**

Founder and CEO of Capassa, which has developed a digital finance director to simplify the day-to-day work of managers of small enterprises.

All good enterprises can become even more successful by working together with the right research communities. And the large majority of enterprises that wish to engage in research-driven innovation will find a public funding scheme they can apply for. The City of Oslo's five competence brokers help small and medium-sized enterprises in the capital to seize these opportunities.

*'We have received invaluable help to find the most relevant funding schemes for our enterprise.'*

### **Torbjørn Sortland**

Founder and CEO of Safe Design, which has developed a new, scaffold-free security solution for solar panel fitters.

#### **Competence brokers contribute by, among other things:**

- Identifying challenges and opportunities in an enterprise that may provide a basis for a research project
- Establishing contact with relevant research communities and other innovation partners
- Providing guidance on public funding schemes an enterprise can apply for
- Providing tips and advice on how to write a good application

The service, which is free of charge for users, is funded by the City of Oslo and the Research Council of Norway. The competence brokers form part of the City of Oslo's initiative to strengthen research-driven development in the business sector in Oslo, based in the three innovation districts Oslo Science City, Hovinbyen and the city centre.

The five competence brokers together have more than 100 years' experience of working on innovation in enterprises, change and restructuring, international marketing and navigating financial schemes. Enterprises that wish to establish research ties for the first time and companies in a phase in which it is natural to apply for EU funding, can obtain useful advice. Just get in touch.

***'The competence brokers were instrumental in helping us to obtain public funding, so that we could hire researchers from the Norwegian University of Science and Technology to carry out the necessary testing and development.'***

**Sindre Holme**

Founder and CEO of Tackl, producer of a mobile phone game that seeks to prevent school refusal and help children to cope with their everyday lives.



**Ola Rostad**

Competence broker green transition and circular economy, innovation in the public sector and across industries.

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Ola worked in the circular economy long before any of the rest of us had even heard of the term. He runs the consultancy company Tretorget, which was established in 2002, and works for the business clusters Norwegian Wood Cluster and The Norwegian Solar energy Cluster. He has long management experience from the forestry and timber industries, including from the Norwegian Forest Owners' Association.

Ola knows all about owning a business and looking for partners and funding to bring good ideas to fruition. He has a full overview of the funding schemes available to enterprises that wish to reduce their climate footprint and become part of a healthier economic system. He confidently navigates various research fields to find the right competence for different enterprises and has useful tips on how to write a good application. As a competence broker, Ola can provide assistance at an early stage of the process. He can help enterprises to clarify their situation so that they can spend time and energy on the right challenges. Ola likes to spend his spare time with his chain saw and wood splitter, and finds chopping wood relaxing.



### **Trine Radmann**

Competence broker health and life science and internationalisation.

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Trine is Head of International Affairs at Norway Health Tech, which develops and industrialises new health technology and new world-class treatment solutions. She managed the Confederation of Norwegian Enterprise's Brussels office for many years, has worked on the Ministry of Foreign Affairs' industry policy initiatives and as a director of communication in the energy sector.

Trine has long experience of international marketing and substantial insight into the conditions required for successful business development for enterprises competing in an international arena. She knows which funding schemes are appropriate for enterprises in different phases and has a good overview of medical technology research communities in Norway and abroad. Enterprises that require clinical testing of new health solutions will also benefit from Trine's network.

When Trine is not at work, she enjoys taking her fully grown Great Dane on walks. Weighing in at 65 kg and notoriously curious, it ensures that any walk in nature is an effective strength training session!



### **Eirik Andreassen**

Competence broker digitalisation.

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Eirik is responsible for restructuring and regional partners in Digital Norway – also known as Toppindustrisenteret. He is keen to see Norwegian enterprises becoming as good at digitalisation as Norway's new football star Erling Braut Haaland is at scoring goals! Eirik is a graduate engineer, has run his own consultancy company and has 20 years' experience of international management from, among others, Det Norske Veritas and Veritas Petroleum Services.

He knows a great deal about what it takes for enterprises to become more adept at using digital tools and developing digital business models. He can put you into contact with research communities that are relevant for your organisation and has a good overview of public funding schemes.

Eirik enjoys exploring what he calls the bounds of his own talents, and has recently turned his hand to making furniture. This has resulted in a range of tools worthy of a medium-sized carpentry company and a steady production of shelving and cupboards, some of which are particularly fine pieces.



## **Per Olve Tobiassen**

Competence broker green transition and circular economy, innovation in the public sector and across industries.

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Per Olve has long experience as an innovation adviser, for, among others, his own consultancy company Spin On. He is a graduate engineer with diverse experience of working for small and medium-sized companies and large technology enterprises in the Kongsberg area, where the business sector has a high-tech and international profile.

Per Olve has worked in everything from change management and the green transition to product and process innovation at a very detailed level. He has long experience of linking enterprises to the right research communities and, like his competence broker colleagues, has a full overview of the funding schemes available. He is also on hand to provide useful tips about how innovation partners can clarify expectations and commitments before they commence work on a common project, thus ensuring that everyone knows the lay of the land. Per Olve has an above average interest in bikes, skis and running shoes. He has gradually built up a range of equipment that means he is more interested in locking the door to his shed than to the house itself!

