



# We Bring Innovative Ideas to Life

– and help shape a  
better future!

# Full Service Research and Innovation Consultancy

We have over 1400 customers across 15 countries



**Nordic Innovators is specialised in soft funding programmes** targeting tech start-ups, scale-ups, large corporates, universities, and research institutions. We are the trusted advisor for these organisations across Europe.

**We are experts in Horizon Europe and national programmes** that support research and innovation. We have helped our clients raising more than EUR 400 million and have a strong track record across funding programmes and industries.

**We help clients on their entire funding process** from identifying soft funding opportunities, developing funding proposals for national and European programmes to helping find the right seed or VC investors.

**+65 highly skilled consultants with multiple MSc and PhD backgrounds** are ready to support you and to be your trusted advisor to ensure your innovation is brought to life.

**Transparency, quality, reliability, innovation** and going the extra mile for our clients are strongly rooted in our DNA.

**We maintain high professionalism and ethical values** which are fundamental to our business. We are member of The European Association of Innovation Consultants (EAIC) and strictly follow the code of conduct of best practices, mutual respect and basic competition rules. All our suppliers and business partners sign a Supplier Declaration and Ethics Code of Conduct.

## Our Core Services

### Funding Strategy

Our core service is centred around counselling and acquiring soft funding and non-equity investments. We have extensive knowledge and experience and collaborate closely with you to define your innovation projects according to technical and market strategies. We provide you with an overview of the best funding opportunities.

### Preparation of Funding Proposals

We take the lead and develop your proposal for national and EU grants. We manage the entire process, from project ideation to full proposal writing, submission and grant agreement preparation. Moreover, we do partner search for collaborative projects.

### Business Consulting

We help you to get ready to scale up your business at the right pace. We assist in the development of your company business development scaling strategy. Moreover, we offer services within market research and competitor analysis as well as business and commercialisation plans.

### Investor Capital

We assist you in raising investor capital and other forms of institutional capital. We support you in the different stages – from material preparation, pitch training, preparation of investor lead-list to investor reach-out and finalisation of investment. We ensure results by drawing on our extensive network within angel, seed and VC investors.

### Partnerships

We engage in partnerships with universities and large international companies. We continuously identify funding opportunities and assist the staff with the development of funding proposals. Our services cover full proposal development, application reviews, and training.

### Project Implementation

We provide project implementation support and function as a "back-office" providing comprehensive full-cycle grant management support. We ensure full compliance with the funding authority requirements and in accordance with the highest quality assurance standards.

# A Grant Achievement

– Out of the Ordinary

The competition for EU grants is increasingly strong! Besides a robust and innovative business idea, you need a well written and structured project proposal that stands out from the crowd.

Our client, the Swedish medical device company, Tada Medical has successfully received grants from the three major EU funding programmes: EIC Accelerator, Fast Track to Innovation and Eurostars-2. It is a fantastic achievement and Tada Medical is one of the few SMEs that have accomplished this!

*“We quickly realised that preparing and writing a compelling grant proposal is a challenging and a very specialised task. However, our own robust determination and belief in our team together with the right competencies, knowledge and expertise from the grant consultancy, Nordic Innovators helped us achieve the most difficult targets with seamless ease.”*

Katarina Hedbeck, CEO, Tada Medical



## Going the Extra Mile For Our Clients

“ I heard of Nordic Innovators’ good work through several spin-off companies. For years, they have had a great and successful collaboration. I have also experienced at first-hand how Nordic Innovators is truly skilled, not only in writing a proposal but also in the process of building a solid and winning project and proposal.

**Dr. Fatima Alatraktchi,**  
Founder and CEO, Prediagnose




“ Nordic Innovators has proven its expert knowledge in working with EU soft funding programmes. Our first grant was strategically important for the further up-scaled piloting and market breakthrough. Nordic Innovators is professional and proactive and always delivers timely and high-quality contributions at both technical and commercial level.

**Arne Henry Nilsen,**  
Project Manager, Aquafarm Equipment A.S.

“ We are a two times winner of Horizon 2020 EIC Accelerator programme and one Eurostars project. It is important to find a consultancy that believes in your business ideas. We have worked with Nordic Innovators since 2015 and they have supported us in our ups and downs. When we got rejections, they are constructive and find ways to move forward and successfully make resubs.

**Rune Husby,**  
CEO, Planktonic A.S.

### TADA MEDICAL – WINNING THE SME GRAND SLAM

 <b>EIC ACCELERATOR PILOT</b> <small>H2020</small>	 <b>FAST TRACK TO INNOVATION</b> <small>H2020</small>	 <b>EUROSTARS</b>
<p>€ 1.740.030 Grant €1.500.000 Equity</p> <p><b>PRODUCT:</b> ReLink: Prevention of injuries to partners and nurses due to intravenous line dislodgement.</p>	<p>€ 2.999.220 Grant</p> <p><b>PRODUCT:</b> SAFE-Infusion: Stop Adverse Fluid Events in Infusion: weak-link tube connection and air removal devices monitored in the cloud for safer, more accurate and cost-effective IV therapy in hospital and at home.</p>	<p>€ 909.846 Grant</p> <p><b>PRODUCT:</b> ARCHER: Antimicrobial coated breakway variable lumen connector for intravenous therapy.</p>



# Soft Funding Opportunities Across Norway...

## NORWEGIAN FUNDING PROGRAMMES

### SkatteFUNN

- Stimulates research and development in the business sector.
- Companies can receive a tax deduction or credit through the annual tax settlement.

### Innovation Norway

- Promotes innovation, growth, and internationalisation in the business sector.
- Companies can receive grants and loans for establishing a start-up, commercialising a new product or service and developing an innovative environmental technology.

### ENOVA

- Supports the transition towards a low-emission society.
- Companies can receive grants for investigating, developing, and investing in state-of-the-art and innovative technologies that reduce energy consumption and cut greenhouse gas emissions.

### Norwegian Research Council

- Supports research projects in both business and academic sectors.
- Companies and research organisations can receive grants for investing in research and innovation projects.

*We offer the most competitive and balanced terms of the market. We have written 600+ applications and service deliveries in Norway during the last two years. In 2020 alone, we wrote 15+ different Norwegian schemes.*



We help you accelerate!

## ... and EU

### EUROPEAN INNOVATION COUNCIL IN HORIZON EUROPE

#### EIC Pathfinder

- Supports the exploration of bold ideas for new technologies.
- Welcomes the highrisk / high gain and interdisciplinary cutting-edge science collaborations that underpin technological breakthroughs.
- Applicants are typically universities and visionary researchers or high-tech R&D start-ups. Grants funding of up to €4 million.

#### EIC Transition

- Funds innovation activities that go beyond the experimental proof of principle in laboratory.
- In 2021 applicants can only apply based on results generated in European Research Council proof-of-concept projects or Future and Emerging Technology projects.
- Grant funding of up to €2.5 million.

#### EIC Accelerator

- Targets European Deep Tech innovation champions. Supports the development and scaling-up of European high-risk innovations.
- Single-applicant programme for start-ups and SMEs. Grant funding of up to €2.5 million, equity investment of up to €15 million.
- Since 2014 we have developed 50+ winning proposals and secured our clients over €100 million in funding.

#### Eurostars-3

- Aimed at international projects that boost rapidly marketable innovative products.
- We have extensive experience with the Eurostars programme, which is a collaborative multi-partner programme.
- We have 19 project wins throughout Horizon 2020.



Contact Nordic Innovators  
to schedule a free meeting  
to discuss what funding  
programmes are available  
for your project ideas

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