



Næringshage

# FI – Fremtidens Industri



- > One of Norway's largest innovation companies
- > A leading developer of industry clusters and business networks
- > 500 clients and business partners
- > Established in 2004 as Leksvik Industriell Vekst (LIV)
- > 21 employees
- > Main office in Vanvikan on the Fosen peninsula
- > Branch offices in Trondheim and Brekstad





# From ideas to new markets

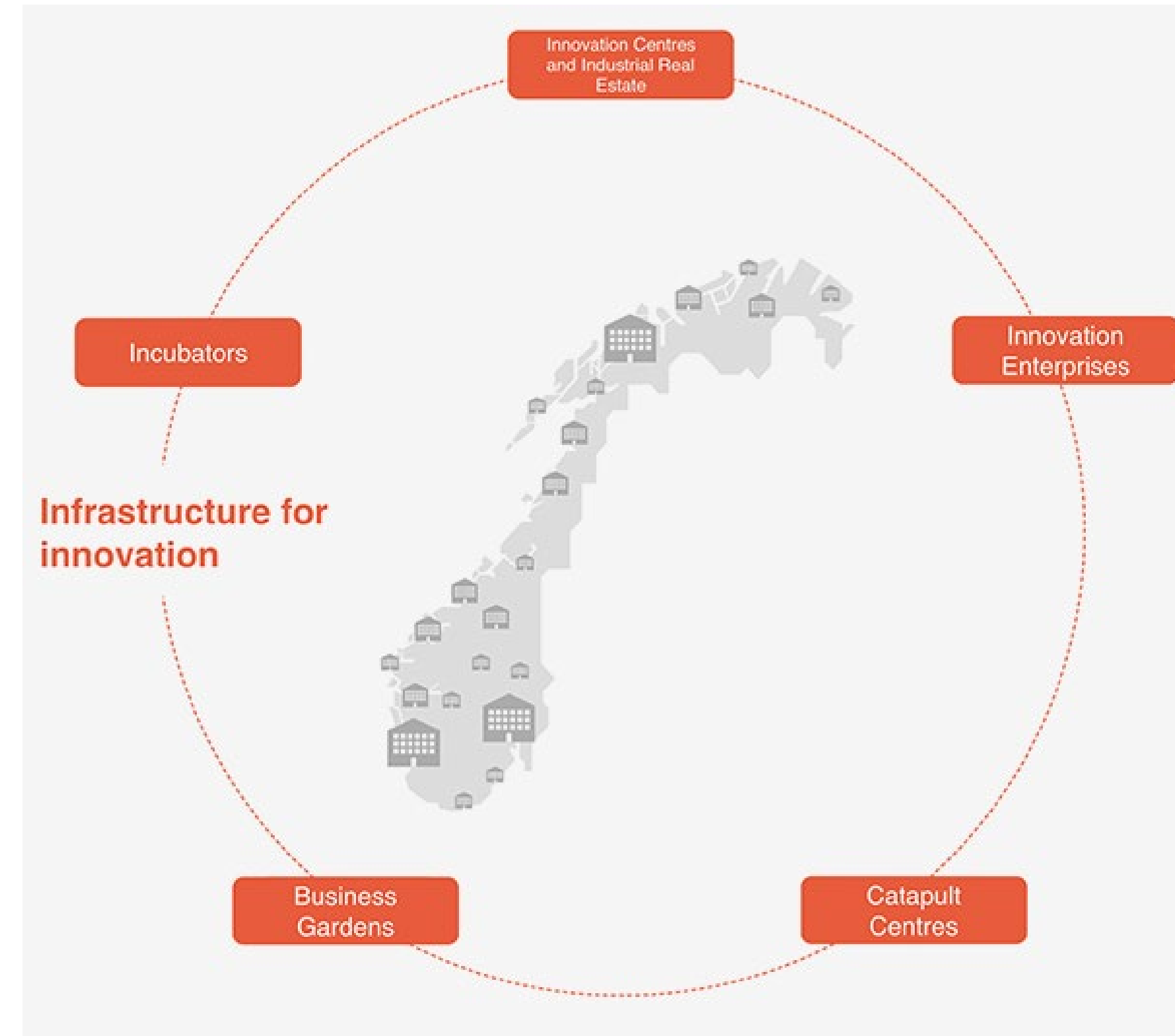


- › Our network consists of about 500 businesses, research and academic institutions, R&D environments, public funding agencies and authorities.
- We assist in all business development phases – from ideas to new markets – in both small and large projects
- We have significant expertise working with:



# Business Garden

- > A national program owned by Siva and the county municipalities
- > Part of a national infrastructure for innovation consisting of incubators, business gardens, catapult centres, innovation enterprises and innovation centres
- > A "business garden" is a small business center with (some) co-located companies
- > Operated by innovation enterprises such as FI
- > 39 national business gardens constitutes a wide network of businesses, knowledge and expertise – a total of 2.692 members
- > Main goal: to contribute to increased value creation based on regional advantages, through facilitating the development of sustainable and adaptable businesses in **rural areas** of Norway



# Background



- > A major challenge for businesses, especially in rural areas, is a lack of relevant expertise and networks.
- > Businesses in rural areas have a longer distance to their markets and will have fewer suppliers, financial institutions and a local competence environment than businesses in more central areas.
- > This is an obstacle to the establishment of new companies and to established businesses being able to exploit their growth potential.
- > The business gardens counteract this by giving companies and entrepreneurs access to advice, expertise and networks.
- > It contributes to more business establishments and to more restructuring, development and innovation activities in existing businesses being identified and carried out more quickly.
- > In this way, the business gardens and innovation companies form a critical infrastructure for innovation and entrepreneurship that would otherwise be absent in District Norway.



# FI Business Garden

- › FI Business aims for growth and development of companies in the Fosen region
- › Part of the national program since 2007
- › 55 members located in Fosen and the surrounding areas – all SME's
- › 39 national business gardens constitutes a wide network of businesses, knowledge and expertise
- › FI Business Garden has its roots in one of Norway's most high-tech industry areas
- › Mostly industry and technology companies, but also some in aquaculture, tourism and local food producers





# FI Business Garden membership benefits



> As members, businesses are offered a wide selection of services as well as access to valuable knowledge and insight:



## DISCOUNTED PRICES

Up to 75 % discount  
on our business  
development services



## REGULAR FOLLOW-UP

Appointed contact  
persons that regularly  
follow up the business



## WIDE NETWORK

Linkage to a wide network  
of about  
500 actors



## COURSES AND EVENTS

Access to all our events,  
conferences and courses



## BRANDING AND VISIBILITY

Increased brand visibility  
through our digital  
channels and professional  
presence

# Tailored services



- › Our services are tailored to fit businesses and projects in all phases of development:
  - Business consulting
  - Project Development
  - Research and Development
  - Networking and collaboration
  - Communications
  - Courses and events





# Making connections



- We provide access to:
  - Soft funding (i.e. Innovation Norway, The Norwegian Research Council, EU grants)
  - Knowledge (i.e. universities, colleges, vocational schools)
  - Advisory (i.e. business gardens, incubators)
  - Network (i.e. clusters, business forums)
- Our extensive network and in-depth knowledge of the different actors allows us to see opportunities on behalf of the SME's and make the right connections