The case study analyses the Finish spin-off policy "TUTL - New Business from Research Ideas" from a policy analyst perspective.

**Topics covered**

"Value of death" between research and commercialisation, start-ups, internationalisation

**Objectives**

- Creation of new, internationally competitive companies
- Bridging the "valley of death" between research and commercialisation

**What is TUTL?**

- Launched in 2012, TUTL provides funding to research organizations supporting the commercialisation of their research results
- Provides funding for start-ups of researcher and research teams
- Target audience: Research institutes, universities, universities of applied sciences, state-owned companies and municipalities
- Managed by Business Finland (formerly Tekes)
- Business Finland funds up to 70% of the project costs
- Funding of proofs of concept, analyses of business models, and commercialization and entrepreneurship training, etc.

**Budget**

EUR 129 million for the period 2013-17

**Selection criteria of project**

- Novelty and transformative nature of the technology
- Societal impacts
- Impacts on international markets
- International cooperation
- Team's commercialisation skills

**Main challenges**

- Limited domestic funding to overcome "valley of death" of research commercialisation
- Universities do not have capacities for commercialisation
- Universities do not have incentives for research commercialisation
- Need for national plan for commercialisation of public research
- Facilitate access of spin-offs to global markets/investors

**Key findings of 2018 evaluation:**

- Projects would not have been implemented without TUTL funding
- Increased IPR and commercialisation awareness of research institutions
- Creation of commercialisation structures at research organisations
- Strengthened collaboration between research organisations and companies
- 60 new companies created, of which some 20 were international growth companies between 2013 and 2017

Järvelin, A.-M. and J. Hyvärinen (2019), "Case study on TUTL - New Business from Research Ideas, Finland: Case study contribution to the OECD TIP Knowledge Transfer and Policy project."