

Questions and answers on Finland's EDIH call

Question	Answer
<i>Specializations</i>	
1. In the national workshops of 11 and 12 Nov 2020 it was mentioned there could be 2-4 EDIHs in Finland. Are all those slots reserved for the three listed sectors of the national call, or are other sectors possible, too?	<p>First more generally about the specializations of EDIHs. Each applicant is required to choose or define its primary sector / application area in the call. The applicant can choose / define only one primary sector / application area. The same question is expected in the Commission's restricted call. Choosing the primary sector / application area does not prevent or restrict the EDIH's operations in other areas.</p> <p>The national objective is to have at least the following sectors / application areas covered among Finland's candidates: manufacturing, health and wellbeing, and private service sector. So the goal is to have these three sectors present within the group of national candidates. The primary sectors / application areas of Finland's candidates and EDIHs can be something else, too. In other words, they do not have to fall within manufacturing, health and wellbeing or the private service sector.</p>
2. What does private service sector mean?	<p>The service sector is the third of the three economic sectors of the three-sector theory. The others are the secondary sector (approximately the same as manufacturing), and the primary sector (raw materials). The service sector consists of private and public sectors (market and non-market services), that are often partly overlapping in modern welfare states like Finland. The role of market services in GDP is becoming more and more important. However, in terms of the ratio of market services to total output value, Finland is lagging behind e.g. Sweden. In the future market services are expected to be highly digitalized and a major source of productivity.</p> <p>We want this structural change and challenge in the economy to be reflected among Finnish EDIH candidates. Therefore in the call we seek candidates that:</p> <ul style="list-style-type: none"> -can serve a wide range of customers in the private service sector or many private service sector subsectors (when they may want to tick the "Private service sector" box); or -specialize more narrowly within the wide private service sector (when they may want to tick another box).

3. Related to the issue of question 15. <i>Which of the following is the main focus of your EDIH? Please choose one and 16. Which of the following is the main sector / application area of the hub? Please choose one</i> Question: Can only choose 1 of each?	Each applicant is required to choose or define its primary sector / application area in the call. The applicant can choose / define only one primary sector / application area. The same question is expected in the Commission's restricted call. Choosing the primary sector / application area does not prevent or restrict the EDIH's operations in other areas.
4. Can a hub specialize in advanced digital skills?	In the run-up to the Digital Europe programme the emphasis on technological specialization has been on specialization on HPC, AI or cybersecurity. Advanced digital skills were present as an alternative in a draft Commission survey, and therefore that option was included in Finland's call questionnaire, too, for the sake of compatibility.
5. AI/HPC/cybersecurity/skills spealization/profile: what kind of a weighting does the Commission want?	The Commission has not indicated numerical, quantitative targets for the number of EDIHs with different specializations.

National/regional scope and service structure

6. In the call text: " <i>Possible candidates may include both EDIHs with a national reach and structure, and EDIHs with a more regional base. Each EDIH should be able to serve as a contact point for customers from all over Finland.</i> " Question(s): Is a national network (of services) now a goal? If so, how are the regional/local services linked to this? How is it ensured that SME needs are addressed and that SMEs have access to this service?	As stated in the call, both more national and more regional EDIHs are possible. The point about each EDIH being able "to serve as a contact point for customers from all over Finland" is more about the customer interface and customer paths among Finnish EDIHs. As we expect different kinds of EDIHs, they will serve different kinds of customer populations. What is needed, however, is that when a customer contacts an EDIH, and if the EDIH in question can't serve the customer or isn't the right EDIH for the customer's needs, the EDIH should be able to redirect the customer to another, a more suitable EDIH, or to other services.
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Budget

7. In the call text, there is a call for d. <i>Planned budget</i> Question(s): Will the Ministry provide a format or template for the budget? If not, what will be the needed granularity of the budget?	The Ministry will not provide any template for the budget. Applicants' own budget forms can be used. The draft budget is a tool for estimating the viability and cost-efficiency of the hub in general.
8. Do all the planned services need to be covered in the proposed budget, or can there be a list of available services (with prices) that	The list of available services with prices will be enough at this phase of the call.

<p>are then procured from the budget based on the needs of the organisation doing innovation? Since we cannot yet know the precise needs of each innovation project, this would give the EDIH more room to serve the individual needs of its customers.</p>	
<p>9. At what accuracy level should the EDIH budget be presented - can we draft the budget just for the first operating year or do we need to have (some) plans for the development of the budget after this and if so, for how many years and how specific should the plans be?</p>	<p>The draft budget is a tool for estimating the viability and cost-efficiency of the hub in general. The accuracy level and the timespan of the budget can vary according to the maturity of the existing plans.</p> <p>The applicants should note that the first work programme on EDIHs covers the first three years 2021-23.</p>
<p><i>Evaluation and openness</i></p>	
<p>10. How is the evaluation panel composed? Who will belong to the evaluation panel?</p>	<p>The panel is composed of experts from different fields and with various competences in order to get a balanced all-round evaluation of the proposals.</p>
<p>11. In which question does the Ministry wish the competence regarding the selection criterion no. 6 "The ability to work as an ecosystem hub and manage and develop its network management nationally and internationally" to be indicated?</p>	<p>Each application will be assessed as a whole. There isn't a specific question pertaining to the selection criterion number 6.</p>
<p>12. Are the selection results, including feedback, published, so it is possible to compare the results of different applicants?</p>	<p>Proposal titles, applicants (all consortium partners) and summaries of proposals will be published. Act on the Openness of Government Activities (621/1999) applies to the Ministry of Economic Affairs and Employment. The EDIH proposal parts containing business secrets must be clearly marked and declared in a separate question in the proposal form, with adequate and clear arguments pertaining to each part individually. Please do not include business secrets in the summary to be published.</p>
<p><i>The functions of an EDIH</i></p>	
<p>13. One of the four EDIH main functions is Skills and training. Does this mean vocational training, or cooperation with an educational institute or university?</p>	<p>The provision of skills and training services, and providing information on such opportunities and matching supply and demand, may take many organizational forms. When it comes to the different fields of skills and training, the Commission document on EDIHs is useful:</p>

	<p>"To ensure the appropriate level of digital skills within the supported organisations in order to make the most of digital innovations technologies, EDIHs' services should include advertising, hosting or providing of training, boot-camps, traineeships, as well as supporting the implementation of the short-term advanced digital skills training courses and job placements developed as part of the DEP Advanced Digital Skills pillar."</p> <p>https://ec.europa.eu/newsroom/dae/document.cfm?doc_id=70324 (p. 8)</p>
14. What is the weighting between the four EDIH functions?	<p>The main functions of EDIHs are:</p> <ul style="list-style-type: none"> -Test before invest -Skills and training -Support to find investments -Innovation ecosystem and networking <p>The Commission hasn't communicated an actual weighting of these different functions or tasks, and neither have we defined nationally how these four areas should be given weight. There are certainly going to be different solutions among the proposals, and what counts is how well the EDIH functions as a whole.</p>
<i>Other questions</i>	
15. Is it possible to join an EDIH, which has received funding and which is already in operation, after the application and selection phase?	According to information that we have received from the Commission, in case the consortium selected in the restricted call would like to add new members after the signature of the grant agreement it will be still possible with an amendment.
16. Is it possible to join an EDIH with "own funding", and become part of activities and networks without an official, funded status?	Please see the previous question and its answer.
17. Our organization operates in several countries. Is it a problem in this call?	No.
18. On the Commission EDIH FAQ (p. 8) it says: "From all those proposals that would cover the same geographical area and specialisation, only the highest scoring one will be chosen." (http://ec.europa.eu/newsroom/dae/document.cfm?doc_id=68322)	<p>The Commission answer applies to proposals that have both the same regional coverage AND the same application sector specialization. The Commission does not intend to choose EDIHs with the same specialization from the same region.</p> <p>When it comes to the regional coverages and specializations separately, both the European goal and the national goal is to have EDIHs from different parts of the Member States, and have various and different specializations.</p>

Can two proposals from the same region be chosen?	
<i>Technical proposal properties</i>	
19. Openness: How are the business secrets secured when handling the proposals? Is it possible, for the applicants, to receive an opening log of people who have opened the documents containing business secrets?	The business secrets are handled according to standard Ministry of Economic Affairs and Employment procedures. Unfortunately no opening log can be provided.
20. As the answer space per question is limited to 2500 characters, how does the Ministry plan to execute and secure a fair and just evaluation process?	The limited answer space for each question is the same for each applicant. Having short and concise answers helps the panel handle the proposals and extract the most relevant information.
21. What does "Capacity to sign" mean?	In the EDIH proposal confirmation form the capacity to sign means that a proof of your capacity to sign this form on behalf of your organization is attached. This could be, for example, the articles of association or the constitution of your organization in Finnish, Swedish or English.
22. Our consortia includes several organizations. Do we need a letter of intent between consortia members before Friday 27 th of November? Or is it enough that these parties are mentioned in the form we return?	We are talking about two phases here. First, we ask by 4 Dec (extended timeline) an indication by email if you are going to submit a proposal. Please see the instructions for the information that we ask. At this stage no confirmations or documents are needed. Second, hand in hand with the Webropol proposal we ask for an official confirmation form from the responsible organization. No letters of intent, consortium agreements or draft consortium agreements are needed.

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