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# Finland's experience in turning the crisis into success

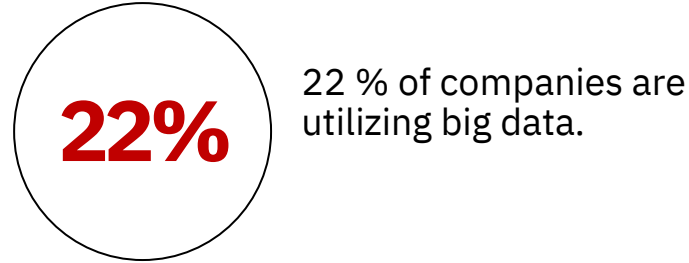
## - Findings by Finnish frontrunner companies

Setting the scene:  
Preconditions are excellent for companies.

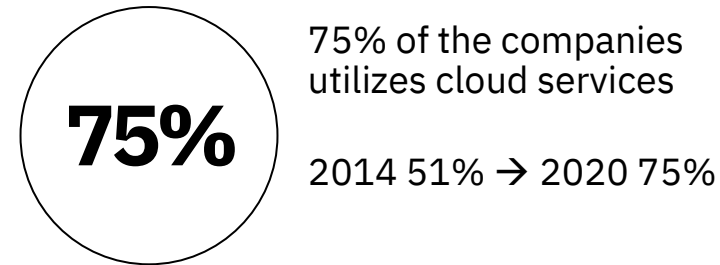
But we are still in process

in order to make the most of the possibilities of digitalisation and data.

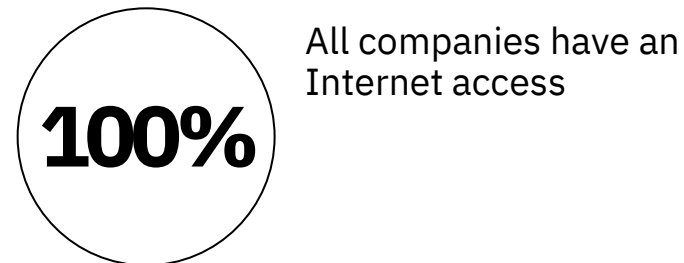
### EXPLOITING THE VALUE OF DATA



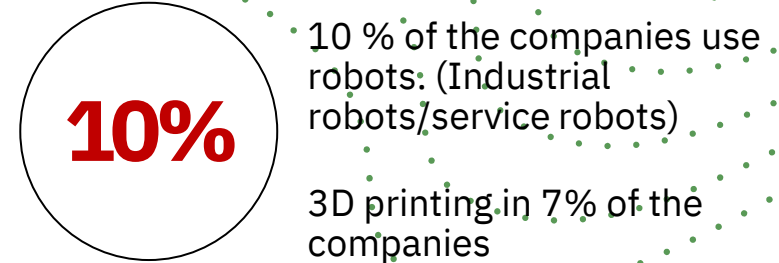
### CLOUD SERVICES



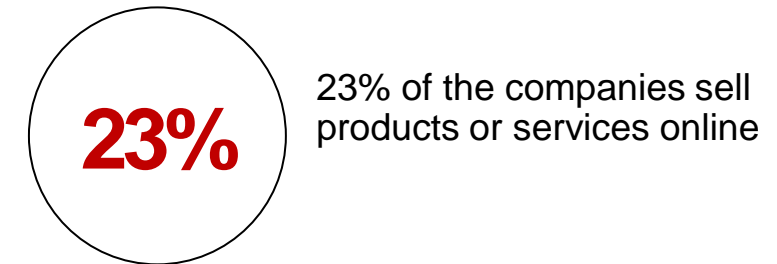
### CONNECTIVITY/ACCESS



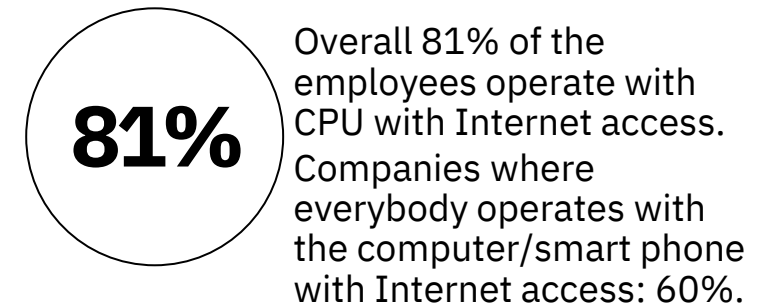
### AUTOMATION AND ROBOTICS



### E-COMMERCE



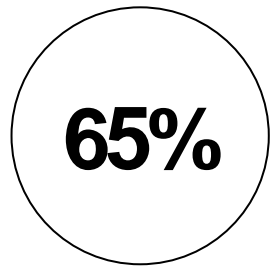
### USE OF INTERNET



# Digital Skills in Finnish Companies

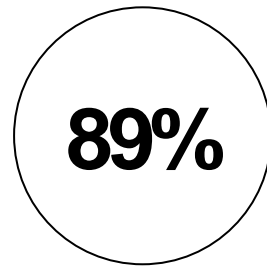
## - EK survey 2019

### STRATEGIC APPROACH



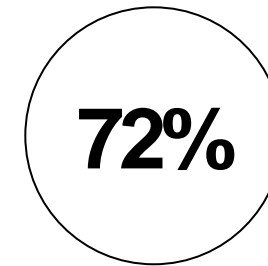
65% of the companies work with the possibilities of the digitalisation at strategic level.

### NEW SKILLS NEEDED



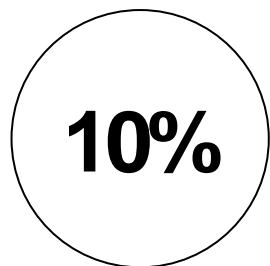
89% of the companies say that digitalisation creates new skills needs.

### OBSTACKLE



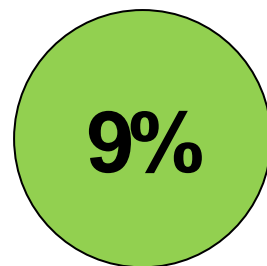
72% of the companies say that the lack of the digital skills and competencies complicates new business possibilities.

### IMPACT



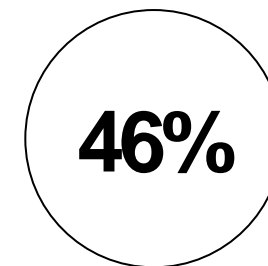
10% of the companies experience that digitalisation doesn't impact to the business or skills needs at all.

### FRONTRUNNERS



9% of the companies are frontrunners in digitalisation.

### LEADERSHIP/MANAGEMENT



46% of the companies say the management have excellent or good understanding of the possibilities digitalisation offers to the business.



# Covid Digital Game Changers Task Force

How will Covid-19 pandemic boost business life?  
Findings by Finnish frontrunner companies



Huge opportunity  
for agile players.  
The time to act  
is now!





# The Ecosystem of Digital Game Changers streams



Dual Challenge  
of Green and  
Digital Transition



Artificial  
Intelligence  
in Customer  
Experience



Industrial 5G



Carbon-neutral  
Marine Logistics –  
Automated  
Marine Systems



Sustainable and  
Digital Health

Digital Way of Working

Cyber Security

# Seven key changes and drivers were prioritised for further analysis:

1. Increased use of digital services in all age groups and multiple areas of life
2. Expectations for best-in-class, seamless customer experience
3. Increase in need for control caused by uncertainty
4. Shift towards more sustainable values
5. Slow and local lifestyle
6. Health-minded buying
7. Hybrid forms of encounters



THIS IS  
THE SIGN  
YOU'VE BEEN  
LOOKING FOR

# Building blocks for success

Cyber Secure Digital Way of Working



Cultural  
change  
through  
leadership



New disruptive  
and agile  
business  
models



Continuous  
Upskilling and  
reskilling of  
workforce



Innovations  
and  
collaboration  
in ecosystems



Technology  
and  
infrastructure

Cyber Security



# The must-have key competencies identified by the frontrunner companies

## 1

### Customer-centricity and service design

- Human insight, service design and UX education
- Customer-centric innovation capabilities

## 2

### Building platform business models

- System thinking
- Ecosystems and partnerships
- Value creation

## 3

### Advanced technological capabilities

- Speech recognition
- AI to crunch data
- Cyber-security

## 4

### Brand building and marketing

- Brand building with a strong link to company values
- Story-telling capabilities

# Sustainable and Digital Health -stream

- 1** As a model country for digital health, Finland needs to develop health data reserves and test environments at the national level.
  - The importance of Business-driven Innovation Funding
  - Applying a one-stop-shop service principle in corporate collaboration – test environments and research infrastructures should be fully introduced in Finland
- 2** It will be increasingly important to utilise health data from various sources.
  - The Commission initiative for a European Health Research and Innovation Cloud
  - The data structures and the compatibility and usability of data
  - “GSM standard” for wellbeing devices
- 3** Personal wellbeing data (MyData) presents an opportunity for the digital leap in wellbeing services.
  - Rules, operators and the infrastructure for moving data
  - Devices and systems/minimum standards to ensure secure use (certification).
  - A fast-track model for permits and data material.



# What must be done?

- Throughout the education system: guarantee digital and climate skills
- Increase innovation funding for digital business models to create ecosystems
- Update the services for companies on how to internationalise business and add resilience
- Ensure cyber and data security skills and attract international talent and speed up the process
- Adapt RD&I instruments to the new ecosystem of sustainability and health-awareness



# We started with 9 companies, today we are many more

- Building ecosystems
- Building concrete export cases
  - Possibilities of The Recovery and Resilience Facility
  - Business-driven cooperation with Ambassadors
- Sharing best practises



“Lessons identified,  
not only lessons learned.”



DIFFICULT  
ROADS  
LEAD TO  
BEAUTIFUL  
DESTINATIONS





**Elinkeinoelämän  
keskusliitto**