



Oslo

Free "navigation aid" to businesses that want to engage in research

«For small enterprises, getting help to navigate the jungle of funding schemes is fantastic.»

Marit Wetterhus – Founder and CEO of Capassa, which has developed a digital CFO to simplify the day-to-day work of managers of small enterprises.

All good enterprises can become even more successful by working together with the right research communities. And the large majority of enterprises that wish to engage in research-driven innovation will find a public funding scheme they can apply for. The City of Oslo's competence brokers help small and medium-sized enterprises in the capital to seize these opportunities. The competence brokers also work with the City of Oslo's municipal enterprises.



Photo: Sara Marie Vollset/ Oslo kommune

«Our desire to develop as a company and dive into research-based design would probably not have gotten anywhere without the encouragement and guidance of our competence broker.»

Halvor Thorsen – industrial designer and general manager of Thorsønn, a furniture brand that researches more sustainable furniture production.

The competence brokers contribute by, among other things:

- Identifying challenges and opportunities in an enterprise that can may provide a basis for a research project
- Establishing contact with relevant research communities and other innovation partners
- Providing guidance on public funding schemes an enterprise can apply for
- Providing tips and advice on how to write a good application

The service, which is free of charge for users, is funded by the City of Oslo and the Ministry of Local Government and regional development. The competence brokers form part of the City of Oslo's initiative to strengthen research-driven development in the business sector in Oslo, based the three innovation districts of Oslo Science City, Hovinbyen, Circular Oslo and Punkt Oslo.

All together, competence brokers have more than 100 years of experience with working on innovation work in enterprises, change and restructuring, international marketing and navigating financial schemes. Enterprises and municipal entities that wish to establish research ties for the first time and companies in a phase in which it is natural to apply for EU funding, can obtain useful advice. Just get in touch.

«We have received invaluable help to find the most relevant funding schemes for our enterprise.» Torbjørn Sortland.»

Torbjørn Sortland – Founder and CEO of Safe Design, who has created a new and scaffolding-free safety solution for solar panel fitters.



Per Olve Tobiassen

Competence broker green transition and circular economy,
Innovation in the public sector and across industries
perolve@spinonas.no

Per Olve coordinates the team of competence brokers and has long experience as an innovation adviser, for, among others, his own consultancy company Spin On. He is a graduate engineer with diverse experience of working for small and medium-sized companies and large technology enterprises in the Kongsberg area, where the business sector has a high-tech and international profile.

Per Olve has worked in everything from change management and the green transition to product and process innovation at a very detailed level. He has long experience of linking enterprises to the right research communities and, like his competence broker colleagues, has a full overview of the funding schemes available. He is also on hand to provide useful tips about how innovation partners can clarify expectations and commitments before they commence work on a common project, thus ensuring that everyone knows the lay of the land.

Per Olve has an above average interest in bikes, skis and running shoes. He has gradually built up a range of equipment that means he is more interested in locking the door to his shed than to the house itself!



Trine Radmann

Competence Broker Health and Life Sciences
trine.radmann@norwayhealthtech.com

Trine is Head of International Affairs at Norway Health Tech, which develops and industrialises new health technology and new world-class treatment solutions. She managed the Confederation of Norwegian Enterprise's Brussels office for many years, has worked on the Ministry of Foreign Affairs' industry policy initiatives and as a director of communication in the energy sector.

Trine has long experience of international marketing and substantial insight into the conditions required for successful business development for enterprises competing in an international arena. She knows which funding schemes are appropriate for enterprises in different phases and has a good overview of medical technology research communities in Norway and abroad. Enterprises that require clinical testing of new health solutions will also benefit from Trine's network.

When Trine is not at work, she enjoys taking her fully grown Great Dane on walks. Weighing in at 65 kg and notoriously curious, it ensures that any walk in nature is an effective strength training session!



Vegard Sæterøy

Digitalization and artificial intelligence

vegard.saeteroey@aider.no

Vegard is an innovation advisor at Aider Innovation (formerly E11EVE), which assists companies with innovation and development. He has a master's degree in innovation and management and solid experience from project and business development, especially related to digitalisation and artificial intelligence (AI). Vegard has previously worked as a digital business developer in Lindbak and as a business advisor and competence broker in innovation company

Skåppå. He is good at seeing the connection between a company's goals and development needs – and to find research partners who can contribute to realising the ambitions. Enterprises that want to develop by researching the use of AI or digitalisation – regardless of industry – would benefit from talking to Vegard.

Vegard is a curious soul who, according to his own statement, snoops around disproportionately on Youtube and in various podcasts. Still, he also finds time for outdoor life and football – and to follow up on an ever-growing internship program he helped start in the Gudbrandsdalen valley.



Nina Simon

Circular economy

Nina@nfta.no

One of Nina's obvious strengths as a competence broker is that she has sat on "most sides of the table". She has a solid international education with a ph.d. in natural sciences and extensive experience from both academia, research, the state aid support system, project generation, entrepreneurship and other business sectors. Today, Nina works as R&D Manager at NF&TA, a Cluster organisation working for sustainable value creation in the textile industry.

One of the nicest things Nina knows is to connect good ideas with project partners who may not have thought of each other in the first place. Most companies connected to the fashion and textile value chain can benefit from a chat with Nina, especially those who are engaged in retail, service development, collection, sorting or reuse. She particularly encourages companies that can help fill the gaps in the circular economy value chain, to get in touch. She is also a supporter of more public-private cooperation, because she believes it is needed to solve the complex challenges in the transition to a more circular economy.

In her spare time, Nina spends most of her time on horseback. Together with My Luck, she finds peace – and preferably also a good idea or two.



Gisle Mardal

Circular economy

Gisle@nfta.no

Gisle has solid knowledge of circular economy and of the textile industry's challenges related to sustainable value creation. He knows the industry from both the inside and the outside: After a design education in London and an international career as a fashion designer, he took a master's degree in innovation and Entrepreneurship. Since then, he has worked to create framework conditions that can provide a viable and sustainable textile industry. Gisle has been

central in the development of the NF&TA business cluster, which is a national innovation and competence environment for the textile and fashion industries in Norway. He has previously been CEO of the Norwegian Fashion Institute and Manufacture Oslo. He also has business policy experience and developed the initiative for creative industries in the national association Abelia in NHO. Today, Gisle is responsible for development for NF&TA. As a competence broker, he benefits from extensive experience from working in intersection between research and innovation. He is also a first-class Guide to relevant sources of funding for new research and innovation projects. Gisle has a creative vein and likes working with his hands. In the summer, he likes to grow plants and uses his green fingers in the garden, otherwise you will often find him with his nose in a good book.



Katja Kerschke

Competence broker green transition, circular economy,
Digitalisation and innovation in the public sector

katja@solenergiklyngen.no

Katja is a project developer and EU advisor in the Solar Energy Cluster, a trade association with more than 150 partners. Like with her birthplace – the Hanseatic city of Hamburg – Katja has always been internationally oriented. She has worked with Marketing, communication and business development in DNV GL, one of the world's largest classification societies. She has also worked at Innovation

Norway's office in Hamburg for many years. There she first worked to help Norwegian companies enter the German market, subsequently on getting German companies to invest in Norway. Katja has experience with different industries and particularly solid knowledge of the maritime industry and renewable energy. She will be a good sparring partner for both start-up companies, the SME segment and larger players in terms of financing, business models and efforts towards international markets. Katja has a large network not only in Norway, where she has lived since 2019, but also internationally. In addition to her mother tongue German, she speaks fluent in English, very good Norwegian and Spanish for holiday use. After work, Katja likes to start skiing. For someone who grew up in Hamburg, Norwegian snow is an indisputable climatic upgrade.



Ola Rostad

Competence broker green transition and circular economy,
Innovation in the public sector and across industries
ola@solenergiklyngen.no

Ola worked in the circular economy long before any of the rest of us had even heard of the term. He runs the consultancy company Tretorget, which was established in 2002, and works for the business clusters Norwegian Wood Cluster and The Norwegian Solar energy Cluster. He has long management experience from the forestry and timber industries, including from the Norwegian Forest Owners' Association.

Ola knows all about owning a business and looking for partners and funding to bring good ideas to fruition. He has a full overview of the funding schemes available to enterprises that wish to reduce their climate footprint and become part of a healthier economic system. He confidently navigates various research fields to find the right competence for different enterprises and has useful tips on how to write a good application. As a competence broker, Ola can provide assistance at an early stage of the process. He can help enterprises to clarify their situation so that they can spend time and energy on the right challenges.

Ola likes to spend his spare time with his chain saw and wood splitter, and finds chopping wood relaxing

