



EDF – Solita's experiences

29.4.2025 Janne Niinivaara

SOLITA



DEFENCE AND SECURITY ADVISOR, SOLITA

Janne Niinivaara

Former Finnish Defence Forces officer, currently working in a digitalization consultancy company Solita as a defence domain expert.

- C4 background in FDF
- Operational experience in the UN and NATO missions
- Focus in the application of modern digital solutions in the defence domain
- People-centric approach for tech
- Passion for wargaming and military history, especially renaissance and early modern warfare



10+

Years of defence expertise

6+

Years in the tech industry

We create value from data in a connected world.

Our aim is to create lasting impact by:

- Utilizing data and IT
- Combining them with human insight
- Cooperating with our tech partners

TURNOVER IN
2024

250+M

- Founded in 1996
- 2200 employees
- 10 countries
- 29 cities



- 1 Software development
- 2 Strategy
- 3 Data & AI
- 4 Design
- 5 Cloud
- 6 Connectivity

Finland

Helsinki, Tampere, Oulu,
Turku, Lahti, Kuopio, Vaasa,
Joensuu, Jyväskylä, Pori

Denmark

Copenhagen, Aalborg,
Glostrup, Vejle

Sweden

Stockholm, Gothenburg,
Malmö, Skellefteå

Poland

Warsaw, Tychy

Germany

Munich, Berlin

Belgium

Leuven, Ghent

Estonia

Tallinn, Tartu

Norway

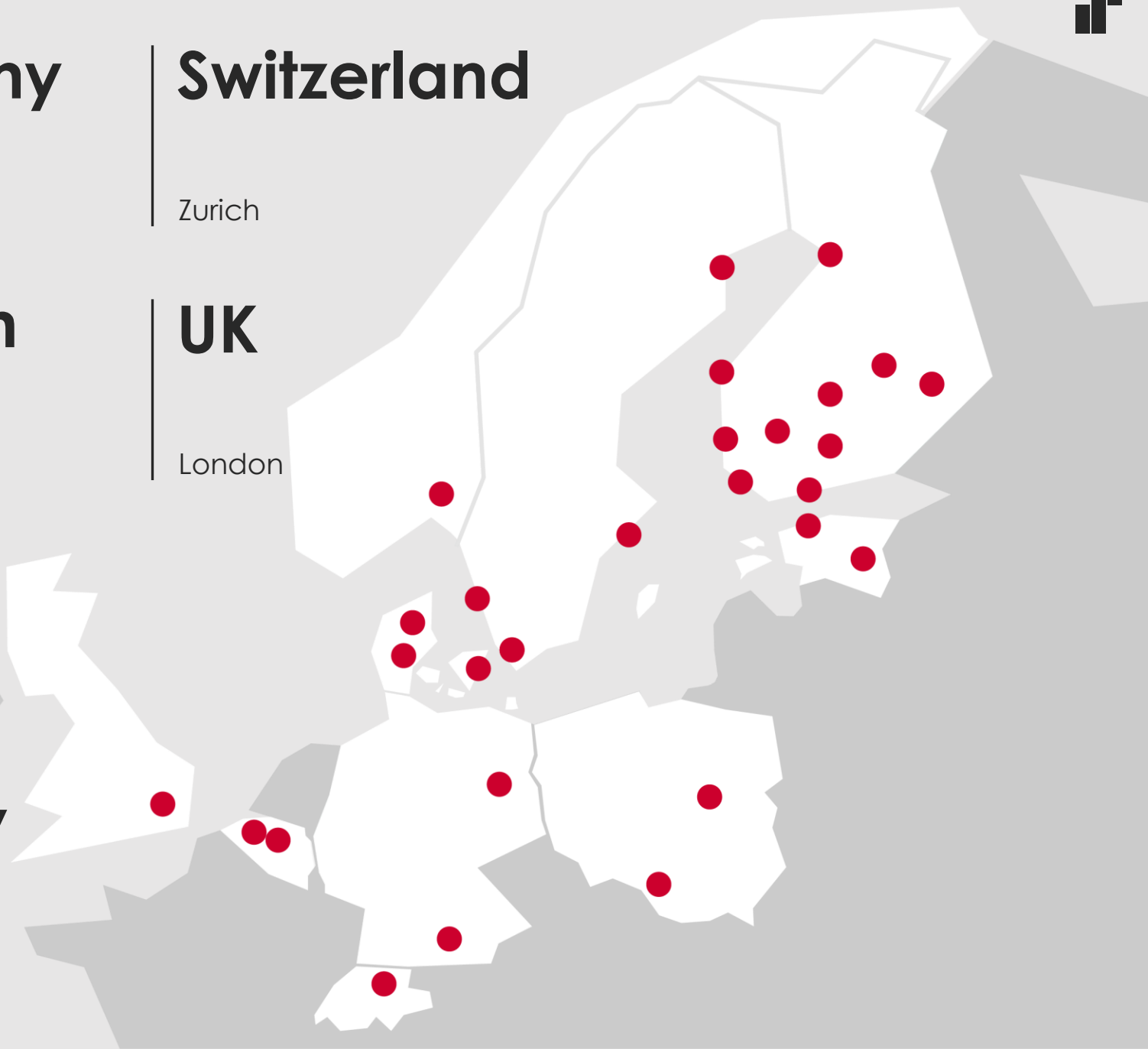
Oslo

Switzerland

Zurich

UK

London



BadB

GNSS-free navigation and geolocation of objects based on satellite imagery maps and other sensor data.



Short description of the project:

BadB will develop improved navigation solutions for land and aerial vehicles by employing state-of-the art machine vision algorithms.

BadB will focus on navigation solutions for land and aerial vehicles without relying on global navigation satellite systems (GNSS). This will be achieved by using satellite maps data and machine vision algorithms to determine the position of the vehicle. Specific objectives include the development of weather independent up-to-date satellite imagery maps for unmanned aerial and ground vehicles, development of a machine vision module, an image recognition system and development of a path planning system, based on sensor data, cross-platform data sharing and swarming.



**EUROPEAN
DEFENCE
FUND**

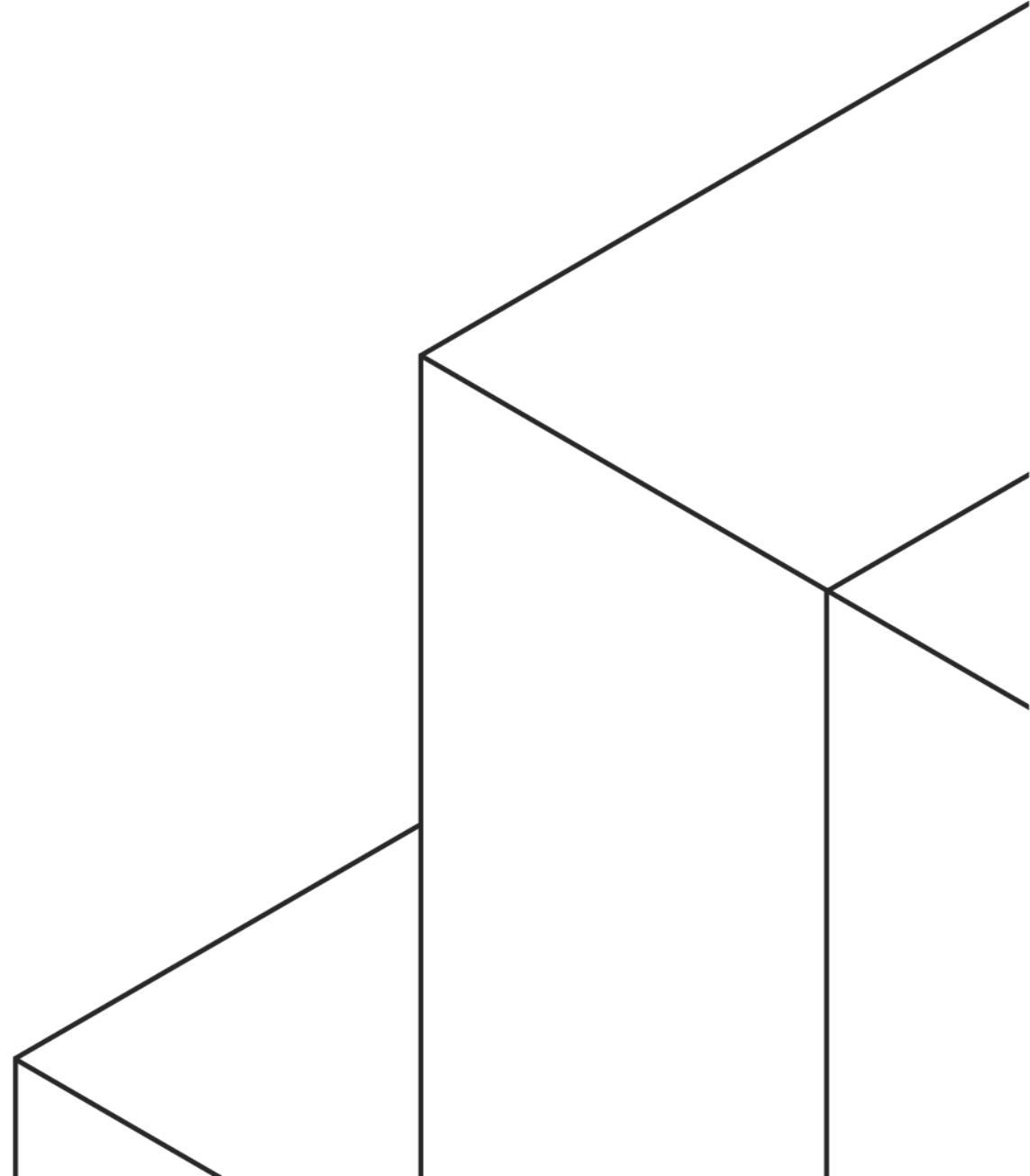
Members of the consortium and country of establishment:

- KrattWorks OÜ (Coordinator), Estonia
- GIM OY, Finland
- KappaZeta OÜ, Estonia
- RIGR AI LIMITED, Ireland
- Solita (subcontractor), Estonia and Finland



How we ended up in the BadB project?

Hints, tips, observations





Motivation for EDF or similar funding tools

GET YOUR STRATEGY STRAIGHT

European funding tools are naturally ways to improve financial means for RDI, but make sure they align with your strategy.

To get maximal value out of funding, think what you want to achieve in broader scope.

RDI boost

The RDI should naturally align with your own RDI targets and strategy

Visibility and credibility

EU-funded projects provide visibility, and especially participating in EDF gives the organisations added credibility.

Networks

Participating in multi-national funding programmes will improve your international networks.

Business opportunities

Think not only the project in question and the business may bring, but the additional ones through your new networks.



What to prepare for

PLAN WELL TO REDUCE NASTY SURPRISES

European funding tools are strictly controlled.

The amount of work to have a winning application is not small. Multinational consortia require a lot of communication and aligning.

Be extra careful with all the official documents, and make sure you are in line with EU capability needs.

Cultural differences

You will be working with other cultures, typically in broken business English. Have open mind, things may differ from Finland.

EU bureaucracy and delays

EU taxpayers' money require strict control, so the amount of paperwork is substantial. Be thorough to submit everything requested.

Government support needs

For the EDF, MoD and FDF support is most likely required. Form contacts and try to have dialogue as early as possible.

Work investment

Networking, building consortium and prepping for the application all takes quite a lot of work – and that is just the beginning.



Few hints

AUGMENT YOUR OWN CAPABILITIES

Use external help

External consultants can help preparing for the call.

If consortium does not have previous experience, using external consultants is highly recommended.

Universities and research institutes often have good experience, and they give extra points in the calls.

PERSONAL CONTACTS ARE THE BEST

Network, network, network!

Meeting face to face is always the best!

Participate in European and local events to find partners and consortia. You can get access to otherwise limited information and knowledge.

Increase your visibility as much as possible.

Plus gain confidence working internationally.

TIME IS A LIMITED RESOURCE

Start early

Start looking for consortia early, preferably before the calls are announced

Try to get access to the draft call documents if possible. In many countries drafts are in circulation for the industry. You get the idea of potential calls. Largest calls are prepared well in advance.

Look for the 2023 EDF videos to learn.


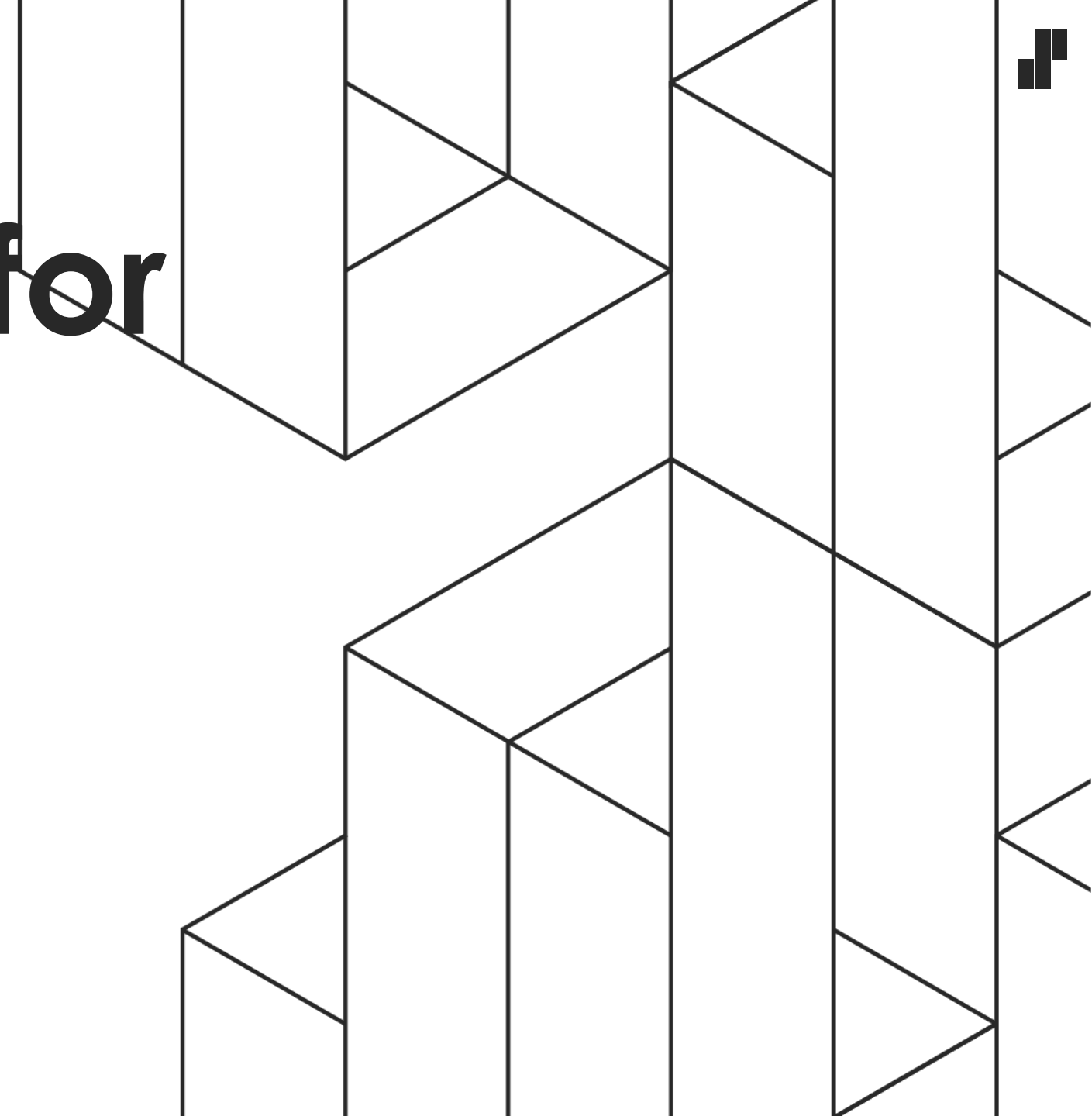


**Things are not
always so
straightforward as
they look.**



**EDF is a good tool, just
be smart with it.**

**Aim for the partners who
are easy to work with
and share your
ambitions.**



Thank you for your attention!

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