

How do you bring
together big and
small companies
interested in
collaboration
across **three**
countries?





Project Timeline

Scale-Able journey and highlights

Project starts

April 2023



Preparation & company onboarding

Laying the groundwork by onboarding scaling companies and corporates from Sweden, Finland and Estonia in preparation for the very first matchmaking event.

2

Matchmaking in Norrköping

The first matchmaking event brought together corporates and scaling companies from Sweden, Finland and Estonia across multiple sectors over two days. We also got to celebrate our partner Ignite Sweden's 100th matchmaking event!

48

SMEs

15

Corporates

96

Meetings

“We encountered such enthusiasm. It’s very inspiring. I am impressed by the scaleups we met and how passionate they are about their missions.”

Sam Nicander
Head of Engineering at Saab



3

Follow-up & preparation

Follow-up meetings with participating companies to assess collaboration progress and potential, while preparing the next themed matchmaking event.

4

Matchmaking in Stockholm

The second matchmaking event focused on energy and the green transition, and included a reversed pitch session where corporates presented why SMEs should collaborate with them.

48

SMEs

15

Corporates

104

Meetings



5

Continued follow-up & preparation

Ongoing support to companies as collaborations progress, combined with preparations for the final matchmaking event with a new focus area.



“All the startups I met were very well prepared and it was very easy to talk to them. They align closely with what we are looking for, so our needs were very well matched with the startups.”

Kaisa Einsok,
Lead Product Manager at Eesti Energia

6

Matchmaking in Tallinn

The third and final matchmaking event took place in Estonia, with the theme of dual-use and secure tech connecting companies to address emerging security and resilience challenges in the region.

45

SMEs

13

Corporates

73

Meetings



“This Cross Baltic opportunity enables us to communicate with other big companies in the nearby countries as well. So that’s very good”

*Eetu Silvennoinen,
Software Engineer at Oinride*

273

Meetings

32

Corporates

132

SMEs

18

Success stories

50%

Follow-up processes

2,5

Years

3

Countries

Interreg



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