



Business development services

The business development services for companies are consulting and training services offered by ELY Centres, enabling you to develop your company easily and quickly. You will get an experienced management expert to help your company, or you will develop your business skills with top trainers at a reasonable cost. The services are intended for Finnish SMEs with the potential to develop and grow their business and to employ people. The Business development services consist of Analysis, Consultation and Training Services.

An **analysis** comprehensively maps the current state of your company's business activities and clarifies its competitive advantages together with an expert. The analysis will produce a concrete development plan for your company, which defines its objectives, development targets and the necessary measures for the following 2-3 years. After the analysis, your company can utilise the ELY Centre's Consultation Services or other business services.

The ELY Centre's service is intended for SMEs that have established their operations and wish to develop in a systematic and long-term manner. Your company may be seeking growth in Finland or internationally, making its operations more efficient or planning a change of ownership, etc.

An analysis generally takes one day and costs the company EUR 260 + VAT/day. In some cases, the service may be granted for two days.

The ELY Centre's **Consultation** Service is intended for SMEs that have established their operations and wish to increase and develop their activities. There are no restrictions concerning sector or company form. Consultation on the commercialisation of innovations can also be granted to early stage companies. The service is always customised to your company's needs. The Consultation Service is divided into five areas:

- Growth and internationalisation
- Productivity and digitalisation
- Marketing and customer relations
- Management and personnel
- Commercialisation of innovations

Before applying for the Consultation Service, your company's current status and development needs must be assessed, for example, in the Analysis Service. If your company's current status has been assessed otherwise and the need for development is known, you can apply for the Consultation Service without going through the Analysis Service.

A consultation generally takes 2-5 days and costs the company EUR 325 + VAT/day. Consultation is available for at most 15 days every three years.

The **training** we offer is intended for SME managers and key personnel.

Training programmes:

- Managing Growth
- Management of Finance and Productivity
- Management of Marketing and Customer Relationships



Training includes 10 training days and two consultation days per participant, during which we will focus on a specific area that is central to your company's needs and objectives. The price is EUR 1,590 + VAT/participant.

Applying for services

Contact the ELY Centre: We will assess your company's situation and needs and, if necessary, help in finding a suitable expert.

- [ELY Centre contact information](#)

You can also find information on what expertise each of our experts has in [expert search \(only in Finnish and Swedish\)](#)

Submit an application in the [Regional administration e-service](#).

An effort is made to issue a decision within around one week of the date of receipt of the application.