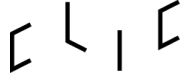




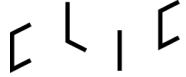
Terms of engagement

- 1) Entry rules with “lobby procedure”. Open lobby for everyone to join the ecosystem and entry procedure via entry form. Approval to ecosystem if the following prerequisites are met:
 - 1) The organisation can nominate/name a dedicated contact person who can contribute, invest time and effort for participating the join co-creation
 - 2) Organization has to fit to the network value chain or have an idea. Written description of 1) business areas related to the ecosystem and 2) nominated specific interests why to join the ecosystem (could be standard check boxes for all members)
 - 3) A written statement for the motivation to join, expected input from the organization and what the organization expects to get out from the ecosystem work
- 2) No entry fee for the ecosystem at this point (possible options small running attendance fee or project success fee in the long run).
- 3) Selection criteria's (see slide 4 for the entry questions).
- 4) Free exit at anytime with notification from leaving member. Additionally member can be asked to leave the ecosystem during the participation period if the relationship rules are not met.
- 5) No ecosystem level contracts. Contracts apply once the project start to build into consortiums.
- 6) Shared decision making. Do we need steering group?
- 7) All member rights are equal (see relationship rules no. 2)
- 8) All parties can be involved in open innovation phase: the ideation, selection of the ideas and innovation
- 9) The ecosystem communication efforts are shared joint efforts supported by each organizations own communication



Entry rule questions

- 1) Name of the company
- 2) Name of the contact name, e-mail and phone number (name a dedicated contact person from your organization who can contribute, invest time and effort to participate in the joint co-creation sessions)
- 3) Name your organizations business area or area of expertise
- 4) Describe how your organization's business or areas of expertise relate to [GreenE²](#) ecosystem. Do you have specific interest or idea how to fit to this ecosystem's network value chain?
- 5) Write a short statement about what is your motivation to join and what you expect to get out of the work with [GreenE²](#) ecosystem



Relationship rules

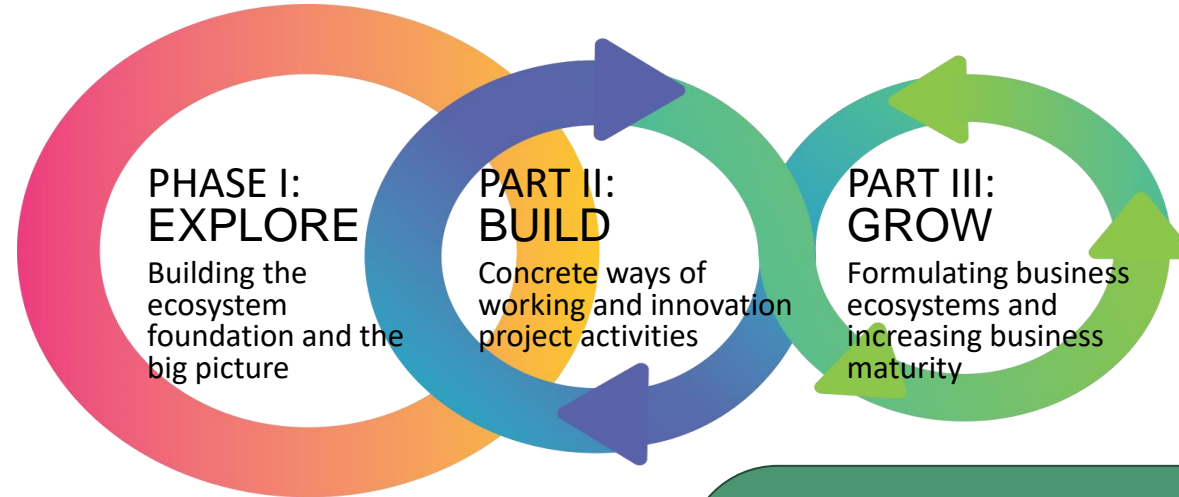
- 1) **Reciprocity** shall form the foundation of all cooperation striving for mutually beneficial goals.
- 2) **Autonomy** of each party shall be respected through balanced interaction that ensures equality between the parties throughout the cooperation but also in respect of their individual interests.
- 3) **Honesty** shall guide the parties' communications, which shall be characterized by open-minded, sincere and authentic information sharing, which thrives mutual understanding of greater good.
- 4) **Loyalty** shall safeguard respect towards other party's interests by establishing an equitable and unbiased relationship.
- 5) **Equity** shall help us in navigating unpredictable situations where unequal distribution of benefits is justified for risks taken or investments made whilst preserving the parties' motives for the relationship.
- 6) **Integrity** shall be the guiding principle for creating trust in our words and actions, which will translate into mutually aligned decisions yielding extraordinary results for common good.

* source: Wärtsilä ecosystem guide

Ekosysteemisäännöt eri vaiheissa

PÄÄPERIAATTEET KÄYNNISTYSVAIHEESSA:

- Avoin pääsy ekosysteemin työpajoihin, roadmap- ja visiotyöhön, projekti-ideointiin ja partneroitumistapahtumiin
- Projekteissa noudatetaan projektikohtaisia, rahoittajien vaatimia säädöksiä
- Ekosysteemin toiminnan yritysrahoitus kootaan vapaaehtoisista vuosikontribuutioista ja muiden osalta hankekohtaisilla valmistelumaksuilla, jotka ovat yhtä suuret sekä EU- että kotimaisissa yhteisprojekteissa
- Liittymissäännöt ja hinnat ovat samat kotimaisilla ja ulkomaisilla toimijoilla; hinnastossa on huomioitu eri kokoisten yritysten maksukyky
- Explore-vaiheen lopussa tarkistetaan valitun rahoitusmallin toimivuus ja siirrytään tarvittaessa vahvemmin vuosimaksumalliin



PÄÄPERIAATTEET BUILD-VAIHEEN ALUSSA:

- Toiminnan fokus on projektitoiminnassa
- Projekteissa noudatetaan projektikohtaisia, rahoittajien vaatimia säädöksiä
- Projektikohtaisissa konsortiosopimuksissa pyritään IPR:n suhteen sopimaan tavalla, joka mahdollistaa myöhemmän business-ekosysteemin muodostumisen ja toiminnan
- Pääsy ekosysteemin ydintyöhön edellyttää LOIn allekirjoittamista

PÄÄPERIAATTEET GROW-VAIHEESSA:

- Toiminnan fokus on projektitoiminnassa
- Projekteissa noudatetaan projektikohtaisia, rahoittajien vaatimia säädöksiä
- Projektikohtaisissa konsortiosopimuksissa pyritään IPR:n suhteen sopimaan tavalla, joka mahdollistaa business-ekosysteemien muodostumisen ja toiminnan
- Kukin syntyvä business-ekosysteemi sopii omat sääntönsä
- Pääsy innovaatioekosysteemin ydintyöhön edellyttää LOIn allekirjoittamista