

Session B: "Entrepreneurship in the KIC thematic areas: sustainable energy, climate change adaptation and mitigation, future information and communication society"

SPEAKER PROFILE: Hannu TALVITIE - Research Manager, Vaisala Oyj



Hannu Talvitie received his M.Sc. and Dr. Tech. degrees at the Helsinki University of Technology, in Electrical Engineering in 1993 and 1998, respectively. His research area focused on optical measurement science, in particular, molecular laser spectroscopy, laser cooling and trapping of atoms, and development of advanced semiconductor laser technologies.

After joining Vaisala Oyj in 1998, Talvitie focused on development of new sensing technologies for industrial gas measurements and atmospheric monitoring applications. A major outcome of this work is the new SPECTRACAP oxygen sensing technology platform and business area for Vaisala.

In the mid 2000's he started to get interested in strategy and business development as an essential part of technology commercialization and innovation. Consequently, he developed practices and processes for Vaisala's innovation management and venturing. During the past two years, he has lead the renewal of corporate strategy, and been the change leader and program manager for the strategy implementation; restructuring the organization, roles and responsibilities, defining the operating model, as well as the strategy and planning process. During the history of Vaisala, this has been the biggest change - transformation from a product and technology-driven to market-driven technology company. Talvitie is currently working as Business Development Manager, responsible of the corporate strategy and business planning process, as well as mergers and acquisitions for one of the three business areas.

Talvitie has published over 30 scientific articles in refereed international journals and conference proceedings. He is also a Board member of Ursa Astronomical Association, an organization with 14 000 members, and been in 2000-2006 a board member and vice chairman of Optoelectronics Research Centre, origin of 10 spin-off companies, lead by Prof. Markus Pessa.

VAISALA

COMPANY PROFILE: Vaisala Oyj

Vaisala is a global leader in environmental and industrial measurement. Building on more than 70 years of experience, Vaisala contributes to a better quality of life by providing a comprehensive range of innovative observation and measurement products, systems, solutions and services for meteorology, weather critical operations and controlled indoor environments. Headquartered in Finland, Vaisala employs over 1200 professionals worldwide and is listed on the NASDAQ OMX Helsinki. The net sales for 2008 was 242 million euro.

Worldwide presence

Vaisala's main markets cover Europe (35%), North America (28%) and Asia Pacific (32%). The 27 offices are located around the world: Australia, Canada, China, Finland, France, Germany, India, Japan, Malaysia, Sweden, the UK, the United States, and the United Arab Emirates.

Customer base

We serve customers in over 120 countries worldwide. Our customers include authorities in e.g. meteorology and climatology, hydrology, airports, defense, road maintenance, wind energy, cleanrooms and chambers, building automation, and a number of other industrial applications.

Research and development

The key to Vaisala's success is its diverse research and development activity. Vaisala invests over 10% of its net sales to R&D. The Group's R&D activities are located in Finland, the USA, the UK, and Germany. Approximately 20 percent of Vaisala's personnel work in R&D.