

TERMS & CONDITIONS - FINLAND

COMMITMENT TO PARTICIPATE IN THIS YEARS CLIENT AND INDUSTRY STUDY

By submitting the client list, I, as the responsible contact person for the firm, confirm that I have read and understood the rules governing the Firm of the Year client and industry study. I also confirm that the firm I represent agrees to comply with these rules.

The purpose of these rules is to ensure that the study provides a fair and representative picture of the firm's client base and their experience of the services provided.

Participants who do not comply with the rules risk being excluded from the study.

Goodfeed AB handles all submitted client data confidentially and in accordance with applicable GDPR regulations. By using Goodfeed's services, you accept our Data Processing Agreement (DPA), available here: <https://aretsbyra.se/wp-content/uploads/2025/12/personuppgiftsbitradesavtal-arets-byra.pdf>. If you require a digitally signed version, please contact us and specify the email address to which the agreement should be sent.

RULES & ELIGIBILITY REQUIREMENTS

Selection of Clients

Urval av kunder

General principle

- Each client included must represent a genuine and ongoing collaboration of commercial significance for the firm during the last 12 months.
- It is desirable that the firm includes as broad a selection of clients as possible (both larger and smaller engagements), as long as they meet the criteria below. These criteria represent minimum requirements, and we strongly encourage firms to include more clients than the minimum to strengthen the quality of the study.

The purpose of these rules is to ensure that the selected clients represent real and commercially meaningful collaborations, while encouraging firms to include as many qualified clients as possible.

Scope of Collaboration

The client must have purchased services corresponding to a commercially relevant amount relative to the size of the firm, according to the following guidelines:

- Small firms (turnover up to 2 MEUR):
The client should have purchased services corresponding to at least approx. 5,000 EUR excl. VAT.
- Medium-sized firms (turnover between 2-10MEUR):
The client should have purchased services corresponding to at least approx. 10,000 EUR excl. VAT.
- Large firms (turnover over 10 MEUR):
The client should have purchased services corresponding to at least approx. 20,000 EUR excl. VAT.

These guidelines serve as support — the purpose is to ensure that the client base included in the study is commercially relevant in relation to the size of the firm.

Minimum Number of Clients

To participate in the study, a firm must submit a minimum number of clients. The purpose of these guidelines is to ensure comparability and reliability in the results. However, we encourage all firms to include more clients than the minimum requirement to strengthen the quality of the study.

- Small firms (turnover up to 20 MEUR): Minimum 10 clients

- Medium-sized firms (turnover 2–10 MEUR): Minimum 15 clients
- Large firms (turnover over 10 MEUR): Minimum 20 clients

Non-Eligible Clients

The following clients may not be included:

- Clients within the same corporate group as the firm
- Pro bono or non-commercial engagements
- Clients without economic substance relative to the firm's turnover

Firm Requirements

You must have a Finnish organisation number and operate a firm/consultancy business.

** Goodfeed reserves the right to amend the above Terms & Conditions.*