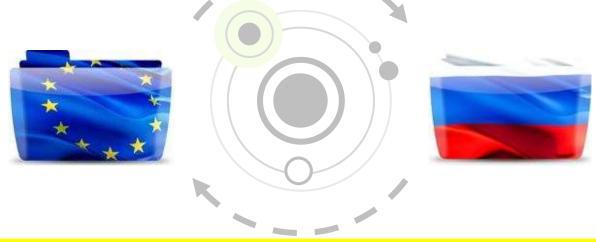# Gate2RuBIN

РОССИЙСКАЯ БИЗНЕС-ИННОВАЦИОННАЯ СЕТЬ

Gate2RuBIN project* *as an effective tool for the Russian economy modernization in the framework of cooperation with the EU countries

enterprise
europe
network

Key instrument of economic modernization of Russia

- Joint EU-Russia initiative "Partnership for modernization"

- State support for business and technological cooperation between Russian and European SMEs

- Federal funding of the Project – **Ministry for Economic Development of Russia** and **the State Foundation for Assistance to Small Innovative Enterprises (FASIE)**

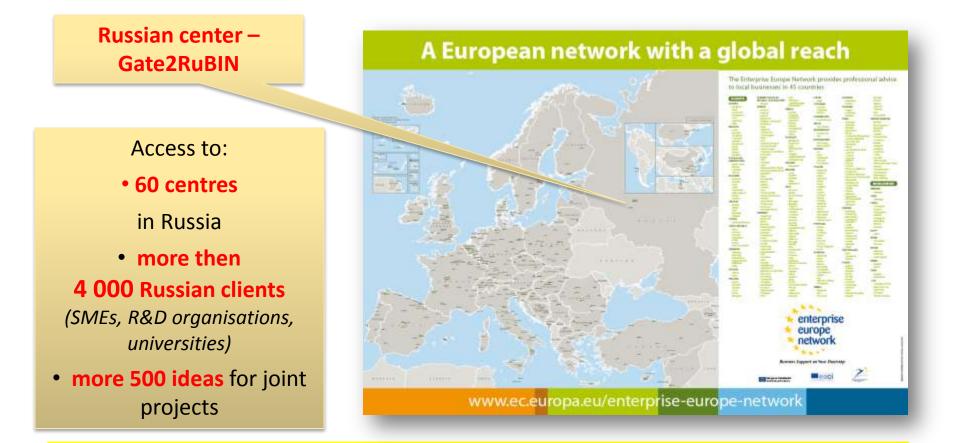# Enterprise Europe Network: Key facts & figures

- **Start:** January 2008, long-term perspective until 2014

- **370 million €** Community contribution from **Competitiveness and Innovation Programme** – CIP (till 2014)

- **577 organisations** (regional chambers of commerce and industry, technology and innovation agencies, sector associations)

- **About 3.000 staff** providing specialised services to SMEs, R&D organizations and Universities

- **60 EC people from EACI/European Commission** coordinating EEN centres

Enterprise Europe Network **is presented in 45 countries:**

- in **EU 27**

- in **8 CIP Countries:** CRO, FYR, ICE, ISR, MON, NOR, SER, TUR

- in **15** other Third Countries**:** ARM, CHIL, CHIN, EGY, **RUS**, SWI, SYR, USA, S. KOR, MEX etc.

Russian center – Gate2RuBIN

Access to:

• **60 centres**

in Russia

• **more then**

4 000 Russian clients
(SMEs, R&D organisations, universities)

• **more 500 ideas** for joint projects

A European network with a global reach

The Enterprise Europe Network provides professional advice to local businesses in 45 countries

enterprise europe network

www.ec.europa.eu/enterprise-europe-network

Russia in Enterprise Europe Network

Gate2RuBIN consortium

The Gate2RuBIN project is implemented by a consortium of **three network organizations**:

Russian Agency for Support of Small Medium Business (RA)
since 1992, 50 SIORA network members in 50 regions of the RF

Union of Innovation Technology of Russia (RUITC), coordinator
since 2002, 31 members in 19 regions of the RF

Russian Technology Transfer Network (RTTN) Nonprofit Partnership
since 2001, 65 members in 29 regions of Russia and 3 CIS countries

Russian Federation participates in Enterprise Europe Network under **Article 21.5 of CIP via Gate to Russian Business and Innovation Networks** (Gate2RuBIN) project

THE MAIN GOALS ARE:

- **assistance to the development of international and technological business co-operation** between SMEs, R&D organisations

- **support infrastructure of Russia and EU**, contributing to their competitiveness.

The Consortium **receives the public support** for implementation of Gate2RuBIN's project from the Ministry for Economic Development of the Russian Federation (MED RF) and the State Foundation for Assistance to Small Innovative Enterprises (FASIE).

Gate2RuBIN operational model

Gate2RuBIN specificity

- Usually, a partner of the Enterprise Europe Network is a consortium of regional organisations providing **direct services to regional clients**.

- The **EEN-Russia** is formed by 3 bodies - coordinators of 3 networks of federal level that enter EEN as an **integrated network**.

- Services for SMEs and R&Ds **are provided by EEN-Russia partners** (Project Coordination Team - PCT) and via **selected members of the networks** .

- **The role of PCT** is animation, coordination of RF-EU and RF-RF relationships, methodological support for regional centres, direct support of Centres and their clients in case of need.

Project Coordination Team (RUITC, RTTN, RA = EEN-Russia), 14 persons

65 Regional centres (selected via a Call for proposals Provided government support = **Gate2RuBIN network**)

Members of RTTN, RUITC, RA
Total: ~ 100 centres, 50 regions of RF
(~ 4000 SMEs, ~450 Universities and research centres)

Gate2RuBIN Delivering services

A. Business to Business (B2B) cooperation services

- Provide up-to-date information on European and Russian Directives and Regulations

- Provide specialised advice and assistance about European issues and policies

- Dissemination of RU and EU business requests and offers for cooperation in various forms:

    - joint ventures,

    - distribution,

    - trade, etc.

- Follow-up of started communications

Gate2RuBIN Delivering services

B. Technology and Knowledge Transfer services

- Information / awareness raising regarding Russian and European innovation programmes and calls

- Dissemination of RU and EU technology requests and offers (ideas for future R&D projects)

- Assistance in searching EU partners — industrial technology developers or researchers — for establishing a win-win technological cooperation

- Technology audits

- Support for companies for participation in brokerage events

- Follow-up of started communications

Gate2RuBIN Delivering services

C. Services encouraging the participation in FP7

- General awareness on FP7

- Information on forthcoming calls

- Consultancy support on FP7 rules

- Hands-on support:

    - Looking for Russian competences relevant to EU requests and promoting project ideas of Russian teams

    - Assistance for contacting with identified/potential partner(-s)

Key tools for partnership building

- **Common methodology and standards** for services

- **Networking**

- **Brokerage thematic events** (more 150 per year)
  - *35% partnerships were established through participation in these events*

- **Sector groups**
  - *Till 40% partnerships were established through personal contacts*

- **Database of offers and requests for business, science and technological cooperation (BCD, BBS)** – more 20 000 actual profiles\descriptions
  - *15% partnerships were established through matchmaking*

Gate2RuBIN results 2010

- Clients: via 10 000 SMEs
- First company visits: 2421
- BCD and BBS profiles: 591
- Expressions of interest: 1473
- Local events: 318
- Brokerage events participation: 41
- **Partnership Agreements signed: 30+** (including **13** – validated by EACI)

Events

- EEN annual conference (2008, 2009, 2010)
- International Gate2RuBIN conference (2008, 2009, 2010)
- 20 presentations at international conferences in Russia
- 300+ local events
- **Brokerage events with EEN partners** (2008, 2009, 2010)

Examples of partnerships

- **Joint development of GMOS software** for analytical processing of large economic data arrays in insurance, financial and commercial activities (Russia – Germany);

- **Joint FP7 proposal** "Active radio frequency IDs using printed carbon nanotube technology" (Russia – EU);

- **Development of a software product to support SMEs** in strategic planning and strategic investment decisions in European Union and Russia (Russia – Germany);

- **European promotion of Siberian software** for three-dimensional prospection of oil, gas and ore deposits (Russia – UK);

- **Joint business project** – production of fruit snack-bars with probiotics (Russia – Slovenia);

- **Commercial agreement on distribution** of ceramic facing materials (Russia – Italy)
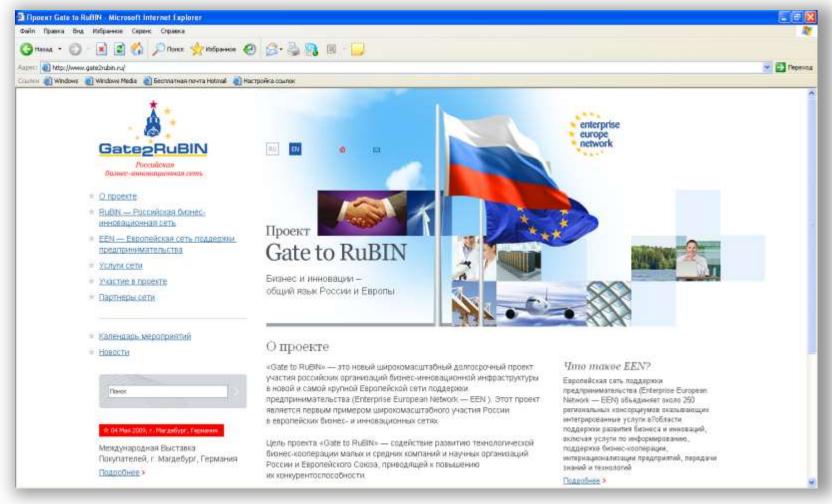
- etc.

Gate2RuBIN project's website

http://www.gate2rubin.ru/

Contacts

Russian Agency for Small and Medium Business Support (RA)
www.siora.ru
Contact persons:
    Olga Ermakova (ermakova@siora.ru, tel.: +7-499-1437332/20)
    Julia Afanasieva (afanasieva@siora.ru, tel.: +7-499-1437332/20)

Russian Technology Transfer Network (RTTN) Nonprofit Partnership
www.rttn.ru
Contact persons:
    Gennady Pilnov (g.pilnov@rttn.ru, tel.: +7-48439-95856)
    Olga Tarasova (o.tarasova@rttn.ru, tel.: +7-48439-65384)

Union of Innovation Technology Centers of Russia (RUITC)
www.unitc.ru
Contact persons:
    Yuri Krupnov (yk@unitc.ru, tel.: +7-499-7206917)
    Alexander Larchikov (lartchikov@unicm.ru, tel.: +7-499-7206917)

Thank you for your attention!

Enterprise Europe Network – Russia, Module A
Consortium Gate2RuBIN,
Russian Agency for Small and Medium Business Support

119330, Moscow, Mosfilmovskaya st., 17-B
Tel.: +7 (495) 627-82-16
Tel.: +7 (499) 143-73-20/32
Fax: +7 (499) 143-73-21
E-mail: eicc@siora.ru
www.euroinfocenter.ru
www.siora.ru