

B2B cooperation: «Federal SME support program: opportunities to support international B2B cooperation»



29.10. 2009

RUSSIAN AGENCY FOR SUPPORT OF SMALL AND MEDIUM BUSINESS



**The Russian Agency
for Support of Small and Medium Business
was established in 1992 under the initiative of the
Government of the Russian Federation and with
support provided by the Khow-How Fund of the
Government of the United Kingdom.**

**Among the shareholders are the Russian Chamber
of Commerce and Industry, the Academy named after
Plekhanov and a range of big industrial enterprises.**

**From the date of its establishment the Russian
Agency has been successfully operating on the
market of consulting services.**

PRIORITIES OF THE RUSSIAN ECONOMY: INNOVATIONS AND EXPORT

- **Dynamic entrance to global markets, fast reaction to the on-going changes, flexible adaptation of the relevant products / services – innovations and export;**
 - **Development of the Russian economy and stable growth of the level of its competitiveness – through stimulation of the Russian SME sector;**
 - **Stimulation of export potential of SME that have innovative products / services - one of the priorities of the state policy for SME support**
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STATE SUPPORT OF SME - EXPORTERS

- **Special programme of the Ministry for Economic Development of the RF (since the year of 2005) aimed at support of export oriented SME through compensation of part of their costs:**
 - for certification (obligatory requirements);
 - for participation in fairs / exhibitions;
 - on interest rate for export credits;
 - for individualization of a legal entity (branding);
 - for protection of IPR abroad.
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EXPORT POTENTIAL OF SME

Serious export
potential

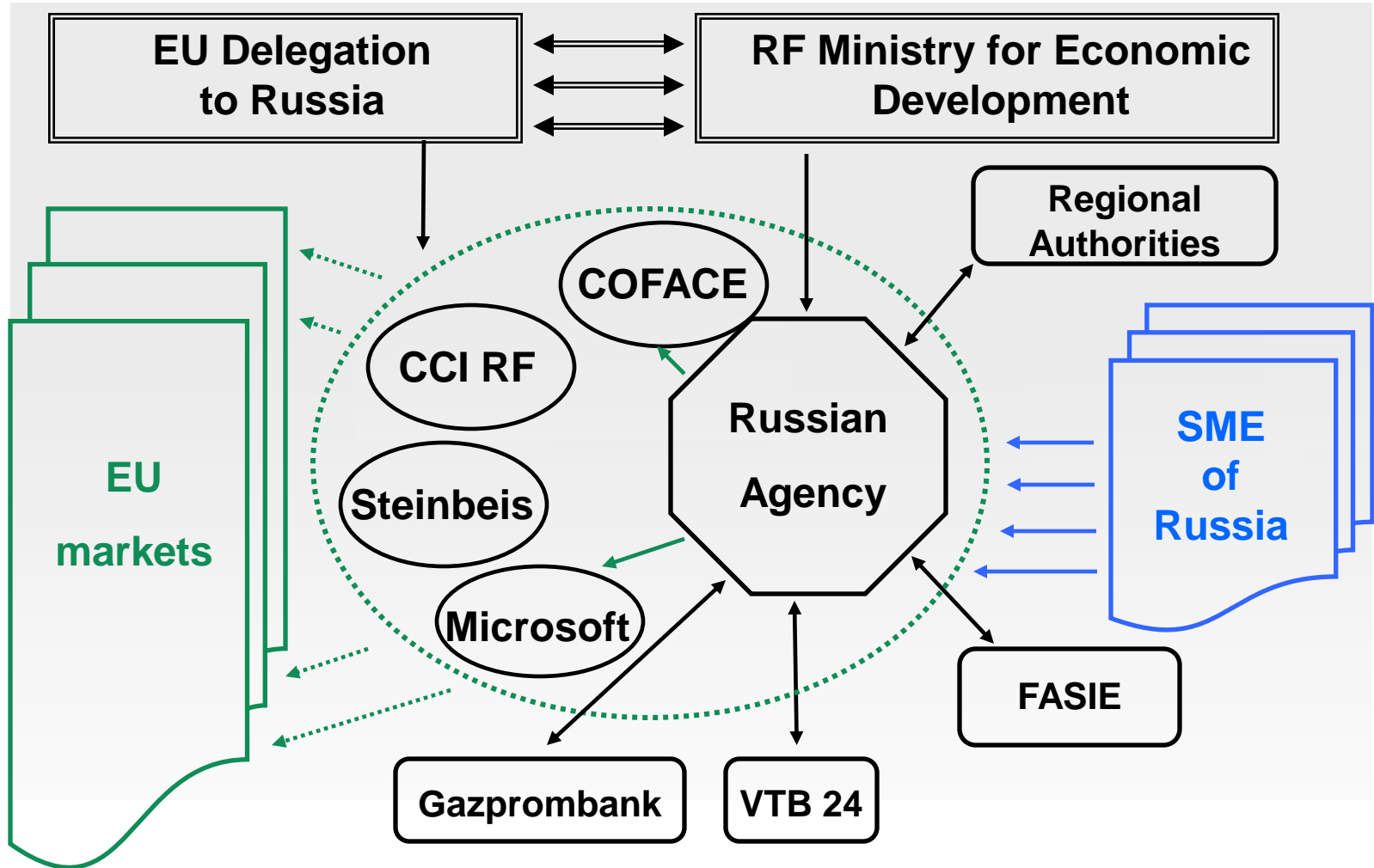


EXPECTATIONS OF POTENTIAL INTERNATIONAL BUSINESS PARTNERS

International partners would like to see:

- **Competitive innovative products / services;**
 - **Sustainable developing business able to fulfil its obligations in time;**
 - **Financially stable partner with transparent accounting and reporting;**
 - **Strategically thinking and developing business with clear cut objectives;**
 - **Business partner speaking international business language (marketing and management);**
 - **Certified company with products / services meeting international quality standards**
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SME SUPPORT AND DEVELOPMENT



Spheres of activity of pilot SME

- industrial equipment & technologies;
 - food additives and food products;
 - consumer goods;
 - small boats, yachts, floating hulls;
 - medical materials & equipment;
 - pharmaceuticals & medicines;
 - software & information protection systems;
 - security & control systems;
 - lighting devices & equipment;
 - magnets & alloys of rare metals;
 - construction materials & wood products;
 - furniture.
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EURO INFO CENTERS NETWORKS

ENTERPRISE EUROPE NETWORK



- Agreement on setting up EICC in Russia was signed with DG Enterprise in July 2007. The Russian EICC has been operating on the basis of the [Russian Agency for Support of Small and Medium Business](#) and was set up on the basis of the EU funded project EUROPAID 121069/C/SU/RU «Support to export oriented innovative SMEs».
 - Enterprise Europe Network (Enterprise Europe Network , business-innovation network) – is a new EU network for support of business and innovations; officially it was presented on February 07, 2008.
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ENTERPRISE EUROPE NETWORK MODULE A - RUSSIA RESULTS OF ACTIVITY IN 2008-2009



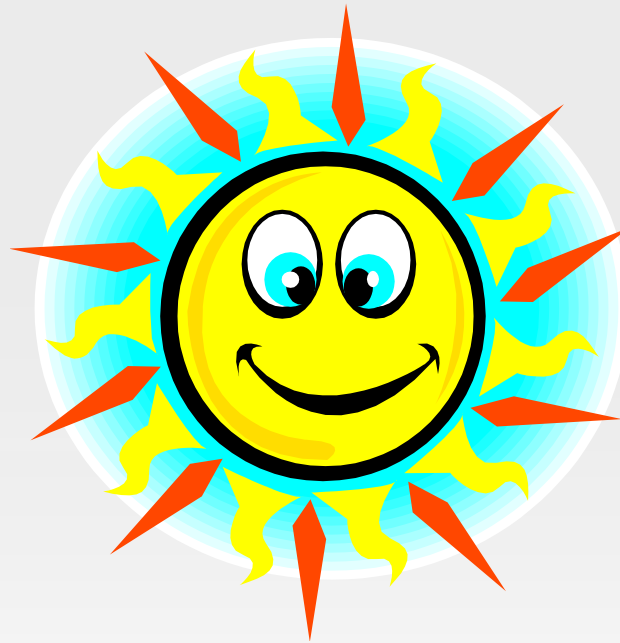
- 1. The number of Russian companies informed about EEN Module A services – more than 400;**
 - 2. The number of EU companies informed about the requests and proposals of the Russian companies – more than 1000;**
 - 3. The number of consultations on the Russian and EU markets opportunities – more than 300;**
 - 4. The number of regional brunches – 26;**
 - 5. Various events – more than 100 (conferences, seminars, round tables, training sessions, business missions of the EU companies, etc.)**
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ENTERPRISE EUROPE NETWORK MODULE A - RUSSIA ACHIEVEMENTS



- 1. The number of contracts signed between the Russian and EU companies with support of Enterprise Europe Network – 4;**
 - 2. The number of Memos of intent between the Russian and EU companies with support of Enterprise Europe Network – more than 150;**
 - 3. The Russian EEN is one of the 5 most active centres within the EU network (out of 46 countries).**
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THANK YOU !

**RUSSIAN AGENCY
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