



Gate2RuBIN

РОССИЙСКАЯ БИЗНЕС-ИННОВАЦИОННАЯ СЕТЬ



Gate2RuBIN: achievements and results 2008-2009



30 October 2009



Key indicators

- Clients: ~ 4000 (SME & R&D)
- Company visits: 900+
- Technological audits: 467
- B2B cooperation profiles (BCD): 225
- S&T cooperation profiles (BBS): 75 (validated, 223)
- Express of Interests (from RF/EU): 80/327
- Information seminars/presentations: 131
- Participation in brokerage events: 5
- Partnerships: 10 (and 15+ on negotiation stage)

Thematic priorities:

- Information and Communication Technologies
- Nanosciences, Nanotechnologies, Materials and new Production Technologies
- Energy
- Environment (including climate change)
- Health
- Food, Agriculture and Biotechnology



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)
 - Russian company from Kaliningrad developed new approaches to designing summer polders of Lithuania (Russia- Lithuania)
 - Contracts on sales of bellows expansion joints (Russia-Denmark)
 - ...
-



Information support

EU requests for

- distributorship (45%)
- representative offices in the RF, establishment procedure (34%)
- custom legislation (11%)
- certification (10%)

Russian requests for

- suppliers (38%)
 - investors (33%)
 - partners for product marketing on EU market (29%)
-



Events

- Annual EEN conference (2008, 2009)
- International Gate2RuBIN conference (December, 2008)
- 5 European Brokerage Events (ICT, Food, Aerospace) - 26 companies took part in EU brokerage events
- 10+ presentation at International conferences in Russia (RusNanoTech etc.)
- 130+ information seminars in Russian regions
- First Brokerage meeting with EU partners (29/10/09)





Methodology support

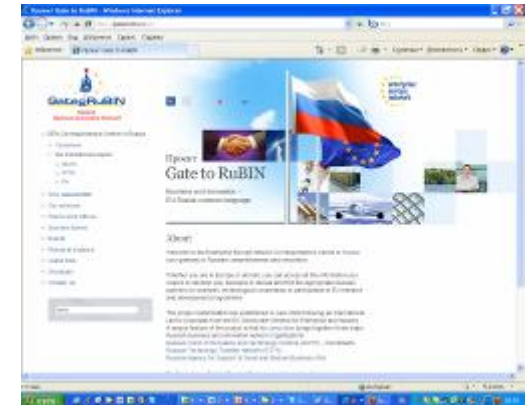
- Guidelines (9) for Gate2RuBIN centers
 - Technological audit
 - Participation in EEN Brokerage Events
 - Guidelines on Information System
 - ...
- Trainings
 - For PCT (3)
 - For regional centers (7)
- Staff exchange: between EEN North of Germany (Berlin-Brandenburg) and Enterprise Europe Network Russia (2008)





Best practice

- **Information Platform** (communication with regional centers)
- **Project Coordination Team (PCT)**
- **Gate2RuBIN Network** (Regional Centers)
 - The Gate2RuBIN Centers are specially selected for taking part in the Gate2RuBIN via special calls:
 - Module A – 26 business support organisations (call operated by RF MED)
 - Modules B,C – 26 innovation centres (call operated by FASIE)
 - They directly provide services for clients (SMEs, R&Ds)
- **Support for FASIE joint calls with OSEO and BMBF**
 - Additional motivation for SMEs and R&Ds for technological cooperation with EU partners
- **Complementary FP7 projects:** RTTN has been taking part in several FP6,7 projects (Support Actions) that fit Gate2RuBIN's mission and objectives
 - powerful enhancement of Module C activities, new services for the clients;





Brokerage Meeting on 29 October 2009

Goals were

- **increasing the visibility** among the EU partner centres of the capabilities of the EEN Centre in Russia in establishing business and technological EU-RF partnerships
- raising awareness of the **EU partner** centres about the competences of Russian companies, R&D institutes and universities interested in EU-RF cooperation.
- raising awareness of the **EEN-Russia and regional G2R centres** about the cooperation potential with the EU partner centres, presentation of EU spheres of interest in cooperation with Russia.



Catalogue



Presentations



**Meetings,
mutual interest**



Partnerships



Lesson Learnt...

- Full-scale integration of Russian business-innovation infrastructure (Gate2RuBIN project) into the Enterprise Europe Network opens **fundamentally new opportunities** for the project participants and their clients;
 - Selection of thematic priorities in the centres' operation and their work with clients should be based on the **priorities of economic modernisation and technological development of Russia** set up recently by the RF President;
 - **Integrated set of services by each centre** (Module A + Module B,C);
 - Wider Gate2RuBIN's **integration with other elements of the national infrastructure for supporting the transnational research and technology cooperation** - in particular, with EU FP7 National Contact Points (especially topical in connection with the RF associated membership application to FP7);
 - A **common mechanism** is to be developed for **stakeholders coordination and provision of public support** to the centres involved into the project, harmonised with the relevant EU mechanism applied for the Enterprise Europe Network;
 - **Expansion of Gate2RuBIN's geography** (presently, the project covers only ~25% of Russian regions).
-