



Gate2RuBIN project as a bridge between EU and Russian businesses and R&D



29 October 2009



Enterprise Europe Network in RUSSIA

- Gate to Russian Business and Innovation Networks (Gate2RuBIN)
- Official start: 12 June 2008
- Consortium of 3 bodies - **coordinators of 3 Russian networks of federal level** that enter EEN as an integrated network :
 - Union of Innovation Technology Centers of Russia (RUITC)
 - Russian Technology Transfer Network (RTTN) - Nonprofit Partnership
 - Russian Agency for Support of Small and Medium Business (RA)
- Web: www.gate2rubin.ru





Gate to ...

- Russian innovative SMEs (~ 4000)
- Universities and research centers (~450)
- Innovation centers (~ 100)

Thematic priorities:

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

- **Project Coordination Team (PCT)**
 - 14 high-skilled consultants from host organizations (RUITC, RTTN, RA)
 - The role of the PCT is **animation, coordination** of RF-EU and RF-RF relationships, methodological support for regional centres, and also **direct assistance** to companies and R&D.
 - **Regional Centers (Gate2RuBIN Network)**
 - The Gate2RuBIN Center 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)
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Gate2RuBIN results achieved on 01/10/2009

- **255** Russian business profiles in the BCD
 - 250 EOIs to Russia, 50 EOIs from Russia
 - **75** Russian technology profiles in the BBS
 - 77 EOIs to Russia, 30 EOIs from Russia
 - **8** partnership agreements (4 technological, 4 commercial)
 - (2+8) PA under negotiations
 - **2** FP7 applications
 - 10+ preliminary consortia working over FP7 applications
 - **26** companies took part in EU brokerage events (Hannover Messe, CEBIT, Taste Nutrition&Health Congress Dijon, SPACE 09 Rennes)
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Problems

- **Long** communication chain
 - **Lack of visibility** of Russian S&T competences and market opportunities
 - European EEN centers **don't know** about EEN partners in Russia (Gate2RuBIN)
 - Language and cultural **differences**
 - ...
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Brokerage Meeting on 29 October 2009

Goals are

- **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 (10 min)



**Meetings,
mutual interest**



Partnerships



Opportunities & next steps

- International programs
- National funds
- FP7
- ...

Go to Plenary Session

- **Key success factors:**

- **Mutual interest and partnership**
- **Follow up process**

Go to Sessions 1&2&3

Go to Wrap-up discussion
