



Russian participation in Enterprise Europe Network: Gate2RuBIN project as a tool for EU-RF business and technological cooperation

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The Russian Federation in Enterprise Europe Network

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

Cooperation Agreement was signed between European Commission (DG Enterprise and Industry) and the Consortium of 3 Russian Networks on June, 12, 2008.

- Full-scale membership in EEN and access to tools, methodology and databases,
- No funding from EC.

The main goal is: assistance to the development of international and technological business co-operation between SMEs, R&D organisations and 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 consortium

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



Union of Innovation Technology Centers 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 Agency for Support of Small and Medium Business (RA).

since 1992, 50 SIORA network members in 50 regions of the RF



Gate2RuBIN operational model

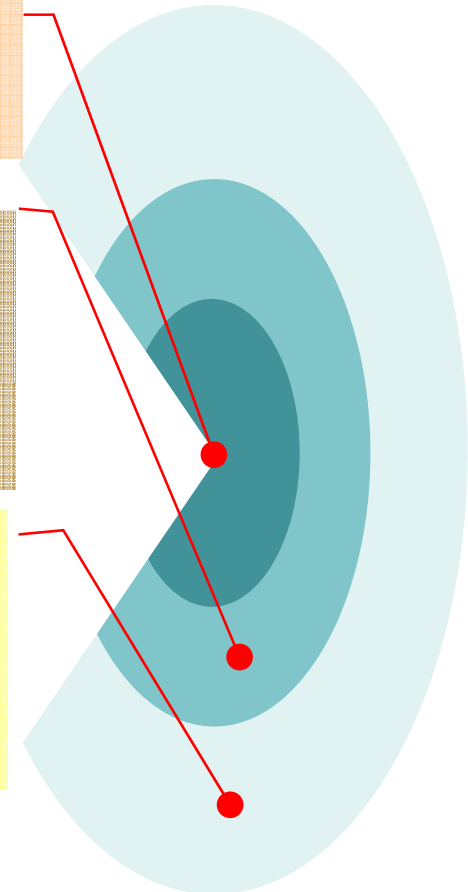
Gate2RuBIN specificity

- Usually, a partner of the Enterprise Europe Network is a consortium of organisations providing **direct services to regional clients**.
- On the opposite, the Russian partner 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 Consortium 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), 14
persons

Regional centres
(selected via a Call for
proposals):
- 26 module A
- 26 module B&C
Provided government
support

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





Key achievements for 2008-2009

- Clients: ~ 4000 (SME & R&D)
- Company visits: 900+
- Technological audits: 467
- B2B cooperation profiles (BCD): 225
- S&T cooperation profiles (BBS): 120+
- Express of Interests (from RF/EU): 80/327
- Information seminars/presentations: 131
- Participation in brokerage events: 5
- **Partnerships: 20+ (and 10+ 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

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)**





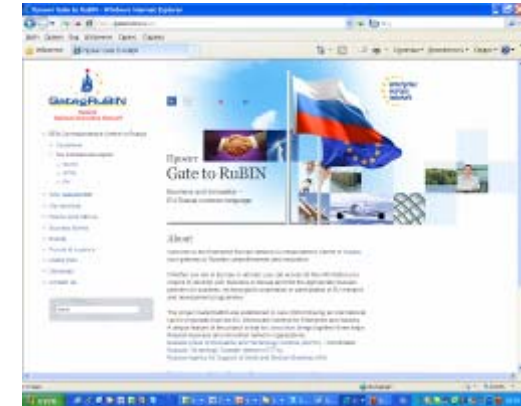
Partnerships (examples)

- 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)
 - ...
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Best practice

- **Information Platform** (communication with regional centers)
- **Project Coordination Team (PCT)**
- **Gate2RuBIN Network (Regional Centers)**
 - 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)
- **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;





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).
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