



IT tool for the BRICS' Open Innovations

Anton Yanovsky

Project Director, Russian Technology Transfer Network

UNIDO request: a modern IT-tool to support Technology Transfer within BRICS

partner is a main barrier to the internationalisation (Kneller and Pisu, 2007) Limited company resources BRICS Technology Transfer coop Network Customers Customers	: venture Increase in the
Lack of market knowledge sation, not only exports etc.) Cultural differences etc.) coop Servi	nnical Deration Devaluation Devaluat

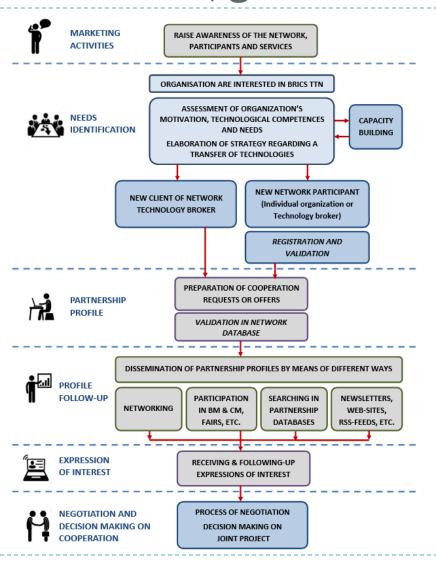


UNIDO Networking Platform: concept and key services

- Open Innovations. The Platform was designed to realise the Open Innovation concept. To implement the Open Innovation model, a company has to establish a network/ innovation ecosystem of external partners that have deep expertise in the required technologies. Partner search is a key service in Open Innovations.
- Internationalisation of SMEs. The Platform includes services and tools supporting various forms of SME internationalisation:
 - Technology Transfer (license, joint ventures, technology cooperation etc.)
 - ▶ B2B cooperation (export, import, subcontracting etc.)
 - R&D cooperation (joint research)
- The quality of communications and information is first factor of successful partnership building. The Platform provides services and tools to do this effectively for:
 - creation of databases of technologies and technology providers (Roster)
 - **complex structure of the Network**, including Customers, Technology providers, Experts, Support organisations, Marketing players, Regulators.
 - **tools for assessment** (validation) of technological information in accordance with specific regulations (standards)
 - tools for supporting the "follow-up" communications between network members
 - supporting the expert community (community of practice)
- The Platform includes solutions for supporting networks focused on **specific technological areas** (like Green, Biotech, Advanced Materials, etc.):



UNIDO Networking Platform: participants, types of information, guidelines



3 Types of Network Members:

- innovative companies, R&D centres, universities, competence centres, etc. that offer or request innovative technologies;
- technology brokers professional intermediary organisations;
- national Network Coordinators

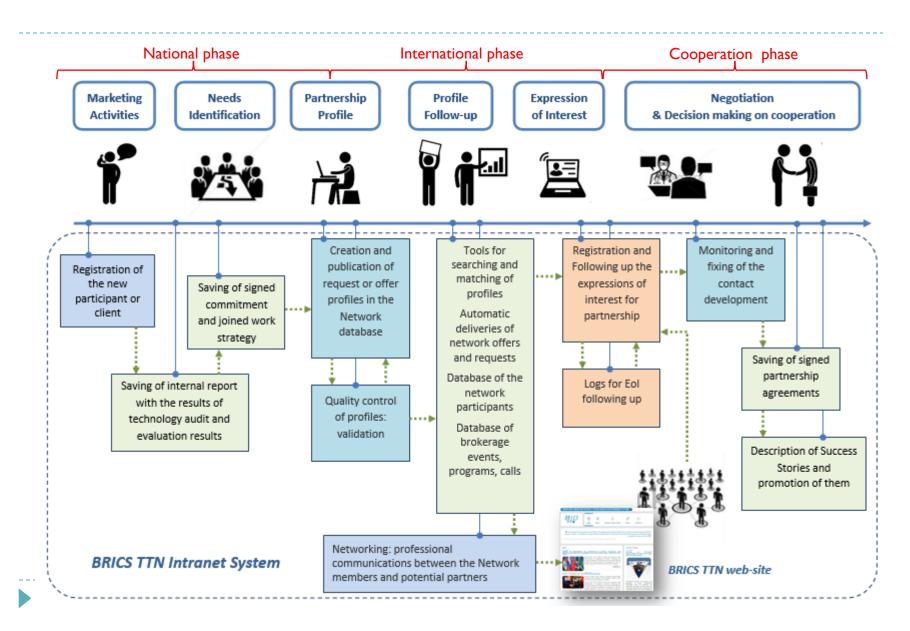
5 Types of the Cooperation Profiles harmonized with major international technology transfer systems:

- > Technology offers and requests,
- Business offers/request
- Request for joint R&D.

6 Guidelines for the Network Members:

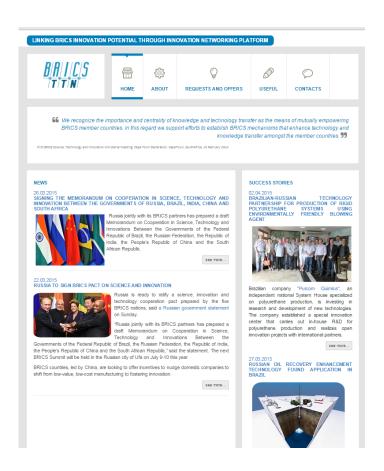
- technology audit,
- > preparation of good profiles,
- platform user guide, etc.

BRICS Technology Transfer Process & IT support



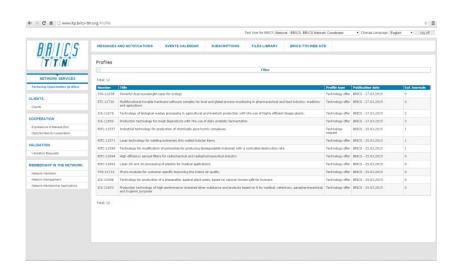
BRICS Technology Transfer Networking Platform

Web-site: brics-ttn.org



Intranet System

Access: itp.brics-ttn.org



Specificity of the IT Platform

- IT platform realised as SaaS solution based on ASP.NET technology
- IT platform supports the **complex non-linear business process of the technology transfer** communications
- IT platform includes software solution for **Integration** with other datastores and platforms, e.g. National Technology Transfer Platforms/Initiatives (reducing efforts for integration up to 5 times)
- IT Platform includes convenient information objects and user-friendly interfaces for **different types of potential network members**: companies, technological brokers and governmental agencies (Network Coordinators)
- IT Platform has an **open module architecture** for future improvements and adaptation in line with participants' requests
- The Platform is specially designed to ensure a **flexible support for different types/ structures of technology transfer networks**, taking into account the specificity of national SME and technology transfer support instruments and organisations



"Star" type of network



Network of National coordinators



"Network of National networks" (Network of technology brokers)



Scenarios for practical use of the UNIDO platform

- **Direct use** by companies or by technology brokers, for promotion of cooperation profiles and partner search
- **Integration** of National platforms/projects into the UNIDO platform: exchange of technology/business offers & requests, follow-up process, joint services, etc.
- 3 Creation of National or Sectoral (e.g. Bio-, Agro- ...) Technology Transfer Networks on the basis of the UNIDO platform



Join the BRICS TTN!

Contacts

UNIDO – Policy Project Coordinator
 UNIDO Centre for International Industrial Cooperation in the Russian Federation
 215, Kuusinena str., Moscow, 125252, Russia
 itpo.moscow@unido.org

Russian Technology Transfer Network - Project Operator

