International Foundation of Technology and Investment (IFTI)

«Start Up in Russia: Practical Experience and Results».

Natalya Yanul, CEO
R&D activity: From Market to Technology (R&D Outsourcing) and From Technology to Market (Start Up)
Start Up: History in Russia

1990 s:
- 1 Techno Park in Tomsk University
- Russian Foundation of Technology Development
- Bortnik Foundation
- About 80 Techno Parks, mostly in universities

2000 s:
- 6 Technology Transfer Centers
- Start of Regional Innovation Promotion Programs
- 65 Technology Transfer Centers
- More than 100 Business Incubators, and 300 Techno Parks
- 7 Venture foundations of Russian Venture Company (RVC), more than 15 Regional Venture foundations
- The Regulations N217 about Spin off companies in Universities and Research centers
- Seed Investment Foundation of RVC
Start Up: History in Russia

Some 2010 Results according to http://www.miiris.ru/

> 95% Techno Parks and Business Incubators activity is office leasing

- 95% Technology Transfer Centers activity is R&D contracts

- RVC Venture Foundations invested in about 30 Start Up companies during 2007-2010

- RVC Seed Foundation initiated 17 projects since June 2010

Important!

We still have shortage of Start Up companies in Russia

We have very specific class of “Start Uppers“
What “Start Uppers” are?

1. Well experienced “grant eater”
2. Do not believe in business success of his technological idea
3. Not focused on the result
4. Motivated to “earn” money from project processing
IFTI – Our 10 Years of Experience

• Organization of R&D outsourcing from Industrial Companies to Research Institutions

More than 400 R&D projects
More than 10,000 scientists and engineers
Hundreds of partners from science and business

StartUp Incubation Program
Our Experience in Start Up Making Projects:
Since 2000 We…

- Have examined more than 2500 technological ideas
- Invested in 22 projects
- Lost nearly $2,000,000
- Were forced to stop the projects due to:
  - technological unfeasibility
  - Intellectual property problems
  - total lack of conscientiousness

- Educated professional team of project managers
- Established partner cooperation with the best Russian inventors
- Developed effective methodology to "grow" Start up companies in Russia.
We Grow Start-Ups from Ideas

- Ideas
- Incubator
- Seed projects

Start-Ups
- Technology
- Approved product
- Small brunch production
- Sales
- Team
- IP
- Strategy of the business

The growing time is 24-30 months
Our Criteria

Team:
- Ready to partnership
- Business oriented

Product:
- Main characteristics are several times higher than those for all known analogs
- Commercialization period is not longer than 30 months

Investors:
- Not indifferent to high tech innovations
- Ready to high risk investments

Technology:
- Base
- Unique
- Patentable

Market:
- $500,000,000 Market size
- 10-15% yearly expected market growth rate

The business attractive idea is ....
Our “Know How” Criterion

Trust criterion

«Fault detection testing period »

2-4 months

Project definition phase

«Project managing period»

20-30 months

Growing phase

The stage tasks:

- Evaluation of partnership ability of participants
- Technology feasibility study
- Market attractiveness evaluation
- Market strategy design
- Establishing the company
- Team creation
- Managing the technology and product development processes
- Small brunch manufacturing adjustment
- Market entry
IFTI incubator role during the project

Growing company:
- CEO
- Financial manager
- Technology manager
- Logistics specialist
- Administration staff (lawyer, secretary, accountant etc.)
- Inventors
- Investors

Start up leaving the incubator:
- CEO
- Financial manager
- Technology manager
- Logistics specialist
- Administration staff (lawyer, secretary, accountant etc.)
- Inventors
- Investors
Our Motivation

We do not earn money during the project process time

IFTI motivation is profit sharing at the next stage of investment

We do not earn money during the project process time
Success Stories

The micro-extinguisher is a practical application of Russian advances in the field of nano technology. The active substance, or fire-retardant agent, is enclosed into millions of microcapsules, each being as small as 10-50 micrometers.

http://www.pirohim.ru

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«TRUST» – 1 commercial Centre for preclinical trials in accordance with GLP requirements in Russia

t-toxicology.ru

LQtest 2.8 Special Device for detection of explosive and flammable liquids inside sealed vessels

http://avklab.ru/eng/

Development of new preparations for neuro degenerative diseases (Altsgeimer disease)


IFTI Is Non-Profit, Non-Governmental Organization Founded In October 2000

IFTI’s Mission Is to Facilitate Cooperation between International Community and Russian R&D Sector

IFTI Has Team of About 30 Professional Managers, Lawyers, and Economists Having Solid Experience In Supporting Different Projects Related to Commercialization of S&T Knowledge
Спасибо за внимание

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