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***Gate2RuBIN project*** as an effective tool for  
the *Russian economy modernization* in the  
framework of cooperation with the *EU countries*

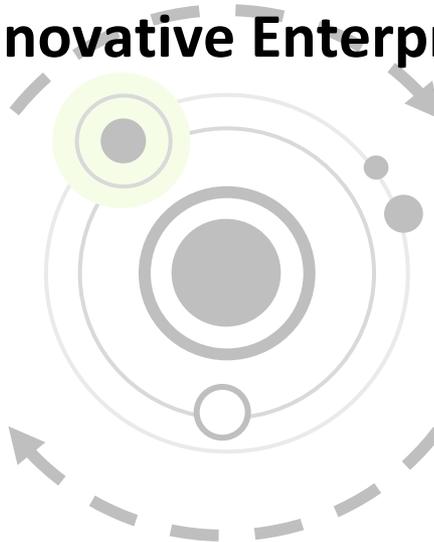
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# Key instrument of economic modernization of Russia

- Joint EU-Russia initiative “Partnership for modernization”
- State support for business and technological cooperation between Russian and European SMEs
- Federal funding of the Project – **Ministry for Economic Development of Russia and the State Foundation for Assistance to Small Innovative Enterprises (FASIE)**





# Enterprise Europe Network: Key facts & figures



- **Start:** January 2008, long-term perspective until 2014
- **370 million €** Community contribution from **Competitiveness and Innovation Programme – CIP (till 2014)**
- **577 organisations** (regional chambers of commerce and industry, technology and innovation agencies, sector associations)
- **About 3.000 staff** providing specialised services to SMEs, R&D organizations and Universities
- **60 EC people from EACI/European Commission** coordinating EEN centres



## Enterprise Europe Network is presented in 45 countries:

- in EU 27
- in 8 CIP Countries: CRO, FYR, ICE, ISR, MON, NOR, SER, TUR
- in 15 other Third Countries: ARM, CHIL, CHIN, EGY, **RUS**, SWI, SYR, USA, S. KOR, MEX etc.

### Russian center – Gate2RuBIN

Access to:

- **60 centres**  
in Russia
- **more than 4 000 Russian clients**  
(SMEs, R&D organisations, universities)
- **more 500 ideas** for joint projects

**A European network with a global reach**

The Enterprise Europe Network provides professional advice to local businesses in 45 countries:

- ARMENIA
- CHINA
- EGYPT
- EUROPEAN UNION
- ISRAEL
- RUSSIA
- USA
- ... (other countries listed)

enterprise europe network

Access Support on Your Doorstep

[www.ec.europa.eu/enterprise-europe-network](http://www.ec.europa.eu/enterprise-europe-network)



# Russia in Enterprise Europe Network

## Gate2RuBIN consortium

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



### Russian Agency for Support of Small Medium Business (RA)

*since 1992, 50 SIOIRA network members in 50 regions the RF*



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

### THE MAIN GOALS ARE:



- assistance to the development of international and technological business cooperation between SMEs, R&D organisations
- support infrastructure of Russia and EU, contributing to their competitiveness.

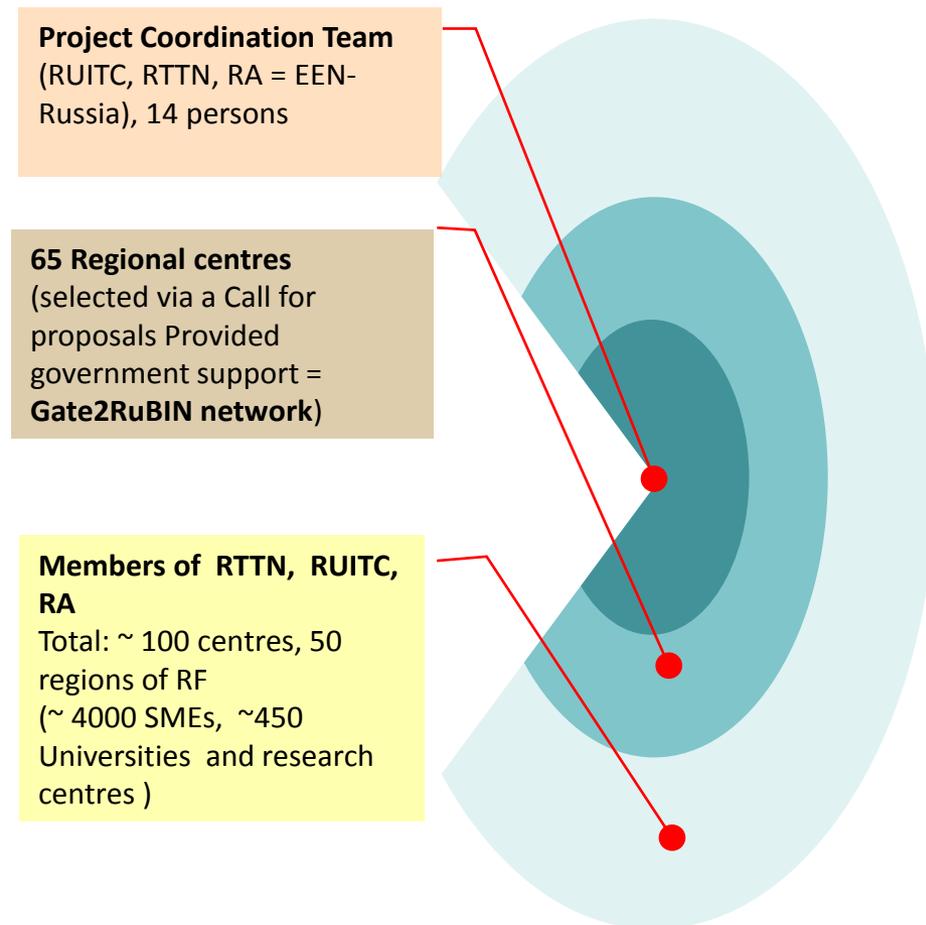
The Consortium **receives the public support** for implementation of Gate2RuBIN's project from the Ministry for Economic Development of the Russian Federation (MED RF) and the State Foundation for Assistance to Small Innovative Enterprises (FASIE).



# Gate2RuBIN operational model

## Gate2RuBIN specificity

- Usually, a partner of the Enterprise Europe Network is a consortium of regional organisations providing **direct services to regional clients**.
- The **EEN-Russia** 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 EEN-Russia 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.





# Gate2RuBIN Delivering services

## A. Business to Business (B2B) cooperation services

- Provide up-to-date information on European and Russian Directives and Regulations
- Provide specialised advice and assistance about European issues and policies
- Dissemination of RU and EU business requests and offers for cooperation in various forms:
  - joint ventures,
  - distribution,
  - trade, etc.
- Follow-up of started communications





# Gate2RuBIN Delivering services

## B. Technology and Knowledge Transfer services

- Information / awareness raising regarding Russian and European innovation programmes and calls
- Dissemination of RU and EU technology requests and offers (ideas for future R&D projects)
- Assistance in searching EU partners — industrial technology developers or researchers — for establishing a win-win technological cooperation
- Technology audits
- Support for companies for participation in brokerage events
- Follow-up of started communications





# Gate2RuBIN Delivering services

## C. Services encouraging the participation in FP7

- General awareness on FP7
- Information on forthcoming calls
- Consultancy support on FP7 rules
- Hands-on support:
  - Looking for Russian competences relevant to EU requests and promoting project ideas of Russian teams
  - Assistance for contacting with identified/potential partner(-s)





# Key tools for partnership building

- **Common methodology and standards** for services
- **Networking**
- **Brokerage thematic events** (more 150 per year)
  - *35% partnerships were established through participation in these events*
- **Sector groups**
  - *Till 40% partnerships were established through personal contacts*
- **Database of offers and requests for business, science and technological cooperation (BCD, BBS)** – more 20 000 actual profiles\descriptions
  - *15% partnerships were established through matchmaking*





# Gate2RuBIN results 2010

- Clients: via 10 000 SMEs
- First company visits: 2421
- BCD and BBS profiles: 591
- Expressions of interest: 1473
- Local events: 318
- Brokerage events participation: 41
- **Partnership Agreements signed: 30+**  
(including **13** – validated by EACI)



## Events

- EEN annual conference (2008, 2009, 2010)
- International Gate2RuBIN conference (2008, 2009, 2010)
- 20 presentations at international conferences in Russia
- 300+ local events
- **Brokerage events with EEN partners (2008, 2009, 2010)**





# Examples of 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);
- **Joint business project** – production of fruit snack-bars with probiotics (Russia – Slovenia);
- **Commercial agreement on distribution** of ceramic facing materials (Russia – Italy)
- etc.





# Gate2RuBIN project's website

The screenshot shows the website for the Gate2RuBIN project. The browser title is "Проект Gate to RuBIN - Microsoft Internet Explorer". The address bar shows "http://www.gate2rubin.ru/". The website features a header with the Gate2RuBIN logo and the Enterprise Europe Network logo. The main content area includes a large banner with the Russian and European Union flags, the text "Проект Gate to RuBIN" and "Бизнес и инновации – общий язык России и Европы". Below the banner, there is a section titled "О проекте" (About the project) and a section titled "Что такое EEN?" (What is EEN?). The "О проекте" section describes the project as a large-scale, long-term initiative involving Russian business innovation infrastructure and the EEN. The "Что такое EEN?" section explains that EEN is a network of regional consortiums providing integrated services for business and innovation support. A search bar is visible on the left side of the page, and a date stamp "04 Мая 2006, г. Магдебург, Германия" is present at the bottom left.

Проект Gate to RuBIN

Бизнес и инновации – общий язык России и Европы

О проекте

«Gate to RuBIN» — это новый широкомасштабный долгосрочный проект участия российских организаций бизнес-инновационной инфраструктуры в новой и самой крупной Европейской сети поддержки предпринимательства (Enterprise European Network — EEN). Этот проект является первым примером широкомасштабного участия России в европейских бизнес- и инновационных сетях.

Цель проекта «Gate to RuBIN» — содействие развитию технологической бизнес-кооперации малых и средних компаний и научных организаций России и Европейского Союза, приводящей к повышению их конкурентоспособности.

Что такое EEN?

Европейская сеть поддержки предпринимательства (Enterprise European Network — EEN) объединяет около 250 региональных консорциумов оказывающих интегрированные услуги в области поддержки развития бизнеса и инноваций, включая услуги по информированию, поддержке бизнес-кооперации, интернационализации предприятий, передачи знаний и технологий.

<http://www.gate2rubin.ru/>



# Contacts



## **Russian Agency for Small and Medium Business Support (RA)**

[www.siora.ru](http://www.siora.ru)

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## **Russian Technology Transfer Network (RTTN) Nonprofit Partnership**

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## **Union of Innovation Technology Centers of Russia (UITC)**

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# Thank you for your attention!



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