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**The role of innovative infrastructure in  
EECA R&D teams support for  
participation in EU R&D programs;  
example of Enterprise Europe Network  
– Russia**

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Gate2RuBIN Team Leader*



# 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





# 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 and Medium Business (RA)

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



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

*since 2001, 70 members in 29 regions of Russia and 3 CIS countries*



### Union of Innovation Technology Centers of Russia (UITC), coordinator

*since 2002, 31 members in 19 regions of the RF*

### 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.



### Enterprise Europe Network – Russia services:

- Business to Business (B2B) cooperation services
- Technology and Knowledge Transfer services
- Services encouraging the participation in FP7





# Typical Problems – Role of Infrastructure

- «Can I participate in FP7?»
  - Lack of information on FP7 rules, calls etc. (in Russian)
  - Partner search for FP7 proposal (promotion of the competences: «our team should be a good partner for ...»)
- 90%
- Negotiations with potential partners
  - Proposal preparation
  - Administrative and financial issues on project implementation stage
- 10%





# EEN tools – ISTOK-SOYUZ

- EEN Brokerage events

Successful R&D in Europe  
(Dusseldorf, Germany, March –  
2010, 2011)  
10+ participant from Russia  
(ICT)

- EEN IT Sector Group

Dissemination of “ICT  
cooperation priorities with  
EECA, partner search  
Access to 45+ European centers

- Networking/BBS

Partner search for proposals  
(MyFire - ITMO, CASAGRS2 -  
Sitronics, AbOriginal – IGPh RAS)





# Sustainability

- **Hands-on-support for Russian teams (partner search).** RTTN was the leader in *hands on support* component of the project and practically involved in assisting EECA ICT teams to established close collaboration with EU research teams which led to a number of FP7 applications and common activities. Strong relations established with these teams and further assistance them will be continued in the framework of **EEN-Russia activities**.
  - **Visibility of Russian ICT Competences.** RTTN will keep exploiting EECA Competance Platform for partner's search in ICT area and also as database for dissemination the relevant information both for EU and EECA ICT-R&D communities
  - **Trainings and capacity building.** Using guidelines “Getting started with EU ICT research” and “How to Effectively Network / Communicate in International R&D projects”.
  - **European Technology Platforms in ICT.** RTTN plans also to be actively involved in the process of the Russian Technological Platform creation and operation in Russia serving also as a bridge between RTPs and ETPs.
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# Gate2RuBIN results 2008-10

- 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)**





# Gate2RuBIN project's website

Проект Gate to RuBIN - Microsoft Internet Explorer

Файл Правка Вид Избранное Сервис Справка

Назад Поиск Избранное

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

Ссылки Windows Windows Media Бесплатная почта Hotmail Настройка ссылок



Российская  
бизнес-инновационная сеть

RU EN



## Проект Gate to RuBIN

Бизнес и инновации –  
общий язык России и Европы

- О проекте
- [RuBIN — Российская бизнес-инновационная сеть](#)
- [EEN — Европейская сеть поддержки предпринимательства](#)
- [Услуги сети](#)
- [Участие в проекте](#)
- [Партнеры сети](#)

04 Мая 2009, г. Магдебург, Германия

Международная Выставка Покупателей, г. Магдебург, Германия  
[Подробнее >](#)

### 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.

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



# EEN-Russia Contacts



## Union of Innovation Technology Centers of Russia (RUITC)

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

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## Russian Technology Transfer Network (RTTN) Nonprofit Partnership

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

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# Thank you!

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