



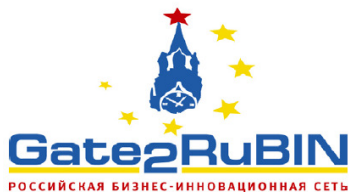
Business Support on Your Doorstep

The network in

> Europe

> Russia

Kurt Burtscher - FFG

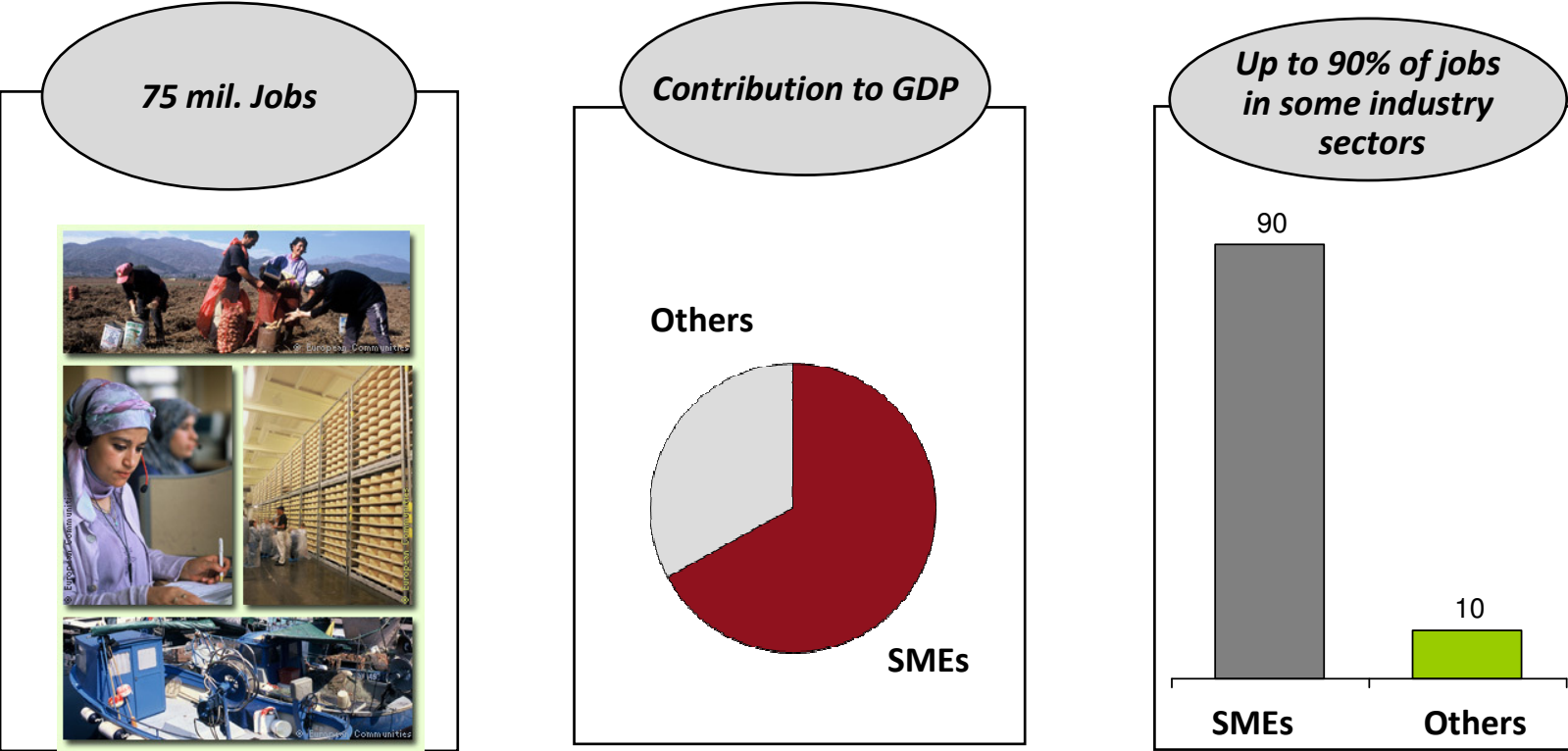


European Commission
Enterprise and Industry



SMEs are the backbone for development

Contribution of SMEs to Europe



EU funds for SMEs (2007-2013)

Structural funds
(ERDF and
Cohesion funds)

€ 26.4 billion for
SMEs (out of 338
billion)

7th RTD
Framework
Programme

€6.1 billion
(target 15%,
participation up to
75%)

EIP
(1st pillar of CIP
Framework
Programme)

€2.1 billion

Enterprise Europe Network

- **A new European Network for SMEs**
 - Launched in February 2008
 - Building on the experience & know-how of two previous support Networks: the Euro Info Centres and Innovation Relay Centres
- **Mission**
 - To identify potential commercial partners for companies
 - To help SMEs access new markets and inform them about EU activities and funding opportunities
 - To advise companies on EU legislation and policies, as well as technical issues such as IPR standards
 - To give feedback on the views and problems of entrepreneurs

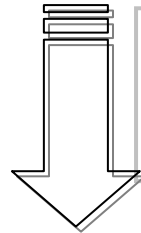
The Network and its Player

Innovation & technology policy



European Commission
Enterprise and Industry

**Enterprise &
SME policy**

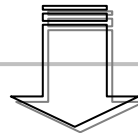


**Executive Agency for
Competitiveness
and Innovation**



Enterprise Europe Network

**More than 550 network
partners in Europe**



Players in the consortium

- SMEs
- Research institutions
- Enterprises
- Universities

The Network in numbers

- More than **550** organisations (regional chambers of commerce and industry, technology and innovation agencies, sector associations...)
- In **44** countries: EU27, European Economic Area (Norway, Iceland), Candidate Countries (Turkey, FYROM), Switzerland, Balkans, plus Third Countries (Russia, Armenia, the US...)
- More than **3,000** experienced staff
- Holding **4,000** local events for SMEs expected

A global Network for SMEs



The Enterprise Europe Network covers 44 countries

Austria	Estonia	Latvia	Serbia
Armenia	Finland	Lebanon	Slovakia
Belgium	France	Lithuania	Slovenia
Bulgaria	FYROM	Luxembourg	Spain
Chile	Germany	Malta	Sweden
China	Greece	Montenegro	Switzerland
Croatia	Hungary	Norway	Syria
Cyprus	Iceland	Poland	The Netherlands
Czech Republic	Ireland	Portugal	Turkey
Denmark	Israel	Romania	United Kingdom
Egypt	Italy	Russia	USA

Enterprise Europe Network offices you can find in 350 European Cities

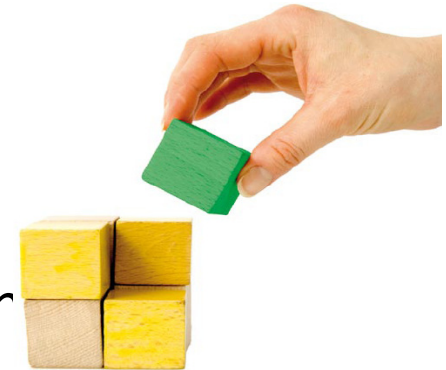
Aalborg - Adana - Alba Iulia - Albacete - Alicante - Amiens - Ankara - Anncy - Antalya - Aosta - Arad - Arlon - Ås - Ascoli Piceno - **Athens** - Augsburg - Aulnat - Aveiro - Bacau - Badajoz - Bar - Barcelona - Bari - Bayreuth - Belfast - **Berlin** - **Bern** - Besancon - Bialystok - Bilbao - Birmingham - Blagnac - Bologna - Bolzano - Bordeaux - Borlänge - Bradford - Braga - Brasov - **Bratislava** - Bremen - Bremerhaven - Bristol - Brno - **Brussels** - **Bucharest** - Bucuresti - **Budapest** - Bursa - Caen - Cagliari - Cairo - Campobasso - Cardiff - Catania - *Cayenne - Guyane Française* - Chalkida - Chalons En Champagne - Changsha - Charleroi - Chemnitz - Chesterfield - Cleveland - OH - Cluj Napoca - Cluj-Napoca - Coimbra - Constanta - Cordovilla (Pamplona) - Cork - Coslada - Coventry - Damascus - Debrecen - Denizli - Dijon - Dobrich - Donostia-San Sebastian - **Dornbirn** - Dresden - **Dublin** - Düsseldorf - Elazig - Erfurt - ERZURUM - Espoo - Évora - Evry - Exeter - Fance - Faro - **Feldkirch** - Ferrol - Feytiat - Florence - Fort-de-Fance - Martinique - Frankfurt - Funchal - Futuroscope-Chasseneuil - Galati - Galway - Gaziantep - Gdańsk - Genova - Glasgow - Gorizia - Görlitz - Göteborg - Government - **Graz** - Grenoble - Győr - Hamburg - Hannover - Härnösand - Hatfield - Helsinki - Heraklion - Herning - Iasi - **Innsbruck** - Inverness - Ioannina - **Istanbul** - Izmir - Jambes - Jerusalem - Jönköping - Kahramanmaraş - Kaiserslautern - Kalisz - Katowice - Kaunas - Kavala - Kayseri - Kiel - Kielce - **Klagenfurt** - Klaipėda - København S - Kocaeli - Konin - Konstanz - Konya - Koper - Kozani - Kraków - Kramfors - Lahr - Lamezia Terme (Cz) - Las Palmas De Gran Canaria - Lausanne - Leeds - Lefkosia - Leipzig - Liberec - Libramont - Liège - Lille - Lille - Limoges - **Linz** - Lisboa - **Ljubljana** - Llanera - Łódź - Logroño - Løgumkloster - **London** - Lublin - Luleå - **Luxembourg** - Lyon - **Madrid** - Magdeburg - Maisons-Alfort - Malmö - Manchester - Mannheim - Maribor - Marne-La-Vallée - Marseille 01 - Mersin - Metz - Milan - Milano - Monreale (Pa) - Mons - Montpellier -

Moscow - Mülheim An Der Ruhr - München - Murcia - Næstved - Namur - Nancy - Nantes - Napoli - NC - New York - Newcastle Upon Tyne - Nicosia - Nieuwegein - Nivelles - Norrköping - Nürnberg - Nyíregyháza - Obninsk - Odense M - Olsztyn - Opole - Örebro - Orleans - Osijek - **Oslo** - Osnabrück - Östersund - Ostrava - Oviedo - Palermo - Palma Mallorca - Pamplona - Pardubice - **Paris** - Paterna (Valencia) - Pécs - Perugia - Pesaro - Pessac - Pisa - Plovdiv - Plzen - Podgorica - Pointe-à-Pitre - Guadeloupe - Ponta Delgada - Pontoise - Pordenone - Portici - Porto - Potenza - Potsdam - Poznan - **Praha** - Prešov - Preston - Ramnicu - Ravenna - Rende (Cs) - Rennes - Reutlingen - Reykjavik - Riga - Rijeka - Roma - **Rome** - Rostock - Rouen - Rovereto - Ruse - Rzeszów - Saarbrücken - **Salzburg** - Samsun - San Gwann - Sandanski - Santander - Santiago - Santiago De Compostela - Sassari - Sevilla - Seville - Siena - Skopje - Sligo - **Sofia** - Southampton - Split - Stara Zagors - Stavanger - **Stockholm** - Strasbourg - Stuttgart - Sunderland - Szczecin - Szeged - Székesfehérvár - Tallinn - Tampere - Tartu - **Tel Aviv** - Teramo - Terni - The Hague - Thessaloniki - Timisoara - Tjele - Toledo - Torino - Toruń - Toulouse - TRABZON - Trier - Trieste - Tripolis - Tromsø - Trondheim - Turku - Udine - Ulm - Umeå - Usti Nad Labem - Valencia - Valenzano - Valladolid - Van - Varazdin - Västerås - Växjö - Venezia - Viborg - Villingen-Schwenningen - Vilnius - Vitoria-Gazteiz - Volos - Vratsa - Walbrzych - Warrington - **Warszawa** - Waterford - West Malling - **Wien** - Wiesbaden - Wroclaw - Wuhan - Yambol - Yerevan - Zagreb - Zalaegerszeg - Zamudio - Zaragoza - Zelenograd - Zielona Gora - Zonguldak - Zürich

Services for SMEs

A broad range of quality services

- a) EU information, expert advice, feedback and business cooperation
- b) Innovation, technology and knowledge transfer
- c) Services encouraging SMEs to take part in the Research Framework Programme



Services for SMEs

a) Business

Information and intelligence for SMEs

- Provide privileged and up-to-date information on European legislation
- Offer expert advice on European issues and policies
- Organise awareness-raising activities

Feedback to the Commission (Listening to Enterprises)

- Report cases within the feedback mechanism
- Contribute to Impact Assessment Studies in SME-related areas
- Support the organisation of business panels

Business cooperation

- Offer business cooperation services for all SMEs
- Offer company-driven programmes of business-to-business events, including matchmaking events
- Run Europe's largest Business Cooperation Database

Services for SMEs

b) Technology

Innovation services

- Provide information on and raise awareness about innovation policy and legislation
- Identify obstacles for innovation at regional level
- Introduction of good practices from other regions

Technology and knowledge transfer services

- Technology audits to identify strengths and weaknesses in innovation
- Identify needs for new technologies and establish action plans to improve innovation capacities
- Develop European and international cooperation partnership
- Support sector-specific innovation, regional clusters and industrial and professional association
- Help researchers to reach commercial agreements with SMEs

Example of an Technology Profile for initiating partnerships

Titel:

Road safety barrier system DELTA BLOC®

Abstract

An Austrian SME has developed a pre-cast concrete road safety barrier system - DELTA BLOC® - to be used for permanent as well as temporary installations. The modular design of this system offers a great range of applications (central reserve of highways - bridges - etc.). The company is looking for license partners from the pre-cast concrete industry to produce and market this system in their country.

**Technological
Details**

An Austrian SME has developed a pre-cast concrete road safety barrier system - DELTA BLOC® - to be used for permanent as well as temporary installations. The modular design of this system offers a great range of applications - different heights - shapes and containment levels can be combined. The system can be used in various situations - obstacles can simply be by-passed - gateways - bends - arches - breakdown areas can be designed.

The unique safety characteristics of DELTA BLOC® results from the interaction of the coupling of the concrete elements. In the production process - steel tie rods and

Innovation ?

Innovative Aspects:

- First MOBILE safety barrier achieving the highest level of the European Safety Standard
- Highest energy absorption capabilities due to the special construction made of concrete

**Main
Advantages**

Main Advantages:

- High safety for passengers in case of accidents.
- Space-saving - Minimum dimensions due to the new shape and combination of steel and concrete.

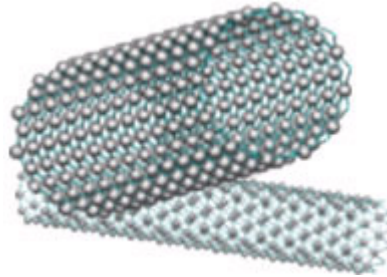


**Type of
co-operation:**

License agreement:

Pre-cast concrete manufacturers interested in entering the road barrier market or switching to a high grade system. The DELTA BLOC® system guarantees license partners a tested system with high technical standard - international experience in sales and marketing - the support of a European Licence Network

Success Stories of EEN Austria



Screenshot of a software interface showing a calendar and a table of data. The calendar is for the month of November 2004. The table below it has columns for 'Date', 'Event', 'Status', and 'Time'.

Date	Event	Status	Time
11.01.04
11.02.04
11.03.04
11.04.04
11.05.04
11.06.04
11.07.04
11.08.04
11.09.04
11.10.04
11.11.04
11.12.04



The Russian Federation in the Enterprise Europe Network

Gate to Russian Business and Innovation Networks

Gate2RuBIN is the project of Russia's participation in the **Enterprise Europe Network**. The 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*

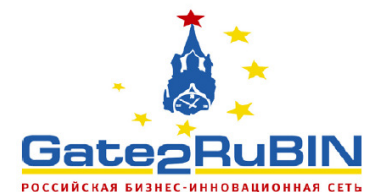
Russian Technology Transfer Network (RTTN) Nonprofit Partnership;

- *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*

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).



The Russian Federation in the Enterprise Europe Network

Services Modules A, B, C

- **Russian Agency for Support of Small and Medium Business (RA)**
- **Russian Technology Transfer Network (RTTN)**
- **Union of Innovation and Technology Centres of Russia (RUITC)**

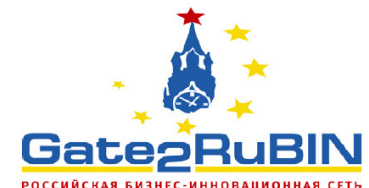
Module A: Information, feedback, business co-operation and internationalization services

Module B: Innovation, technology and knowledge transfer services

Module C: Services encouraging the participation of SMEs in the EU Framework Programme for RTD

Project Coordination Team (PCT)

High-skilled team of consultants who assist and provide consultations and methodological support to regional centers and their clients



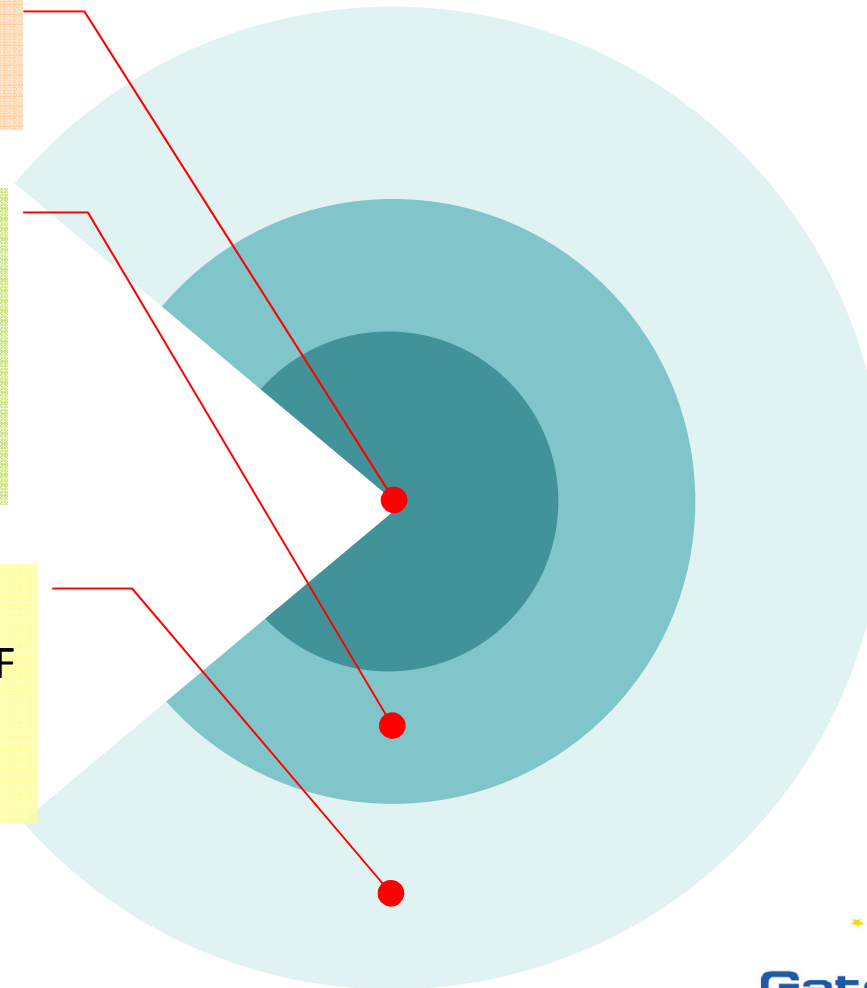
The Russian Federation in the Enterprise Europe Network

Gate2RuBIN: operation

Project Coordination Team
(RUITC, RTTN, RA), 14 persons

Regional pilot 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)



Long-term initiative (till 2013) but calls for new applications are announced every year.

Module A: 26 Organizations of business support - selection by the RF Ministry for Economic Development (RA)

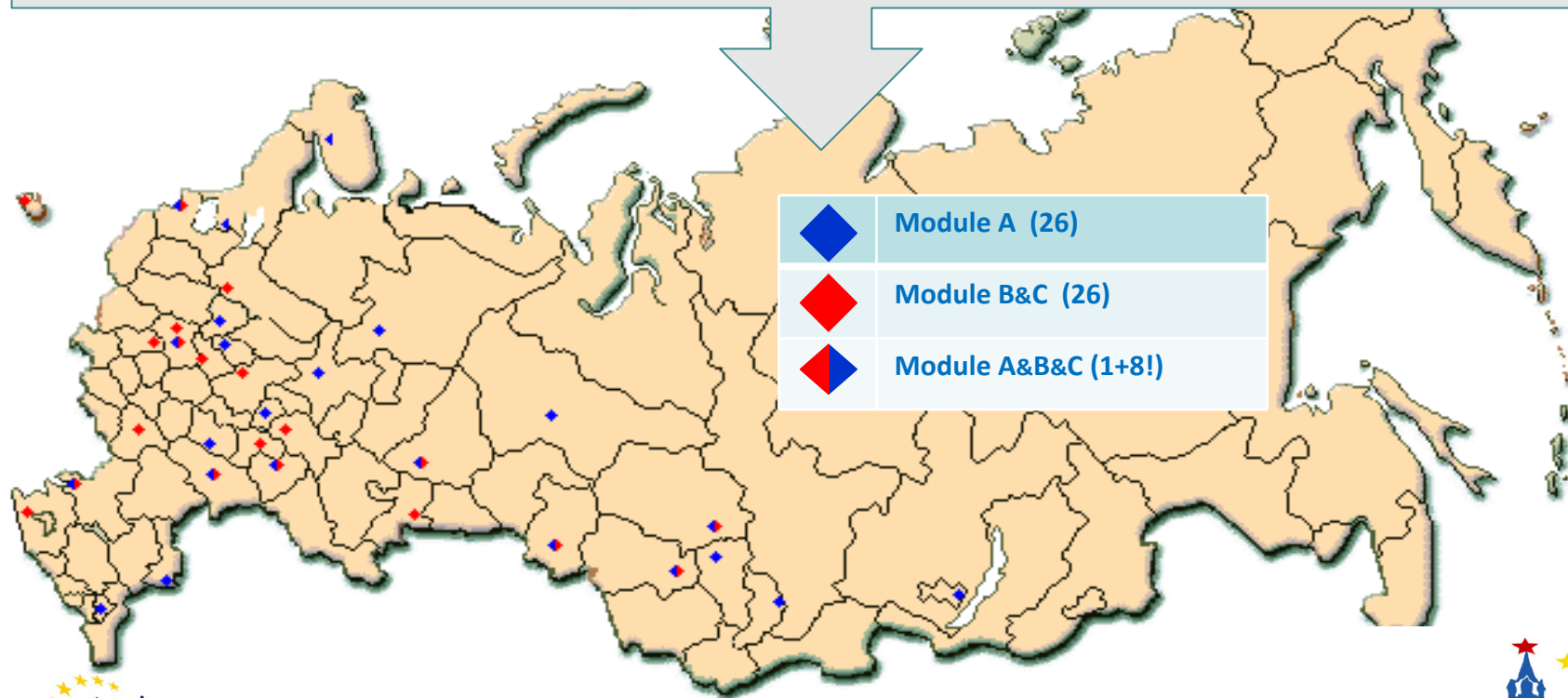
Module B, C: 26 Innovation Centers - selected by the State Foundation for Assistance to Small Innovative Enterprises (RTTN, RUITC)

Formation of an **“integrated service pool”** at Project participant, aimed at supporting clients, as well as to develop the Centres’ capacities in provision of these services under the **“No wrong door”** concept. Consortium partners actively apply **signposting mechanism** in order to offer to their clients the best services possible and to satisfy their needs.

The Russian Federation in the Enterprise Europe Network

The Project's activity is focused at:

- synergetic effect due to integration of capacities and joint action,
- provision of integrated services, based on the co-operation mechanism,
- ensuring complementarities between organization that provide support services.





Gate2RuBIN

РОССИЙСКАЯ БИЗНЕС-ИННОВАЦИОННАЯ СЕТЬ



Gate2RuBIN: achievements and results 2008-2009



30 October 2009

Key indicators

- Clients: ~ 4000 (SME & R&D)
- Company visits: 900+
- Technological audits: 467
- B2B cooperation profiles (BCD): 225
- S&T cooperation profiles (BBS): 75 (validated, 223)
- Express of Interests (from RF/EU): 80/327
- Information seminars/presentations: 131
- Participation in brokerage events: 5
- Partnerships: 10 (and 15+ on negotiation stage)

Thematic priorities:

- **Information and Communication Technologies**
- **Nanotechnologies, Materials and new Production Technologies**
- **Energy**
- **Environment**
- **Health**
- **Food, Agriculture and Biotechnology**

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)
- Russian company from Kaliningrad developed new approaches to designing summer polders of Lithuania (Russia- Lithuania)
- Contracts on sales of bellows expansion joints (Russia-Denmark)
- ...

Information support

EU requests for

- distributorship (45%)
- representative offices in the RF, establishment procedure (34%)
- custom legislation (11%)
- certification (10%)

Russian requests for

- suppliers (38%)
- investors (33%)
- partners for product marketing on EU market (29%)

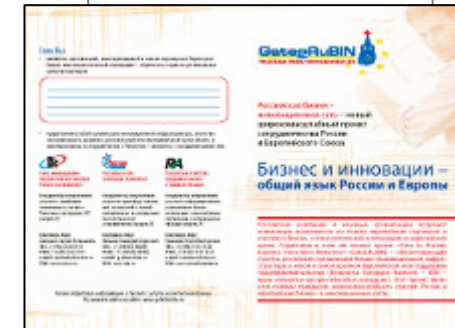
Events

- 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)



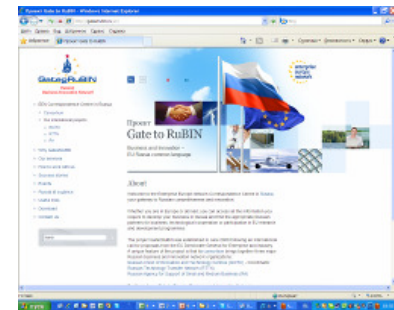
Methodology support

- Guidelines (9) for Gate2RuBIN centers
 - Technological audit
 - Participation in EEN Brokerage Events
 - Guidelines on Information System
 - ...
- Trainings
 - For PCT (3)
 - For regional centers (7)
- Staff exchange: between EEN North of Germany (Berlin-Brandenbourg) and Enterprise Europe Network Russia (2008)



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;



Brokerage Meeting on 29 October 2009

Goals were

- **increasing the visibility** among the EU partner centres of the capabilities of the EEN Centre in Russia in establishing business and technological EU-RF partnerships
- raising awareness of the **EU partner** centres about the competences of Russian companies, R&D institutes and universities interested in EU-RF cooperation.
- raising awareness of the **EEN-Russia and regional G2R centres** about the cooperation potential with the EU partner centres, presentation of EU spheres of interest in cooperation with Russia.



Catalogue

+



Presentations

=



Meetings, mutual
interest



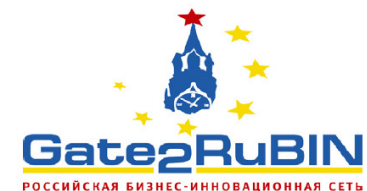
Partnerships

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).



Business Support on Your Doorstep



Contact: Alexander Larchikov

Deputy Director RUITC

+ 7 499 720 69 17

www.unitc.ru lartchikov@unitc.ru

Enterprise Europe Network - Russia Gate2RuBIN

Network Partner in Europe

http://www.enterprise-europe-network.ec.europa.eu/network_en.htm