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Internationalisation of innovative business: practical examples and supporting policies

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Russian Technology Transfer Network

- Russian Technology Transfer Network (RTTN) is an association of more then 90 Russian Innovation Centres, specialized in technology transfer area

- RTTN is an **innovation infrastructure tool**, aimed at effective dissemination of technological information and partner search for implementation of innovation projects

- RTTN creation is based on the model and methodology of European network of Innovation Relay Centers (IRC). RTTN is a member of **Enterprise Europe Network**

- **RTTN members** provide services for 1400 clients (SME, R&D institutes, universities). In 2011 they had carried out more then 400 technological audits and established 100 technological partnerships

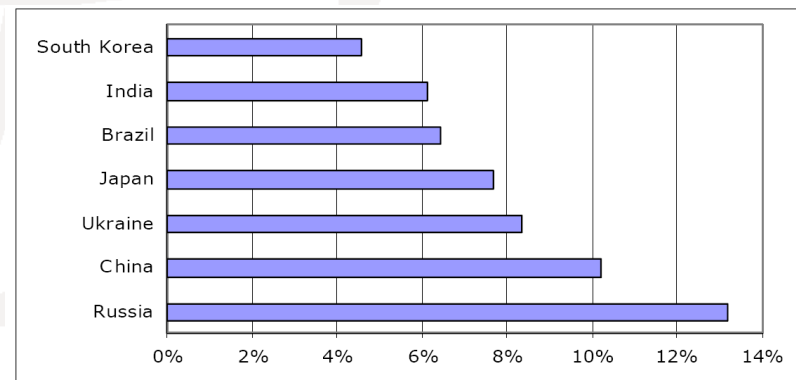- RTTN has been involved in 7 **FP6/FP7** projects

Potential for Internationalisation

Open innovation - **is actively integrating in to scientific and technical cooperation (partnership projects) and cooperating with external partners as equals**

21 million SMEs located in the EU:

- 42% of them are engaged in some form of internationalisation
- 14% of SMEs import from third markets
- 13% export to third markets
- **3% are engaged in different forms of international (technical) cooperation with third markets (~ 630 000 SMEs)**

The percentage of internationalised EU SMEs that have business activities in the third countries

Key barriers to internationalisation of innovative SMEs

- **Communication** (knowledge of foreign languages, e-mail communication, etc.)

- **Motivation to internationalisation**

- **Lack of visibility** of Russian SMEs' competences abroad (there is the need to promote them through networks, technological platforms and other tools)

- **Lack of sufficiently qualified personnel** (with necessary experience and skills) for international projects / business

- Existence of **differences in procedures of financing** and implementation of projects

- **Lack of co-financing** for joint international (technical) projects

- Lack of **adequate support** for SMEs internationalisation (partner search, consulting, hands-on support, etc.)

- **Differences in R&D classification and terminology**

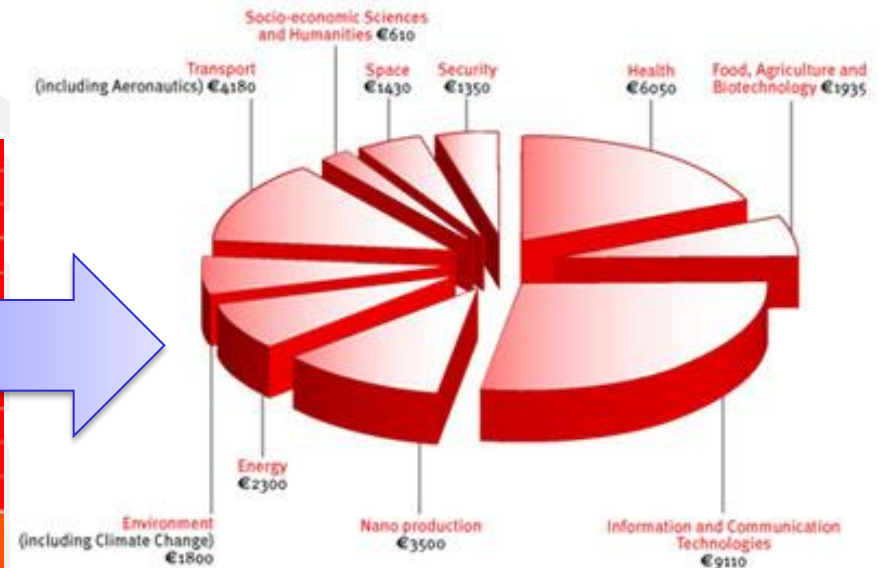# Mechanisms to support of internationalization: RTTN experience

- **The Seventh Framework Programme** for Research and Technological Development – FP7 (2007-2013)

- **ERA-NET projects** - Supporting development & strengthen the coordination of national and regional research programmes – ERA-NET.RUS

- **International programme "Growth"** of Foundation for Assistance to Small Innovative Enterprises - joint calls with France, Germany and Finland

- Competitiveness and Innovation Framework Programme – (CIP, 2007-2013) – **Enterprise Europe Network & Gate2RuBIN project**
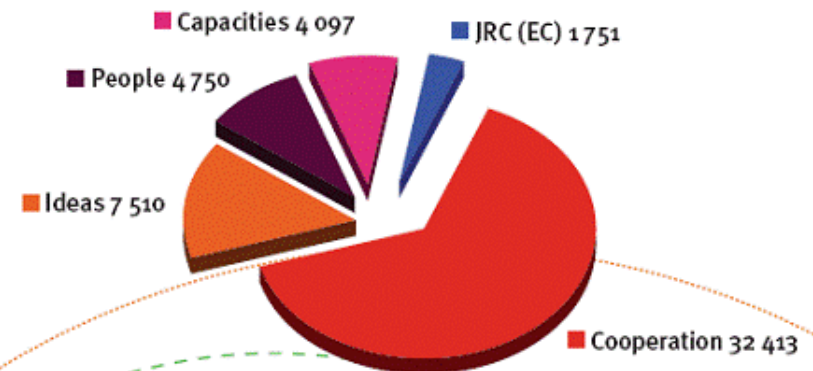
The Seventh Framework Programme

Structure of FP7

COOPERATION	Health
	Food, Agriculture, and Biotechnology
	Information and Communication Technologies
	Nanosciences, Nanotechnologies, Materials and new Production Technologies
	Energy
	Environment (including Climate Change)
	Transport (including Aeronautics)
	Socio-economic sciences and Humanities
	Space
	Security
	General Activities
IDEAS (ERC)	Starting Independent Researcher Grants
	Advanced Investigator Grants
PEOPLE (Marie Curie Actions)	Initial Training of Researchers
	Lifelong Learning and Career Development
	Industry - Academia Partnerships / Pathways
	The International Dimension
	Specific Actions
CAPACITIES	Research Infrastructures
	Research for the Benefit of SMEs
	Regions of Knowledge
	Research Potential
	Science in Society
	Coherent Development of Research Policies
	Activities of International Cooperation
EURATOM	Fusion Energy
	Nuclear Fission and Radiation Protection
JOINT RESEARCH CENTRE (JRC) Direct Actions	

Socio-economic Sciences and Humanities €610 · Transport (including Aeronautics) €4180 · Space €1430 · Security €1350 · Health €6050 · Food, Agriculture and Biotechnology €1935 · Energy €2300 · Environment (including Climate Change) €1800 · Nano production €3500 · Information and Communication Technologies €9110

Budget of FP7 in € million
(EURATOM FP budget of €2.7 billion over 5 years not included)

Capacities 4 097 · JRC (EC) 1 751 · People 4 750 · Ideas 7 510 · Cooperation 32 413

RTTN's key tasks and results in the frameworks of 7FP projects

- **Promotion** of EU R&D programmes & awareness raising
- **Networking** and liaisons with relevant national stakeholders and projects
- **Dissemination** and awareness raising campaigns

- **Organisation** of project meetings, training events, conferences
- **Assistance** for integration of the teams to European existent consortiums and in European partner' search to discuss (test) the proposed idea and to form a consortium of partner(s)
- **Financial support** for travel cost
- **Consultancy and Methodological assistance** on the participation in the FP7

In 2010-2012	
Workshops, info-days, networking sessions, etc. were carry out	**14**
Russian teams received hands-on support	**92**
Partnerships with EU organisations were established	**62**
Proposals were submitted to FP7 ICT Calls	**29**
Included Russian ICT teams	**32**

aims at intensifying and strengthening S&T cooperation between Russia and Europe by the coordination of MS/AC S&T programmes towards and with Russia

Two Pilot Joint Calls of programme owners in Russia and the EU Member States/ Associated Countries to FP7 were launched:

- **Pilot Joint Call in Collaborative S&T Projects (2011-2012) –** 31 projects with budget € 5.930.000

  Countries: Estonia, Finland, France, Germany, Greece, Norway, Poland, **Russia**, Spain, Switzerland, and Turkey

- **Pilot Joint Call in Innovation Projects (2011 –** 11 projects with budget € 2.980.000 (Russian contribution – € 1.500.000)

  Countries: Germany, Greece, Israel, **Russia,** Switzerland and Turkey

Project consortia must comprise project partners from at least 3 different countries, of which **at least one from Russia**

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International programme "Growth" of FASIE

Foundation for Assistance to Small Innovative Enterprises has cooperation agreements with:

- International Bureau of the Federal Ministry of Education and Research - **BMBF** (Germany, 2007)

- **OSEO** (France, 2005, 2009)

- Finnish Funding Agency for Technology and Innovation **- Tekes** (Finland, 2011)

Since 2008 calls are launched for funding of joint innovation projects of SMEs and R&D organisations:
- Germany (funded more than 50 projects)
- France (funded 10 projects)
- Finland (7 projects selected for funding)

Enterprise Europe Network & Gate2RuBIN project

Start: January 2008, long-term perspective until 2020

370 million € Community contribution from CIP (till 2014)

577 organisations (regional chambers of commerce and industry, technology and innovation agencies)

About 3.000 staff providing specialised services to SMEs, R&D organizations and Universities

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

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 center – Gate2RuBIN

Europe

Russia

Countries A-Z

Gate2RuBIN project: examples of results

A. Business to Business (B2B) cooperation services

B. Services encouraging the participation in FP7

C. RTTN coordinates of providing Technology and Knowledge Transfer services :

- o assistance in searching Russian partners — industrial technology developers or researchers — for establishing a win-win technological cooperation

- o identification and dissemination of technological / R&D offers and requests from EU and Russia

- o organization of EU-Russia brokerage events, matchmaking events, company missions. etc.

- o Etc.

RTTN and G2R centers services in 2011-2012:

- o ~500 technologies audits
- o 486 technology offers and requests for EU partners were prepared
- o 430 EU technology offers and requests were disseminated in RU
- o 197 EoIs from RU
- o 445 EoIs from EU

58 EU-RU technological partnerships were established

Success story #1
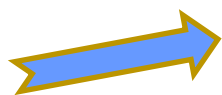
Knowledge Genesis, Ltd (Russia), competences:
- Pervasive and Trusted Network and Service Infrastructure
- Cognitive Systems and Robotics
- Technologies for Digital Content and Languages

Step 1 – Identification and description of competences and project idea for EU partners (Technological Offer, TO)

Step 2 – Presentation of the TO in the EEN database

Step 3 – Organization of participation in the ICT-2010 conference

Step 4 – Consulting hands-on support

Project: "Innovative telematic system for dynamic ride sharing in nomadic environments"

ERA.Net RUS

Project: "AdNet: Software Platform for Adaptive Networks of Intelligent Services based on Real Time Knowledge - Based Multi-Agent Schedulers of Small and Medium Enterprises and Mobile"

SEVENTH FRAMEWORK PROGRAMME

Success story #2

Cyber Systems Development, Ltd & Ulyanovsk State University (Russia), competences:

- Cloud Computing, Internet of Services and Advanced Software Engineering

Step 1 – **Identification and description of competences and project idea for EU partners (Technological Offer, TO)**

Step 2 – **Organization of participation in the ICT-2010 conference**

- Networking sessions
- Exhibition
- Dissemination of promo materials

Step 3 – **Consulting hands-on support**

ScanMaster Systems, Ltd (Israel) - coordinator
German University of Applied Sciences Darmstadt, Ltd (Germany)

ERA.Net RUS

SEVENTH FRAMEWORK PROGRAMME

Project: "Distributed System for Ultrasonic Non-Destructive (NDT) Tomography"

Success stories with big companies

Big companies (multinational) actively use **the Enterprise Europe Network and Gate2RuBIN project** to search for technological solutions (RTTN received requests from DuPont, Nestle ...)

- Research centre "Sitronics" were integrated in to FP7 project "CASAGRAS2: Coordination and Support Action for Global RFID-related Activities and Standardisation – 2"

- For "THK-BP": Development of technology for rehabilitation of steel pipes by using of cement sandy covering

- The plant "Micron" was involved in to several FP7 projects for determination of EU-Russia priorities in the field of nanoelectronics

- Public corporation "Rosatom" invited RTTN as a "network partner" to Russia-EU FP7 project "Cooperation Infrastructure for EU-Russia nuclear education, ENEN-RU"

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