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U.S.-Russian Collaboration for Technology Commercialization

Ellen S. House, BISNIS
U.S. Department of Commerce

www.bisnis.doc.gov (English)

www.bisnis-eurasia.org (для русскоязычных клиентов)

BISNIS/USFCS in Eurasia

U.S. Department of Commerce

Info for Eurasian companies: www.bisnis-eurasia.org

Info for U.S. companies: www.bisnis.doc.gov

Western NIS

Kyiv, Ukraine
Chisinau, Moldova

Caucasus

Baku, Azerbaijan
Yerevan, Armenia
Tbilisi, Georgia

Central Asia

Tashkent, Uzbekistan
Bishkek, Kyrgyzstan
Astana, Kazakhstan
Dushanbe, Tajikistan

Russian Federation

St. Petersburg
Moscow
Nizhny Novgorod
Samara
Yekaterinburg
Novosibirsk
Tomsk
Khabarovsk
Vladivostok
Yuzhno-Sakhalinsk



How BISNIS can help

- Information (market research, articles, new resources and developments, leads, events)
- Counseling and advice (e.g., customs, certification, financing, partnering, region-specific, in-country)
- Contacts and referrals (USG agencies, assistance programs, & organizations; Russian officials, companies & organizations; incoming delegations)

Updates on

- ❖ Initiatives
- ❖ Leads
- ❖ Events
- ❖ USG programs
- ❖ Resources
- ❖ Delegations

U.S. Russian Innovation Council for High Technologies

- Created in 2004 by DOC's Technology Administration and Russian Ministry of Science and Education to further U.S.-Russian collaboration
- 1st meeting – June 2005 in Moscow, 2nd meeting – Feb. 2006 in Washington, and the 3rd meeting will be in October 2006 in St. Petersburg

Creation of New Special Economic Zones in Russia

- Four technology development zones chosen in late 2005: Tomsk City (Tomsk region), St. Petersburg, Zelenograd City (Moscow region), and Dubna City (Moscow region)
- Article on the zones focusing on Tomsk, SEZ contacts, text of SEZ law
- Moscow conference going on now – www.forumsez.ru
- Too early to tell but promising

U.S. Government-sponsored programs

- Dept. of Energy/NNSA (www.nnsa.doe.gov) – IPP and NCI
- Dept. of State programs – ISTC (www.istc.ru), BioIndustry Initiative (www.biistate.net), Science Centers Program, Bio-Chem Redirect
- Implemented by USIC, CRDF, and others

Leads

- BISNIS Search for Partners collaboration with USIC & BII (www.bisnis.doc.gov/bisnis/searchfpartnew.cfm)

Delegations

- Above programs, as well as multiplier groups, such as USRCCNE (www.usrccne.org) and MARBC (www.ma-rbc.org), and Open World Leadership Center (www.openworld.gov) regularly bring delegations to the USA, usually to attend conferences.

Events and Resources

Emerging Technologies and Entrepreneurship Conference, 15-16 June 2006,
Moscow, Russia (www.eteer.ru)

Russian Venture Fair, 10-11 October 2006, St. Petersburg (www.rvf.ru)
featuring 80 innovative high-tech SME companies

U.S.-Russia Technology Symposium, Palo Alto, Spring 2007 (www.usrts.org)

World Bank Knowledge Economy Forum series, March 2006, Prague
“Public Financial Support for Commercial Innovation,” study for Europe and Central
Asia region (www.worldbank.org/eca/kestudy)

Advice: Keys to Success

- ✓ Do research and choose partners carefully (due diligence)
- ✓ Prepare your expectations and take nothing for granted
- ✓ Build relationships with key personnel on the ground
- ✓ Details (take care of them, or have them taken care of)
- ✓ Find reliable professional assistance (registering, banking, accounting, taxes, legal, personnel, security)
- ✓ Get reliable translator/interpreter – translate your materials
- ✓ Know where to go for help



BISNIS Mission: facilitate U.S.-Eurasia
commercial collaboration



Contact Information

Direct tel: (202) 482-2284

Gen. Tel: (202) 482-4655 or (800) 872-8723

Fax: (202) 482 2293

E-mail: ellen_house@ita.doc.gov

Gen. e-mail: bisnis@ita.doc.gov

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www.bisnis-eurasia.gov (Russian)