

ISTC Programs: ***Partnering and Commercialization***

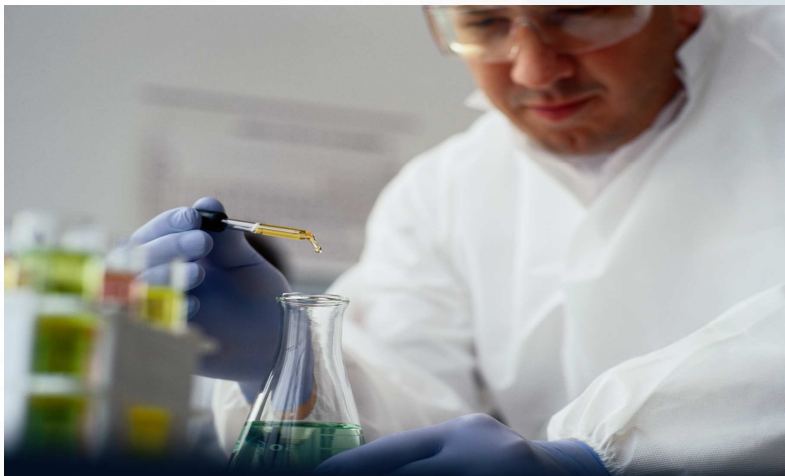


Delegation of Canada

23 June 2009

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Group Manager

Commercialization Support Program (ComSP)



www.istc.ru

ISTC: Main Objectives



- **Redirect** Weapons of Mass Destruction (WMD) scientists and specialists from Russia and the CIS
- Promote **sustainability** and reinforce the **transition to the market economy** in Russia and the members of the CIS
- Help integrate Russian and CIS scientists into the global scientific community
- Help solve science & technology problems



ISTC: 15 Years of Accomplishment



Service Oriented



Transparent



R&D Network



Unique



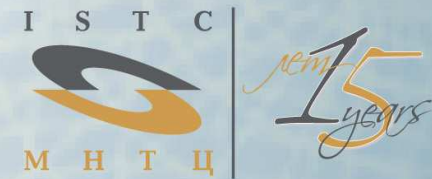
ISTC: Core Programs and Services



- **Regular Project Program**
- **Partner Project Program**
- **Sustainability Program**
- **Innovation/Commercialization Support Program**
- **Patenting Program**
- **Competence Building Program**
 - **Workshops and Scientific Seminars**
 - **Travel Grants**
 - **Communication Support Program**
 - **Partner Promotion Program**



ISTC: Service Oriented

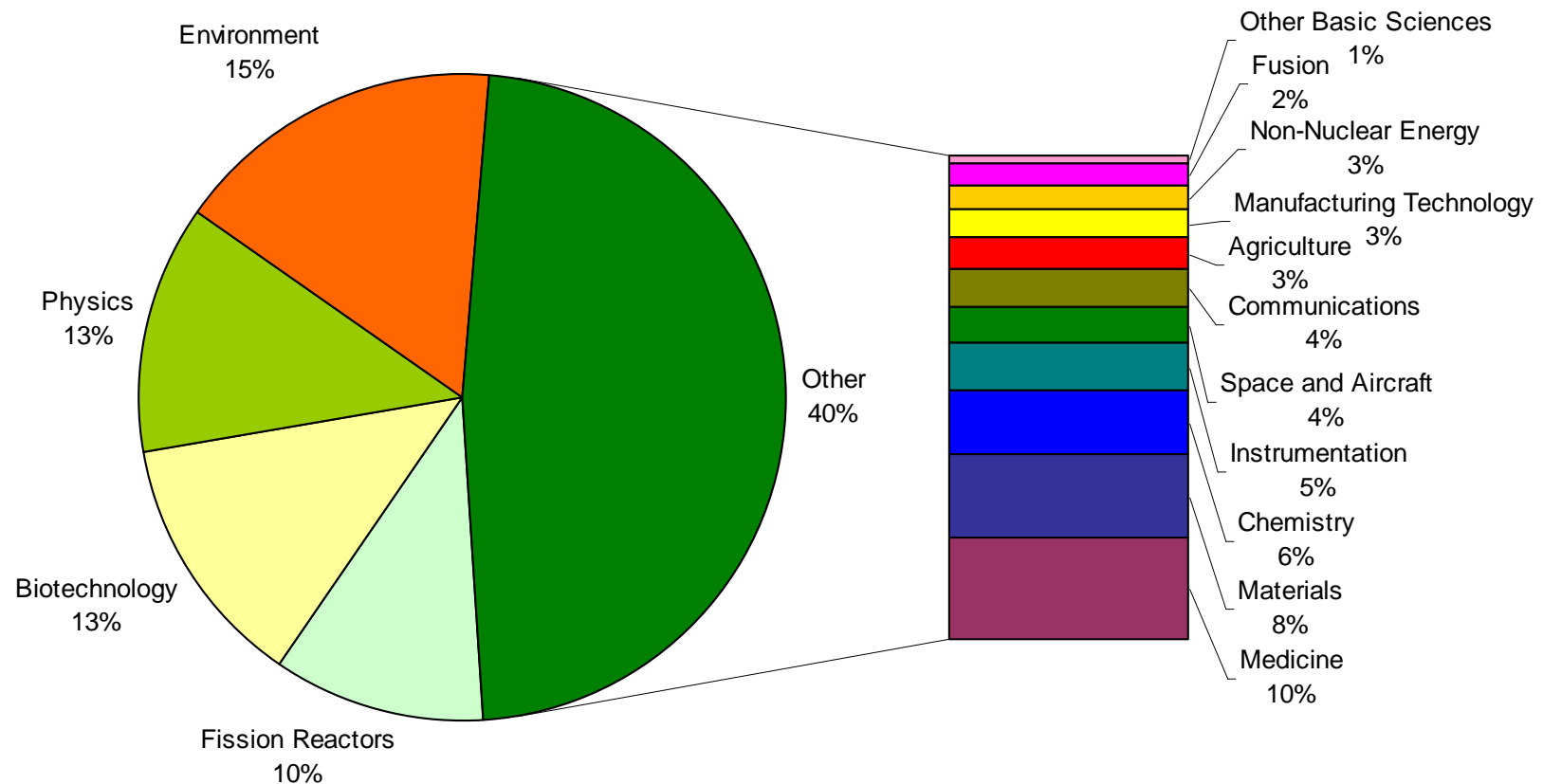


**A wide range of services focused on our
Partner and Scientist success:**

- **Technology Matchmaking**
- **Project Management**
- **Sustainability Support Program**
- **Competency Building**
- **Event and Workshop Management**
- **Travel and Logistical Support**



ISTC Technology Areas



ISTC: Center of Know-how



Knowledge is available 'in house' in many disciplines

- Agriculture
- Biotechnology
- Biotechnology and Life Sciences
- Chemistry
- Environment
- Fission Reactors
- Fusion
- Information and Communications
- Instrumentation
- Manufacturing Technology
- Materials
- Medicine
- Non-Nuclear Energy
- Physics
- Space, Aircraft and Surface Transportation



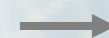
ISTC: Every Step of the Way



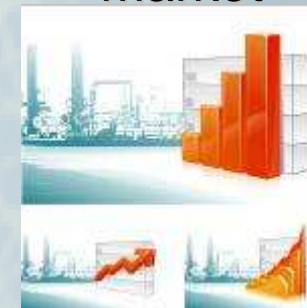
Technology
Search



R&D Project
Facilitators



Bring a product to
market



Organizing Joint Workshops – in Russia / CIS and Abroad



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ISTC: Transparent



- **ISTC activities are audited regularly according to international standards by companies such as Deloitte Touche and Pricewaterhouse Coopers**
- **We guarantee transparent financial operations to ensure full accountability for project funds**



ISTC Partnering: Saving Time and Money



Save operational and transaction costs by



30-35%

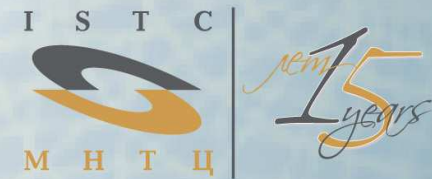
Benefits include:

- No income tax grant payment directly to scientist
- Free of equipment import tax
- No extra dedicated Project Manager in your company
- Set overhead for the institutes
- Saves time for regular project monitoring



ISTC: Over 400 Partners

and 360 more...



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Canadian Partners



- **ISTC has 31 Canadian Partners:**
 - 2 Government - *Environment Canada & AECL*
 - 29 Private Company Partners (*13 in Biotech*)
- **DFAIT is lead Canadian Government Department for ISTC issues**
- **ISTC can now co-fund Research Projects: 50% (up to a maximum of \$40,000 CDN)**



How to Become an ISTC Partner



- **Application letter to ISTC - agreeing to nonproliferation principles**
- **30 day concurrence period while ISTC Parties review**
- **During that period, a company can access ISTC services and begin project development**
- **Only financial obligation comes once project is agreed and ISTC / Partner / Scientists sign a Project Agreement**



ISTC Project Development



➤ **Get Acquainted**

- Matchmaking
- Your RFP
- Approach by CIS Institute / Scientists
- Focused Workshops

➤ **Proposal**

- Agree on Project, SOW, cost
- Submit for Host Government Concurrence (HGC)
- Submit to ISTC
- ISTC Parties review for negative concurrence
- 40 days, approval!



ISTC Project Development (Cont'd)



➤ Write Work Plan (can be in Parallel)

- Choose Partner Project Manager (Senior Project Manager)
- WP = Expansion of Proposal
- WP Submitted to ISTC Internal concurrence: Agreement, Procurement, Finance
- WP Submitted

➤ Project Agreement

- Work Plan becomes basis for PA
- PA contains boilerplate IPR agreements
- PA signed by Partner, ISTC and Institute



ISTC Programs



Commercialization Support



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ISTC: Advanced MatchMaking (AMM)



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ISTC: Pre-commercialization Support



Modest support that strengthens the business capabilities of ISTC beneficiary institutes

- **Market research**
- **Business planning**
- **Business/legal consulting**
- **IPR consulting**
- **Travel support for customer search, etc.**



ISTC: Innovation Initiatives



- Market launch of profitable hi-tech (being at final development stages) products/services from former “weapon” institutes
- Providing support in technology transfer, which generates revenue for former “weapon” institutes
- Creation of sustainable work places for former “weapon” specialists

Funded by Parties and Governmental Partners. Co-funding can be provided by “external” investors, incl. governmental agencies and private companies.

28 Innovation Initiatives have been funded by the moment (2 completed, 26 ongoing)



ISTC: Innovation Initiatives

Types of Support



Available only for ISTC beneficiaries within our mandate (former “weapon” scientists and experts).

Support can include:

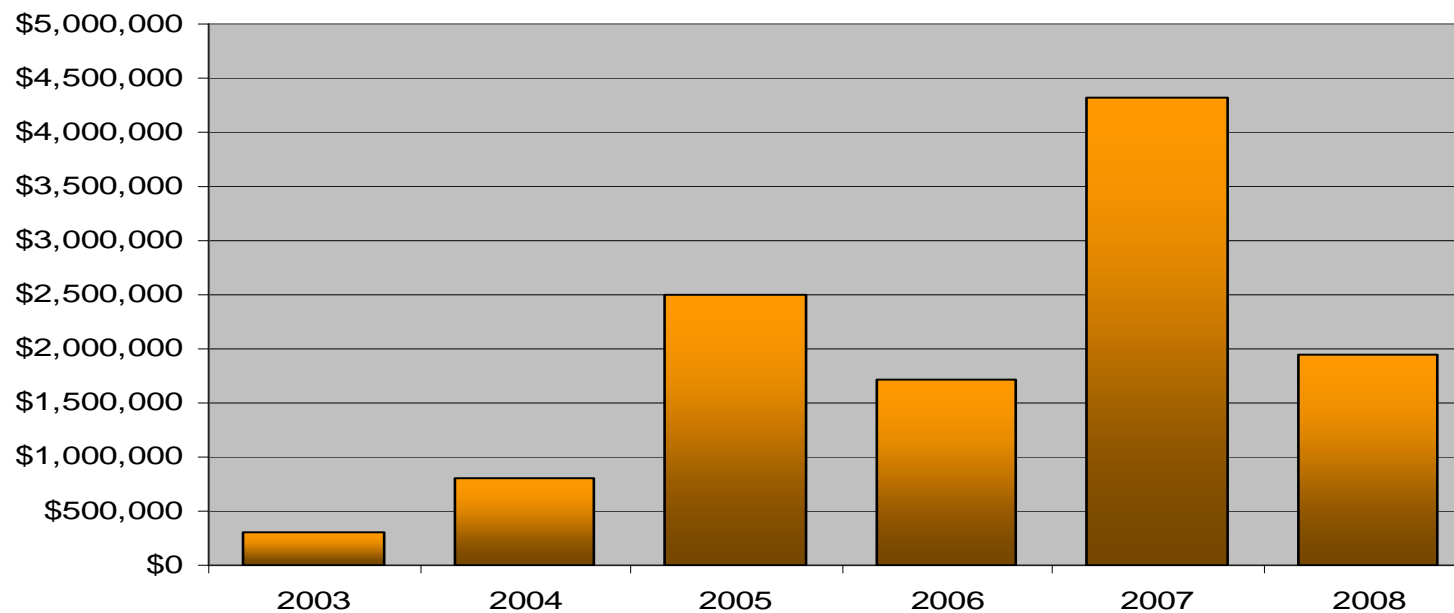
- ✓ **Capital equipment and materials purchase**
- ✓ **Infrastructure upgrade**
- ✓ **Third-party services (consulting, marketing, advertising)**
- ✓ **Training, travel support**



ISTC: Innovation Initiatives Funded



IIs funded through the ISTC's ComSP



Total 28 Innovation Initiatives for \$11,593,556



ISTC: Advantages



Professional Project Management

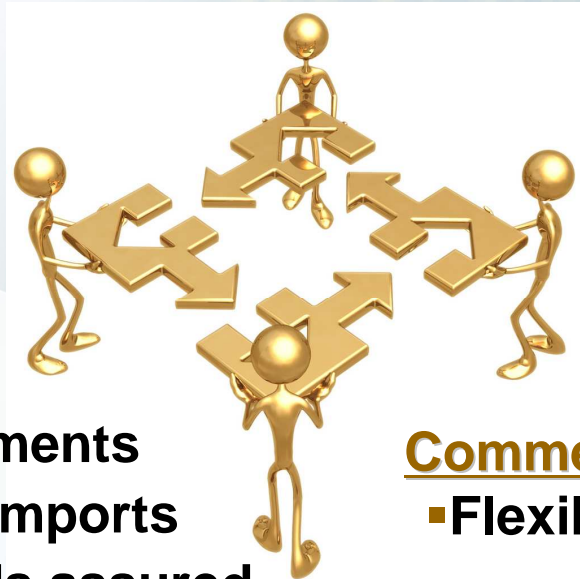
- Cross-Functional Bilingual Teams
- On-site monitoring and audits
- Intellectual Property Rights support

Partnership with Top Scientists

- From priority institutes and closed cities in Russia and CIS

Low Cost R&D

- Direct tax-free grant payments
- Customs- and duty-free imports
- Complete control of funds assured



Commercialization Support

- Flexible Business Models
- Risk Sharing



THANK YOU!

