



The International Science & Technology Center

The background of the slide is a green and white abstract graphic. It features a network of thin white lines connecting various nodes, some of which are highlighted with a soft, glowing effect. The overall aesthetic is clean and modern, with a focus on connectivity and technology.

From Science to Business: ISTC services on commercialization support

**S.Makarov
Commercialization Project Manager
ISTC**

Baku

October 16, 2007

International Science and Technology Center

Background-Activities-Results

November 1992, Agreement establishing the ISTC



- To afford former “weapon” scientists from Russia and CIS an opportunity to redirect their knowledge and skills for civil applications
- To provide support for fundamental and applied R&D
- To assist in transition to market economy
- To encourage integration of former scientists and specialists of Russian and CIS weapon complex into the World scientific community
- To assist in solving of national and international scientific and technical problems

58000 scientists and specialists
2450 Regular Projects: \$750,455,250.46
612 Partner Projects: \$229,698,591.52
24 Programs

Partnership and Sustainability Department

Partner Promotion

**Partner Project
Management**

**Support of the long-term
sustainability of “weapon”
scientists of the former USSR**

**Competency
Building
Program**

Commercialization Support Program



Commercialization Support Program

Competence Building

Advanced Matchmaking

IPR Asset Inventory and Analysis

Pre-commercialization Support



Commercialization Initiatives

outside capital

INVESTORS

stock exchange

Business Competency Building

1. Symposiums, coaching, commercialization seminars

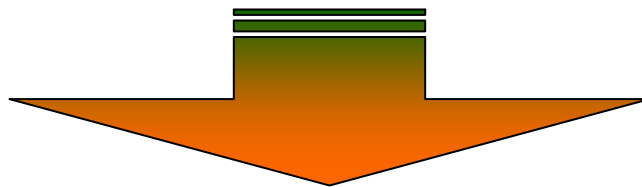
2. Cost-free multimedia courses

- Intellectual property rights
- Business-plan preparation
- Basics on business management
- Presentation skills
- Business negotiations
- Other issues...

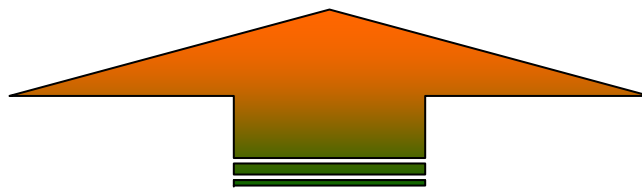


IPR Asset Inventory and Analysis (IPRA)

IPR inventory and analysis → Commercialization priorities
RF Law on obligatory IP inventory



How can ISTC help?



Many institutes unclear how to do this

IPR Asset Inventory and Analysis (IPRA)

- Assist ISTC beneficiaries to address the following:
 - Which IPR is most valuable, should it be protected and how?
 - Does institute have all IPR needed for success (incl. background & foreground, an IPR “portfolio”)?
 - What legal/contractual limitations may hinder success?
 - How to develop a sustainability strategy that helps the institute prioritize its human and asset capital to exploit most valuable IPR for maximum return?
 - How to develop expertise and procedures to empower institutes to perform their own IPR asset inventories?
- Provide coaching and training so institutes can develop their own IPR asset inventory processes and expertise

Advanced Matchmaking (AMM): What is it?

Traditional matchmaking - identifying a good "match" between CIS institute and international Partner

Advanced Matchmaking:



Advanced Matchmaking: How it works

Support can include:

- Travel to meet potential partners, attend conferences and trade fairs
- Business and legal consulting support
- Support in preparing targeted business-attractive presentations
- Help developing mini-business plans, limited market surveys, business models, etc.

No grants or equipment provided to scientists, no site access,
no host government concurrence required

Pre-commercialization Support



Modest support that strengthens the business capabilities of ISTC beneficiary institutes

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

From \$1-2 тыс. (travel support) to \$100 тыс. (biz-planning/legal consulting)

- No grants and equipment
- No site access
- No host government concurrence required

Commercialization Initiatives

Goals



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

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

20 Commercialization Initiatives have been funded by the moment (2 completed, 18 ongoing)

Commercialization 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

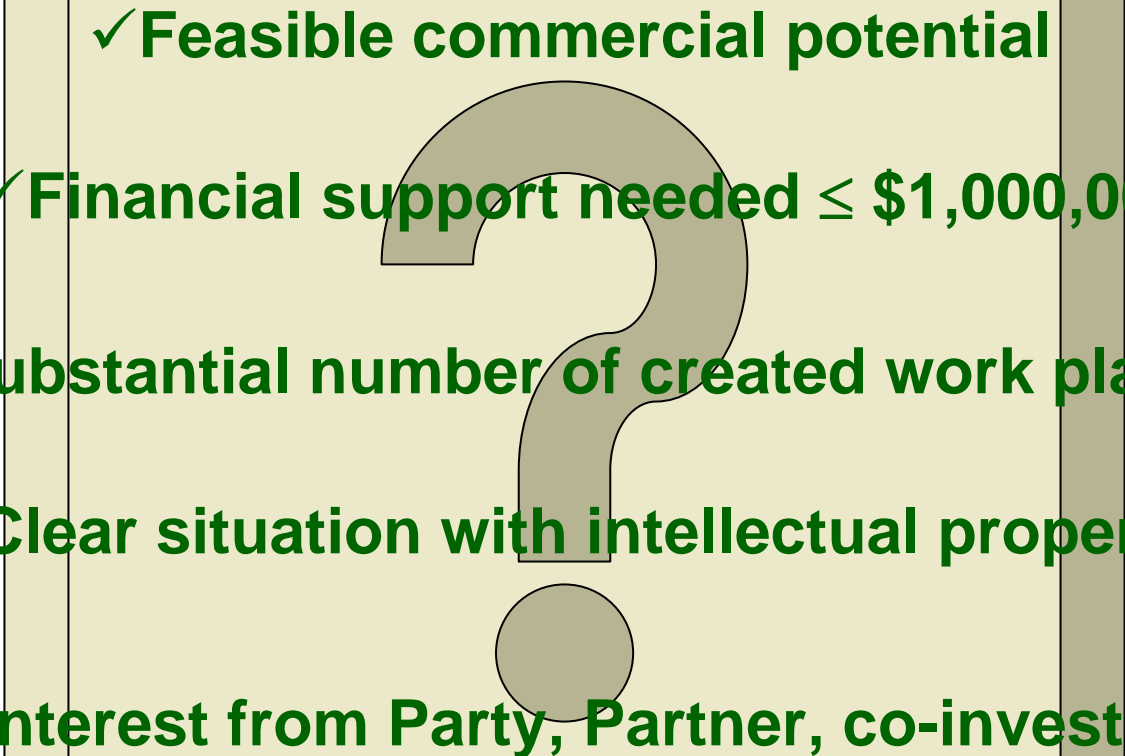
Infrastructure upgrade

Third-party services (consulting, marketing, advertising)

Training, travel support

Commercialization Initiatives

Terms of support

- 
- ✓ **Feasible commercial potential**
 - ✓ **Financial support needed \leq \$1,000,000**
 - ✓ **Substantial number of created work places**
 - ✓ **Clear situation with intellectual property**
 - ✓ **Interest from Party, Partner, co-investor**

Contact information

Commercialization Support Program

Laura Schmidt Williams
Deputy Executive Director
Partnership and Sustainability Department
Phone: +7-495-982-3111
E-mail: williams@istc.ru

Timothy P. Murray
Group Manager
Commercialization Support program
Phone: +7-495-9823163
E-mail: murray@istc.ru



The International Science & Technology Center

A decorative horizontal banner with a green and black color scheme. It features a network of white lines connecting various nodes, some of which are glowing. Binary code (0s and 1s) is scattered throughout the background in a light green color. The overall aesthetic is technological and futuristic.

Thank you!