

# Agency of Technological Development

## – New Opportunities for Business in Russia –

### Expertise / Solutions / Partners / Investments



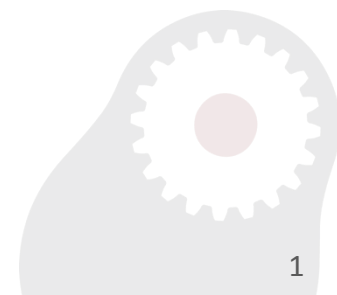
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# About the Agency of Technological Development

The Agency's mission is to assist Russian companies in implementing world class solutions to deliver competitive domestic products

1

## **Russian state institute of development**

- The Agency is established by the Government of the Russian Federation.

2

## **International technology expertise**

- The Agency's activity is based on the perception of the advanced global technological experience and its application in Russia.
- The agency continuously develops the network of international partners which includes enterprises, business industrial associations and development institutions.

3

## **Multi-sector business integrator**

- The Agency provides technology expertise, finding solutions, and supporting technology transfer deals.

4

## **A universal agent in the search for partners and support**

- The Agency solves the problem of finding partners and technology solution providers in Russia and abroad.
- The Agency realizes an individual approach in selection of government support measures for technology development projects.

## 1. Technology upgrade of the Russian company

Analyzing  
demands

Decision  
Making

Implementing  
technologies

## 2. Transferring global breakthrough technologies

Global search for breakthrough technologies  
which have no analogues in Russia



+ technology  
audit of major  
state funding  
beneficiaries

Calculating the multiplicative economic  
effect

Forecasting the necessary adjustments in  
the regulatory environment

Decomposing into individual investment  
projects



Complex  
implementation  
and system  
industry upgrade



## List of Services

### Technology upgrade services

1



Express analysis  
of the manufacturing  
system of enterprise

2



Development of product  
strategy

5



Search for a technology  
solution

7



Information and  
consulting support for  
the negotiation process

9



Assembly of investment  
project

3



Aggregation of demand on  
the project of technology  
modernization

6



Search for R&D partners

8



Representation of the  
customer's interests  
in transactions of  
technology transfer

10



Selection of measures  
of the state support for  
projects

4



Conceptual design

11



Assistance in arranging  
project financing

### Expertise

12



Technological expertise  
of projects

### Promotion and Matchmaking

13



Technologies and  
competencies push  
in Russia

14



Assistance in certification  
of technologies in Russia  
(agent's function)

15



Matchmaking,  
organization of licensed  
production in Russia



## Focused Industries



### HOW WE CAN BE USEFUL FOR YOU

- Access to a wide network of contacts with Russian businesses, business associations and development institutes.
- A range of opportunities for state support of technological projects.
- Customer-focused service 24/7.
- Full transaction support for technology transfer.
- Matchmaking and effective promotion of technology on the Russian market.



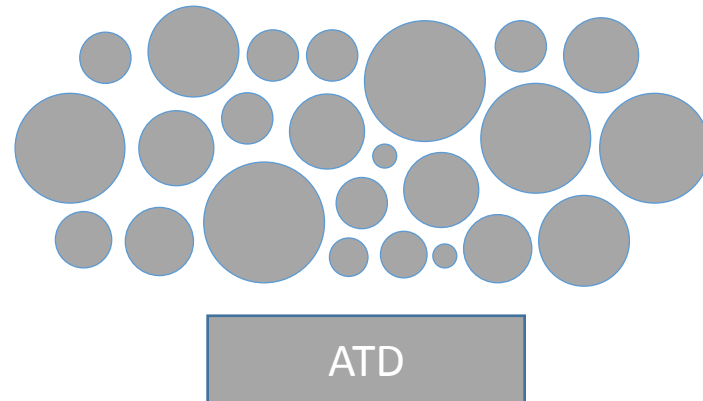
## ATD Partners network

**ATD partners are international and Russian governmental organizations and private enterprises possessing access to modern breakthrough technologies as well as scientific and engineer competences which can be implemented in technological projects providing application and replication of technological solutions.**

### **ATD partners network aims :**

- Search for technological solutions according to technological requests generated by the Agency or Partner;
- Expertise of technological solutions to justify the choice of technological products or technology proposals offered by the Agency or the Partner;
- Search for partners for the realization of technological projects;
- Promotion of the best world-class technology solutions in Russia.

### Partners network



- Joint implementation of projects for Agency clients.
- Promotion of partner technologies in the Russian Federation.



## International Partners



Aimaty-Calgary-Montréal-Moscow-Ottawa-Toronto-Vancouver  
**CERBA** Canada Eurasia Russia  
Business Association  
Association d'affaires Canada Russie Eurasie  
Консультативная ассоциация в России и Евразии



Association  
of European  
Businesses



ITALIAN TRADE AGENCY  
ICE - Agenzia per la promozione all'estero e  
l'internazionalizzazione delle imprese italiane  
INCE - Посольство Италии  
Отдел по развитию торгового обмена



CONFINDUSTRIA  
RUSSIA



enabling new business



Department for  
International Trade

**Nauka Innov**

CENTRE DE COOPÉRATION  
TECHNOLOGIQUE DE  
LA CCI FRANCE RUSSIE  
ЦЕНТР НАУЧНО-ТЕХНОЛОГИЧЕСКОЙ  
КООПЕРАЦИИ ССР FRANCE RUSSIE



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



国际技术转移协作网络  
International Technology Transfer Network



New Energy and Industrial Technology  
Development Organization



Japan External Trade Organization



Connecting Markets



Korea Trade-Investment  
Promotion Agency

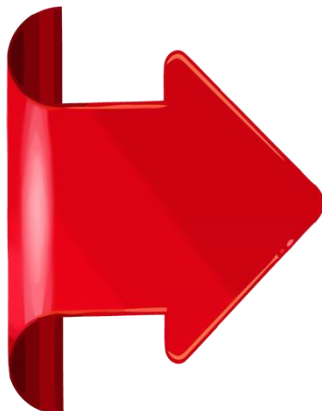


Korea Institute  
for Advancement  
of Technology



## Bank of Technologies

**The Service is provided to ATD partners for free**



The Bank of Technologies enables technology promotion to Russian Market

The Bank of Technologies is the register of the ready technology solutions that can be replicated for the Russian industry

We are looking for technologies on:

Machine Building

Agriculture

Pharmaceutical

Consumer goods

IT and Telecom

Oil and Gas chemistry

Power Engineering

Biotechnologies

**The Bank of Technologies is established for:**

contribution to technological modernization of Russian enterprises by increasing their knowledge in the field of reliable and effective technologies



## How to enter the Bank of Technologies

Technology owner provides  
information about technology/product  
in a determined format\*



Short information  
about technology



Availability of  
information



Declaration  
on compliance to  
formal requirements



**Free placement**  
of technology to  
the Bank of  
Technologies

**2 successful  
industrial  
implementations**

**OK**

**7  
DAYS**

*\*Technologies are only accepted from their owners or their authorized persons*

## Success Story

### Technological and price audit of the project of the Central Ring Road single operator



According to the request of the State Company AVTODOR Agency of Technological Development carried out a technological and price audit of the project of the Central Ring Road single operator. Within the framework of the project an assessment of the proposed technologies was made and the financial model of the project was corrected, based on the world's best practices for organizing toll roads.

**Thanks to the recommendations of ANO "ATD", the project costs can be reduced by 25% (by 2.7 billion rubles)**

#### Stages of the project implementation

*May – June 2017*

##### Analysis of world experience

- ✓ A consortium of partners is involved, including international ones
- ✓ The experience of Israel, the countries of the European Union and New Zealand was analyzed

*June - July 2017*

##### Technological and price audit

- ✓ An analysis of possible technological solutions was made, Free-flow technology was recommended
- ✓ A price and technological audit was carried out, the results suggested an opportunity to reduce costs

*June - July 2017*

##### Analysis of the sensitivity of the financial model

- ✓ The sensitivity analysis of financial model was made and the main risks were identified
- ✓ Recommendations were developed, including on the adjustment of the regulatory and legal framework

*July 2017*

##### Recommendations output

- ✓ Financial and technological recommendations for the project of creating a single operator of the Central Ring Road were developed for the State Company AVTODOR
- ✓ The Agency proposed options for further cooperation on the project

## Success Story

### Development of an industrial model of an information and analytical management system for the industrial model for United Aircraft Corporation



According to the request of the United Aircraft Corporation Agency of Technological Development carried out a creation of an industrial model / functional prototype of an automated analytical management. This IT tool is intended to be used for developing scenarios and making decisions in terms of proving the technological feasibility of producing a given type of aircraft as well as for assessing the adequacy of production capacity of a selected group of facilities, of existing technologies for its production, of predictive assessment of labor intensity, material intensity and production cycles.

**The investment capacity of the entire project within the Corporation is estimated at 3.4 billion rubles.**

#### Stages of the project implementation

##### Analysis of world experience

- ✓ The Agency formed a consortium of project partners, including international ones
- ✓ The Agency carried out an analysis of modern methods and means of building and managing the industrial model in other industries

##### Integration & Development

- ✓ Development of technology for the integration of mathematical models in the industrial layout
- ✓ Development of industrial layout architecture based on modern information and communication technologies
- ✓ Formation of the library of input data collected at the enterprises of the customer

##### "Digital Twin" creation

- ✓ Creation of a model of a "digital twin" of produced cooperation using the example of two enterprises - Aviastar and VASO
- ✓ Finalization of the industrial layout of the information-analytical management system with integrated and verified modern mathematical models

##### Recommendations output

- ✓ Development of recommendations and requirements for the creation of a full-scale information-analytical system for managing the industrial model
- ✓ The Agency proposed options for further cooperation on the project

## Success Story

### Rosatom HealthCare Pharmaceutical Plant

Rosatom HealthCare in partnership with Agency of Technological Development have launched construction of pharmaceutical production facility in Moscow Region. Rosatom HealthCare modern plant will produce innovative drugs and generics to treat oncology, CVC, autoimmune and other socially significant diseases.



**Amount of investments: up to 6 billion Rubles**

#### Marketing Research

- ✓ The search for the fastest growing and perspective market segments
- ✓ Precision targeting of end production

#### Product Strategy Development

- ✓ Defining product pipeline in view of localization perspective and technological solutions, and market potential

#### Products DD

- ✓ Due Diligence of products of interest to license to the Russian Federation, including technological expertise, financial modeling, competitive landscape analyses, associated risks assessment.

#### Conceptual Project Planning

- ✓ Description of technical requirements, equipment and technological processes to produce products pipeline
- ✓ Calculating amount of investments
- ✓ Determination of energy resources
- ✓ Functional zone planning



## Contact Details

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