“The notion of the lone researcher having a EUREKA! Inventive epiphany... is a historic relic.”

Russian academics well known for fundamental science, but few commercialize their own ideas

**How did the US system evolve?**

1) **The Bayh Dole Act, 1980 - IP Law**

2) **1994 - Translational Research**

3) **2002 - POC**

4) “Discovery research is complex, competitive, expensive, arduous and must be collaborative.” *White Paper report conclusion prepared by David Allen for the US Admin, March, 2010*

Today Russia is actively using best practices from these models to modernize its university system
2007 – University Modernization & IP Protection Programs Accelerate

- 2007: Infrastructure Development & Financing
- 2008: IP Protection and Technology Transfer modernization of laws - FASIE & FZ-217
- 2009: Development of networks of Techno Parks, Incubators and regional Seed & VC funds
- 2010 - Launching of the “Skolkovo Foundation”
- 2011: National Association of Business Angels
- 2012: 5/100 University Modernization Program
- 2015: NTI – “University 3.0 Program”
2012 - Russian University 5/100 Modernization Program Initiated

Applying International Best Practices in Technology Commercialization

- Investing in Public & Private sector R&D
- Modernizing university tech transfer & IP legislation
- Creating networks of commercialization support centers
Regional Innovation Cluster Support & Development

19 High-Tech Techno Parks Across Russia

**Moscow:**
1. MSU
2. HSE
3. Bauman
4. Phys-Tech
5. MISIS

**Novosibirsk:**
1. Novosibirsk State University
2. AkademPark
3. Chemistry Institute
4. NaukoGrad

**Skoltech**
Skolkovo Institute of Science and Technology

**Tomsk:**

**Saint Pete:**

**Nizhny Novgorod:**

**Kazan:**

**Yekaterinburg:**

From Russian Technologies to Global Markets
Prototype technology transfer system established at UNN Lobachevsky

Entrepreneurship Support Programs:

- Student Business Incubator
- Entrepreneurs Club
- On-line training programs
- Master Classes
- Business plan Pitch competitions

Business Support Programs:

- Tech Transfer
- POC center
- Venture Mentoring
- IP Protection
- Legal Advice

From Russian Technologies to Global Markets
2014 - Numerous Programs Launched Promoting Innovation, Tech Transfer, Entrepreneurship and new Start-Up Acceleration

Results: 22 New Start-Ups Launched

General Partner: RVC
Corporate Partners: BOSCH, MTC
Co-organizers: Marchmont-UNN Venture Lab

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2015 – Pioneering Platform Established to Link Business to UNN

Industry Advisory Board

Corporate Partners supported UNN training & educational programs

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IPOCA

International Proof of Concept Center Association

Founding Members:

- IPOCA (International Proof of Concept Center Association)
- MIT (Massachusetts Institute of Technology)
- Skoltech (Skolkovo Institute of Science and Technology)
- Masdar Institute
- ITMO (National Research Lobachevsky University)
- NNU (National Research Lobachevsky University)

Key Goals & Objectives:

- Improving Results from State Funded R&D;
- Acceleration of technology commercialization;
- Development of trained tech transfer managers;
- Development of entrepreneurship potential;
- Improving links between business and academia;
- Developing innovative solutions for industrial use;

Key Problem - Lack of Funding!

From Russian Technologies to Global Markets
### NATT Supervisory Board Members:

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<th>Government Support</th>
<th>Manufacturing and Banking Sectors</th>
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### Founders:
- МГУ им. Ломоносова
- Иннopraktika

### Int’l Partners:
- Alliance of Technology Transfer Professionals (ATTP)
2019 – Latest Initiatives: Regional “Scientific Education Centers” (NOTs)

Five new Prototype Tech Transfer & Proof of Concept (POC) Centers being developed regionally which will focus on realizing the global commercial potential of Russia’s advanced technologies

Clean-Tech, Alt Energy, Gen, Storage & Distribution, Recycling, and Sustainability

AI, Big Data, ML, Quantum Analytics, Neuro Nets, VR & AR, Brain Interface

New Materials, Molecules, Composites, Advanced Chemistry, Space & Auto Apps

Life Sciences, Medical Devices, IT, IoT, Distance Learning

1. Artificial Intelligence Applications;
2. Robotics & Production Line Automation;
3. New Composite Materials for Electronics & Auto Components Segments;
4. Advanced Engineering & Industrial Design Applications;

1. Artificial Intelligence Applications;
2. Big Data, Machine Learning & Quantum Analytics;
3. Blockchain technologies & Fin Tech;
4. Advanced Engineering & Industrial Design

1. Artificial Intelligence Applications;
2. Big Data, Machine Learning & Quantum Analytics;
3. Organic Hydro-Carbon Chemistries, New Polymers & Catalysts;
4. New Composite Materials for Electronics & Auto Components Segments;

1. Artificial Intelligence Applications;
2. Big Data, Machine Learning & Quantum Analytics;
3. IT, IoT and Connectivity Applications;
4. Bio-Medical Devices, New Sensors & Diagnostics;
5. Distance Learning, VR, AR & Education Tech;
Connecting Russian Entrepreneurs into a Global Network

Kendrick D. White
- Founder & CEO, Marchmont Capital Partners, LLC (2006 – present)
- Vice Rector for Innovation, UNN Lobachevsky University (2013 – 2015)
- Director, EBRD Central Russia VC Fund (1998 – 2006)
- Kellogg MBA, 1990, Northwestern University
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“Solid principles have always guided our business strategy”

“Joseph Nelson White
(1860-1939)

“Marchmont”
White family estate,
Winchendon, MA,
Built in 1890

From Russian Technologies to Global Markets