

Technology Transfer Association

Supported by

Organization for Security
and Co-operation in
Europe



Armenian Development Agency



Distributed Science – Technological Park (D – STEP)



Technology Transfer Association

- Is operating since 2001
- The members of the Association are Armenian organizations, which have developed advanced technologies in IT, *Chemistry, Materials' Science, Instrumentation, Machinery, Electronics,...*
- Mission : establishing links between Armenian technologies' owners and organizations looking for innovative solutions.
- Carry out the assessment of proposed technologies.
- Association cooperates with a number of Science and Engineering organizations, Science Associations, Technology Transfer organizations, Business Consulting companies and technology designers.

Armenian Business Course

provides the comprehensive support in all areas of the technology transfer process:

- identifying of technology customers, **technology marketing**, attracting investors, developing strategy & plans, negotiating agreements, preparing the contracts

Technology Transfer Association

Distributed Science-Technological Park D-STEP

Our Mission

- To ***promote economic exchanges*** between EU & Commonwealth of Independent States (CIS) countries through **Armenian** organizations and scientists
- To identify business areas ***with a strong potential*** for economic cooperation & markets development poles
- To facilitate marketing studies and economic analysis on CIS countries
- To propose ***innovative and profitable projects*** mainly in the frame of institutional investors programs and private sponsors plans
- To create appropriate & dedicated partnerships needed by institutional investors and private sponsors (EC, WB, Private Corporate, ...)
- To make ***right and profitable*** connections between European & CIS countries businessmen

Advantages

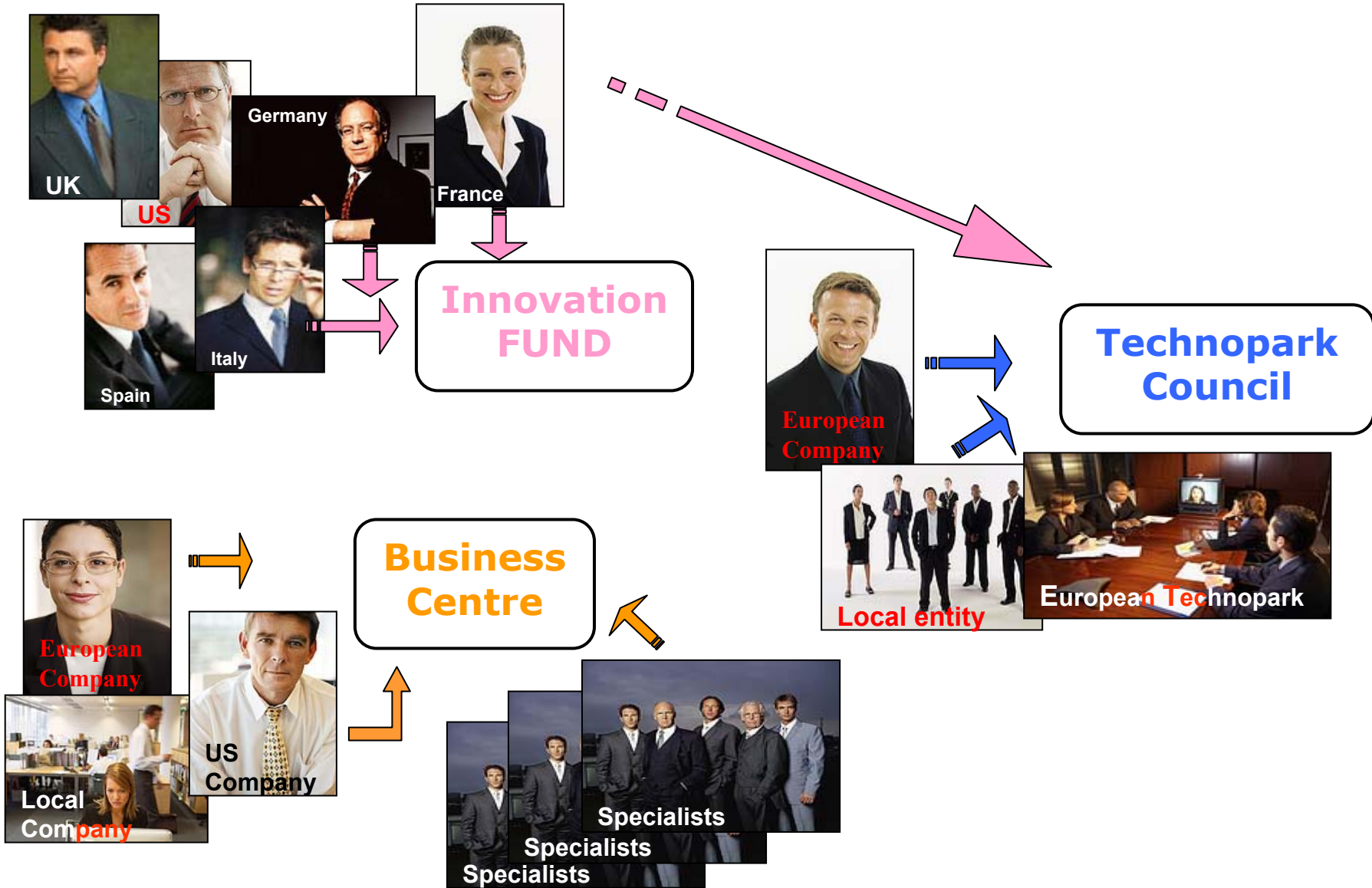
for companies of developed countries

- Benefiting from transfer of advanced technologies from transition economies unknown for science society of western countries
- Getting good opportunity for seizing the new markets for their technologies and products
- Deriving extra benefits from **joined** development of new technologies and products

D-STEP

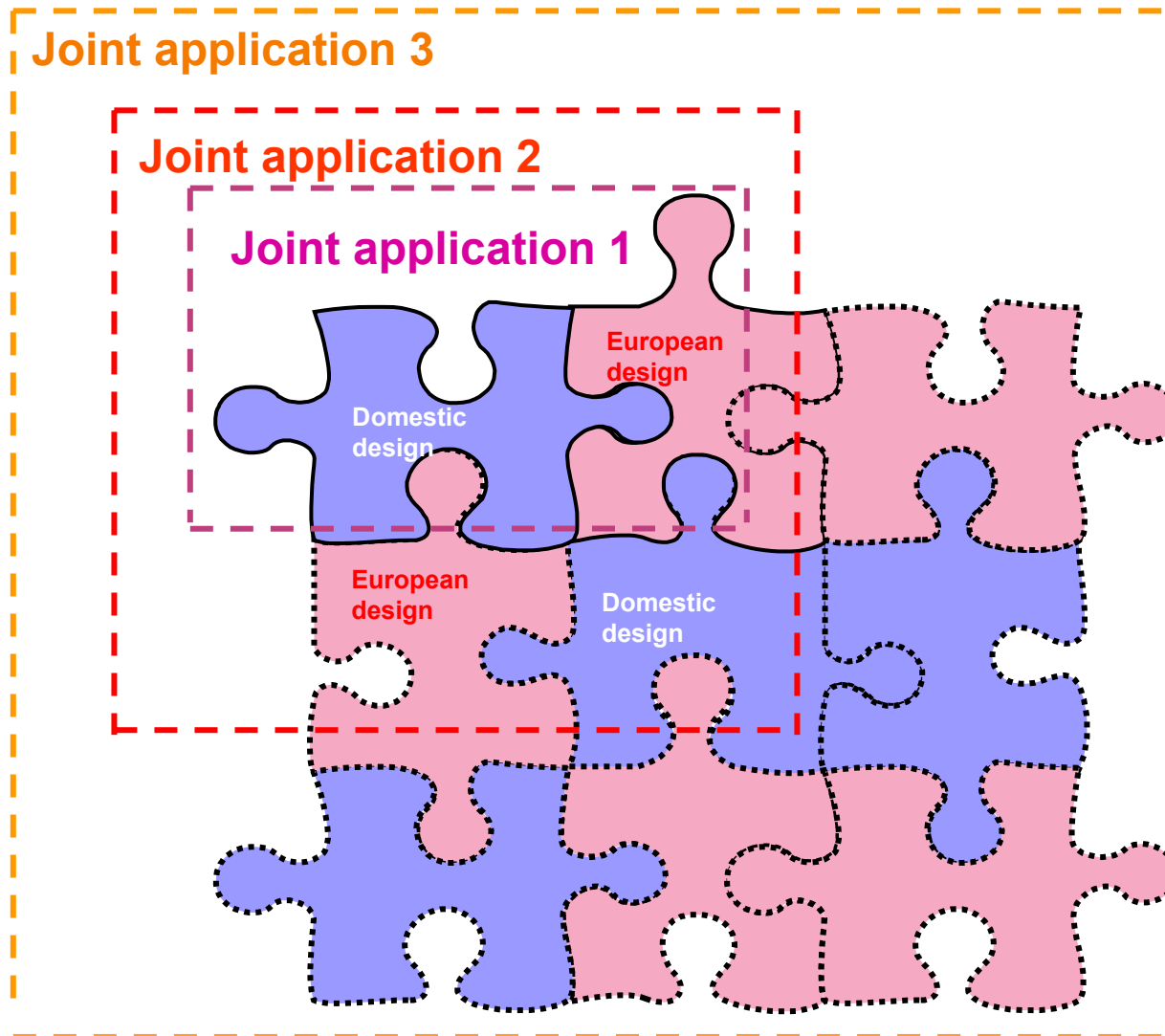
Concept

Organization “without walls”

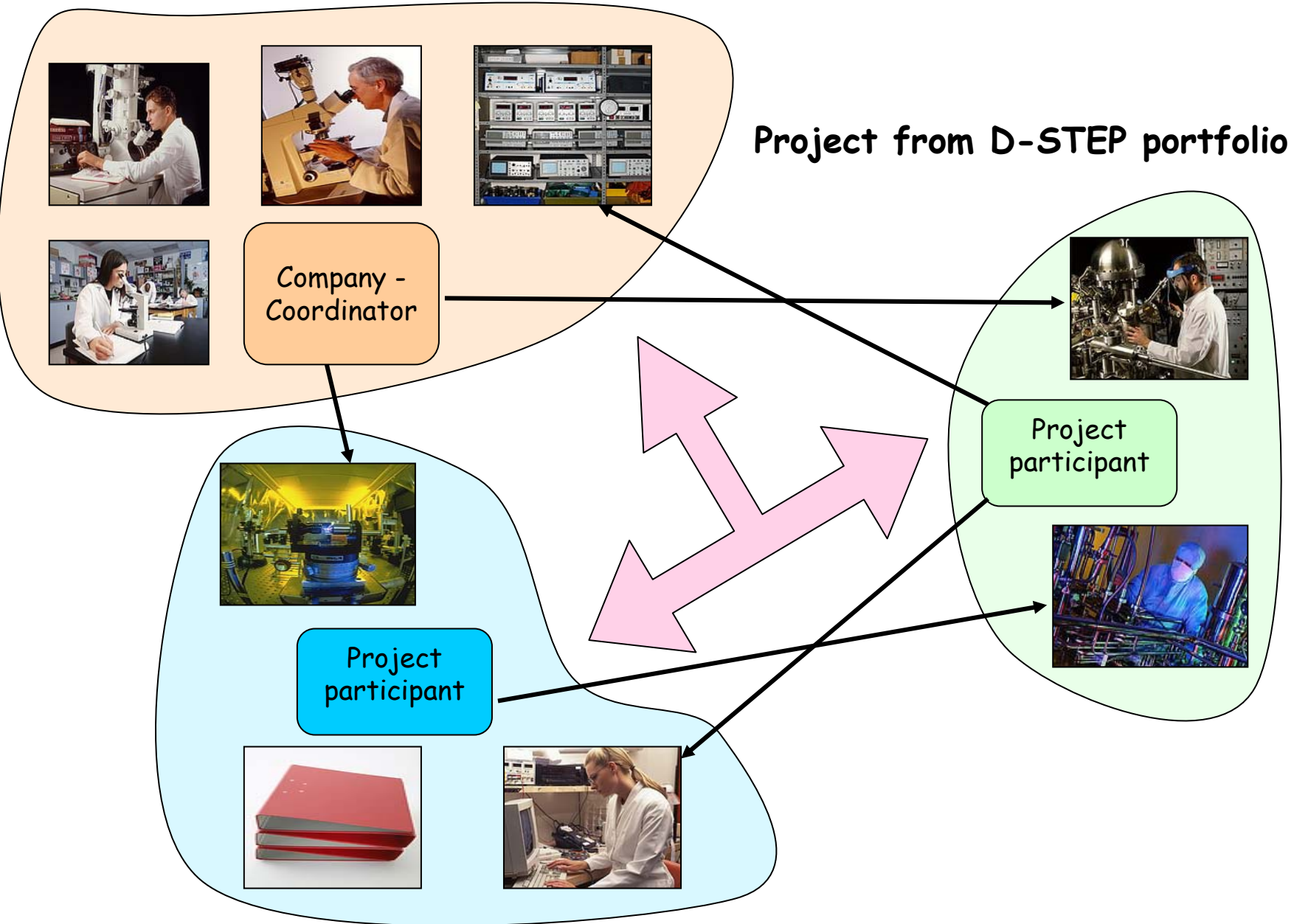


Technopark Council will consider joint applications from consortiums of, at least, one EU/US and one Armenian organizations or specialists groups

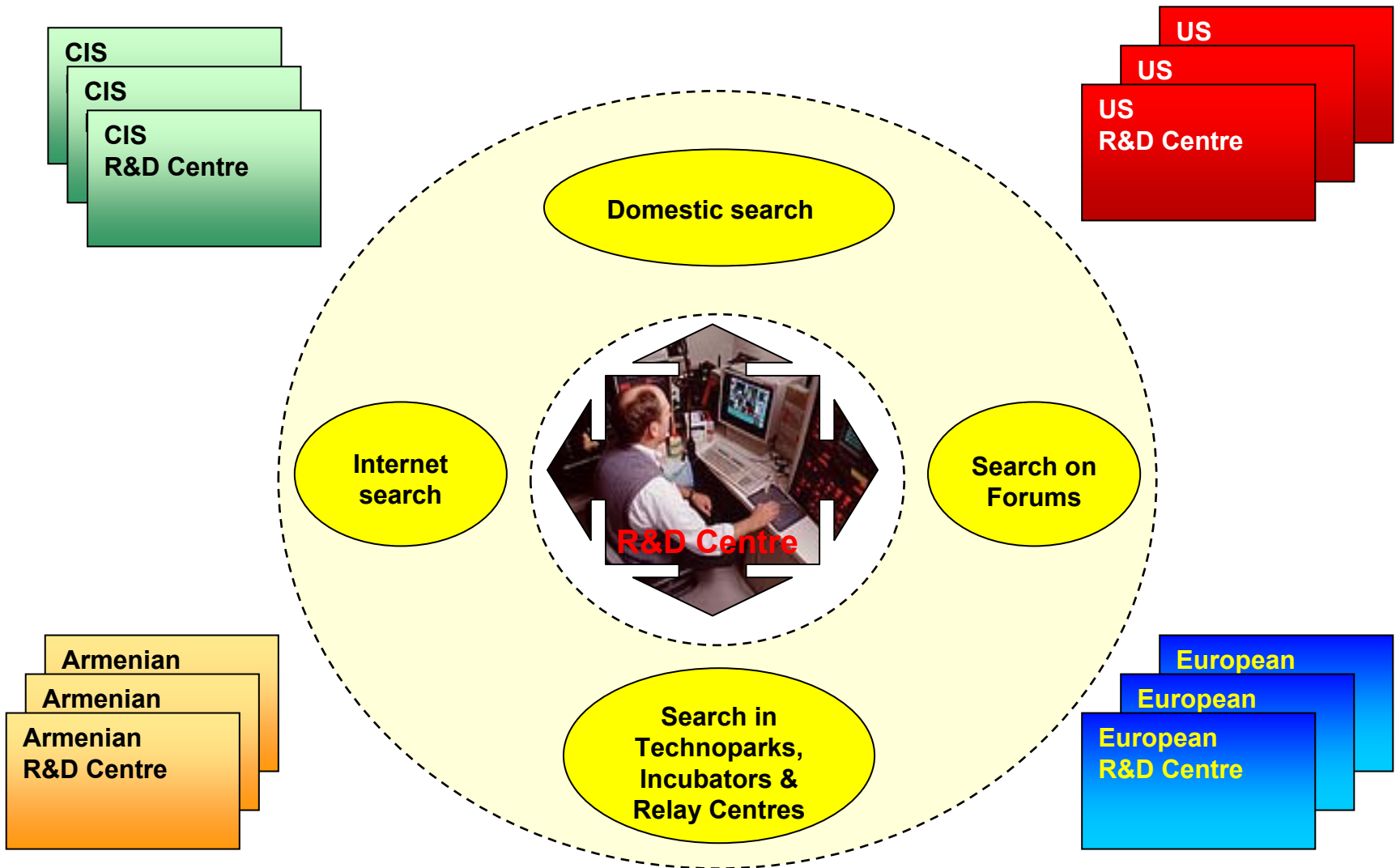
Joint applications forming



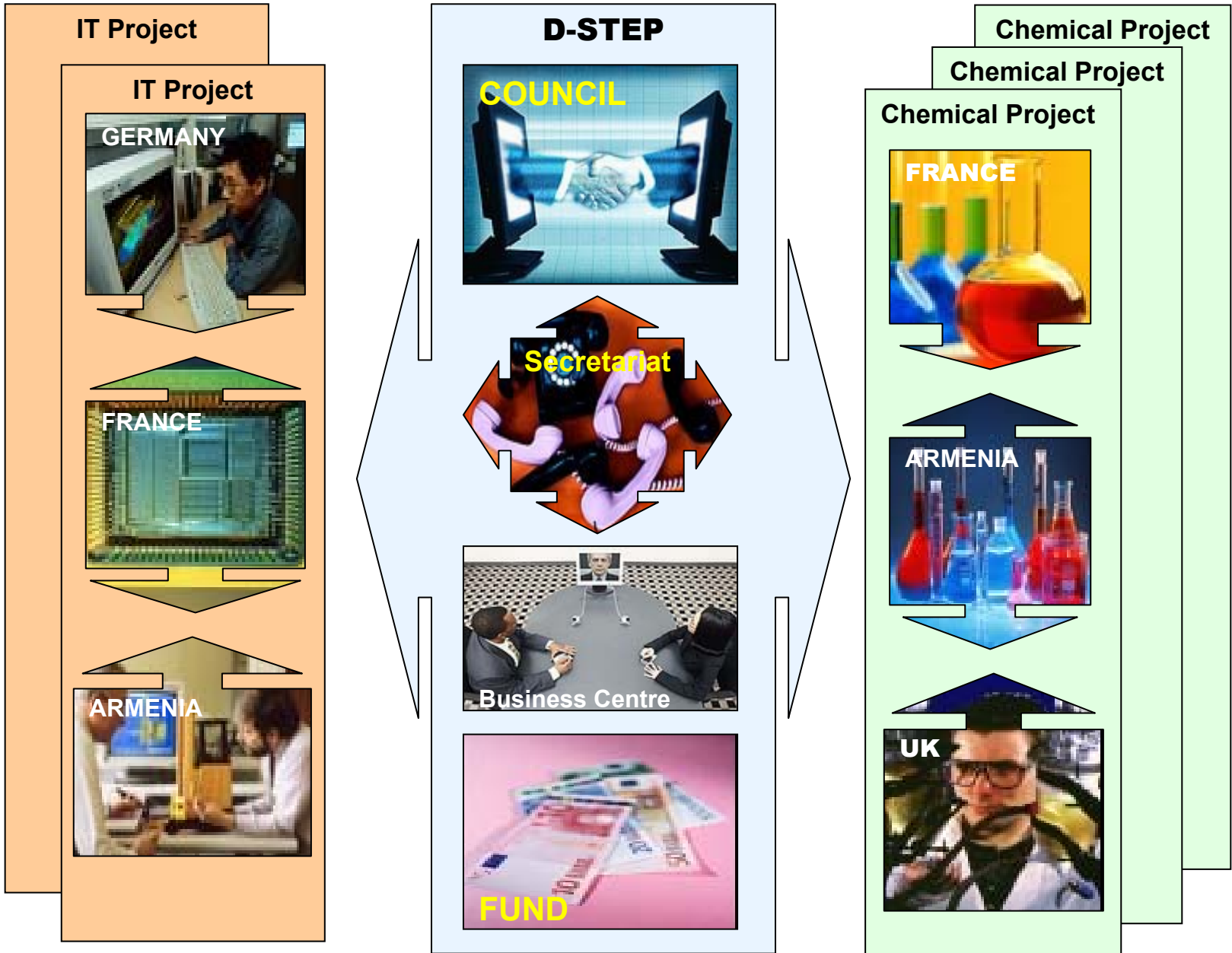
Joint applications – equipment joint usage



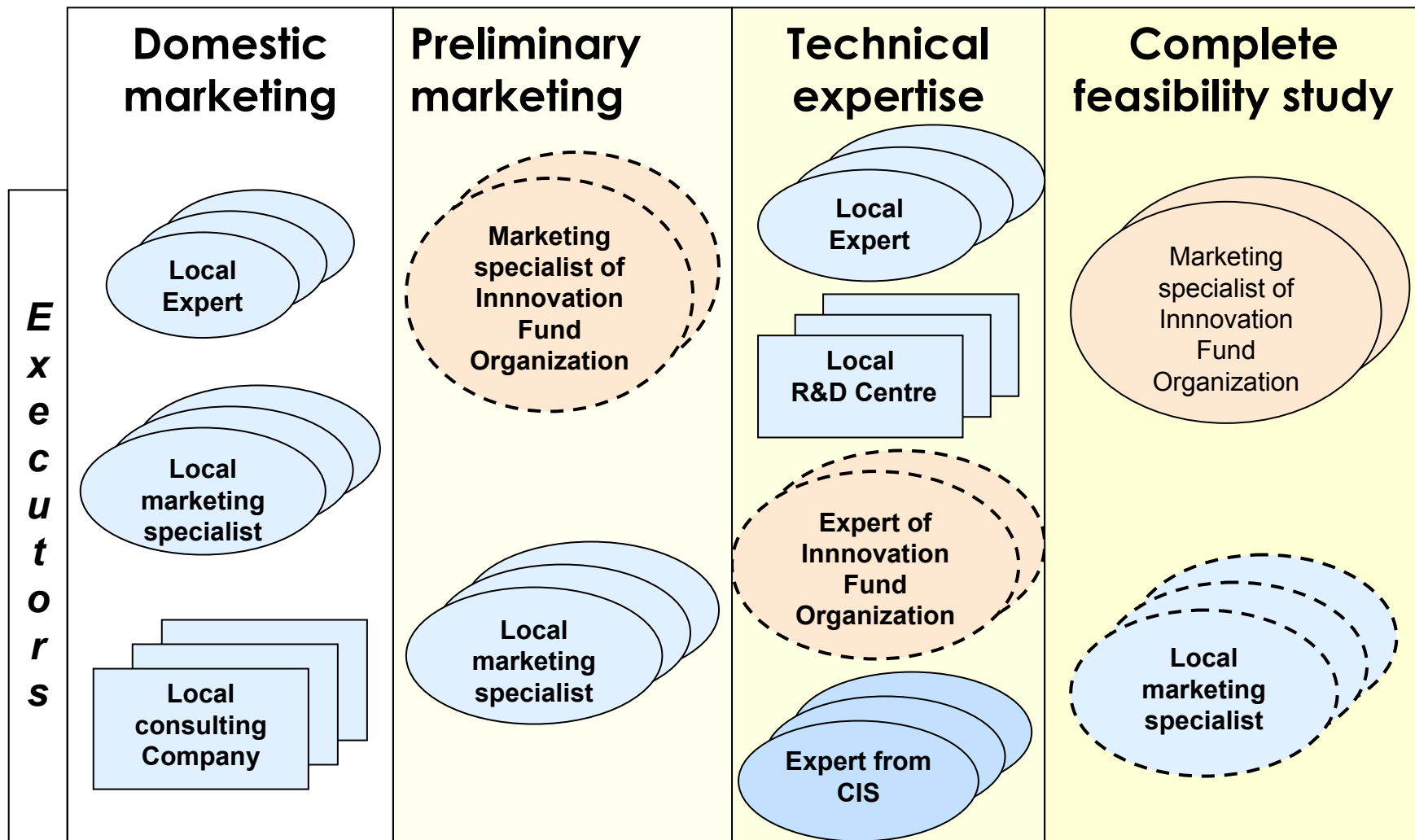
Partners search for *Joint applications*



Joint applications – distance management

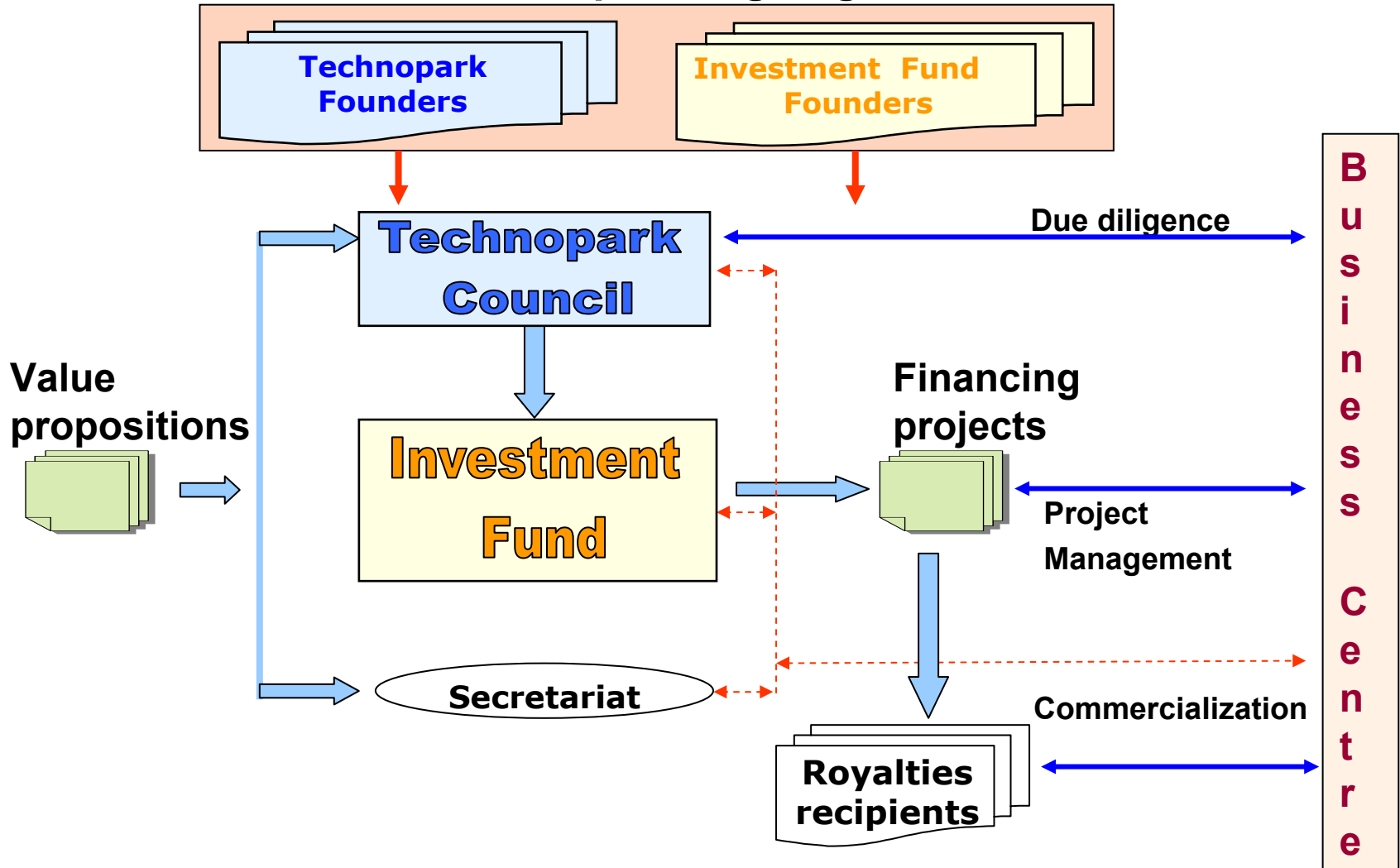


Project approval stages



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Technopark organigram



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Technopark “without walls”

1. The D-STEP is an organization “without walls”, that is with geographically distributed units and facilities that makes for significantly low start-up & operational costs.
2. The D-STEP staff also has different locations – the distance management is carried out.
3. The D-STEP will be managed by representatives of shareholders – the Technopark Council.
4. The Innovation Fund of Technopark can be an independent entity and can have its own shareholders who will make the final decisions on the projects’ funding. The Thematic investors also are welcomed to participate in projects funding.

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Technopark “without walls”

5. Technopark Council will consider ***joint applications*** from consortiums of, at least, one EU/US and one domestic organizations or specialists groups.
6. Technopark implements sound multi-step approval procedure of the submitted projects. Specialists representing interested shareholders/investors can participate in this procedure from the very beginning. Each stage of project approval will be based on the positive decision of the previous study, and therefore the project approval charges and financing risks will be ***minimal***.
7. The projects management is carried out in a way to be effective and convincing for project shareholders, and at the same time not to be costly.

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The ***Distributed Science - Technological Park*** investors

will be able

to **capitalize** on the ***R&D potential of transition economies***,

and on ***project filtering robust procedure***,

which jointly with ***very low start-up & operational costs***

will **minimize** the ***investment risks***

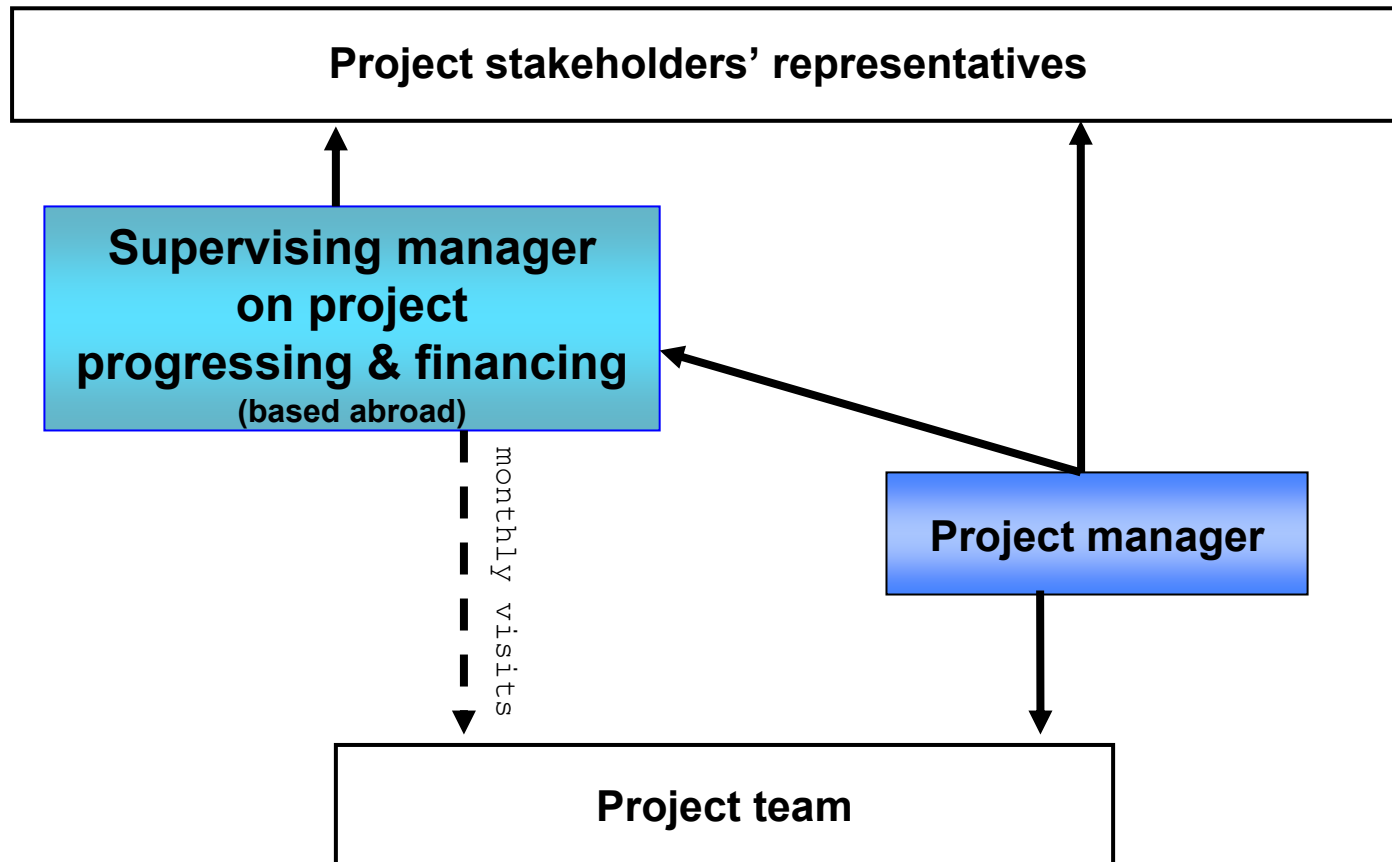
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*Thank you
for your attention*

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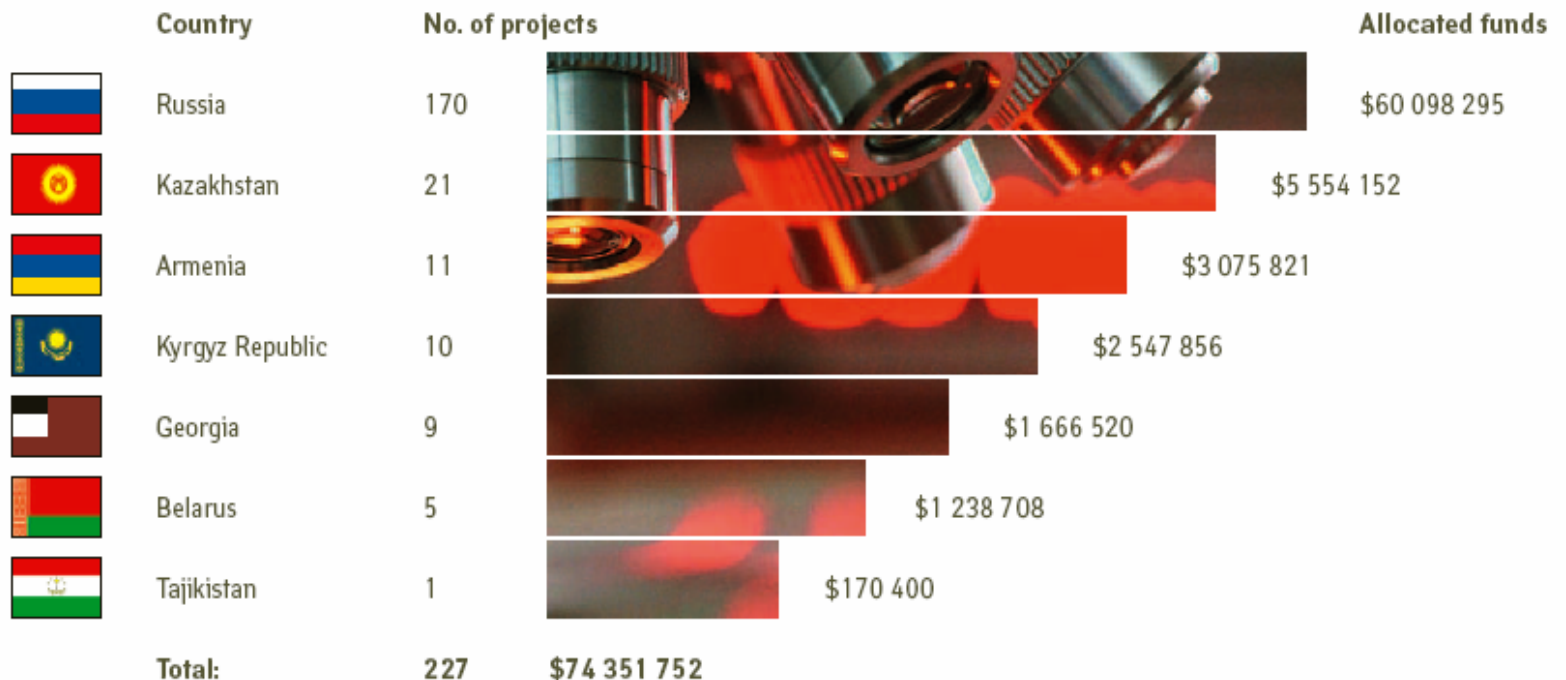
Project management particular case



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Collaboration with International Science-Technological Centre

New Project Funding by LOCATION OF LEAD INSTITUTE



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Why Armenia ?

- Most stable country in the region
 - Average GDP Growth for last 5 years: **more than 10%**
- Successfully collaboration background of several Armenian organizations with their European colleagues
 - setting up of the **“CANDLE” project** - a third generation synchrotron radiation centre in Armenia, to be operational by 2008.
- A strong and motivated businessmen network
 - in European countries, specially in **France**.
 - In CIS countries, specially in **Russia**.
- High potential in science and technology
 - **75** Science Institutes and R&D Centres
 - o including **41** Institutes of the National Academy of Science
 - **6,500** researchers and technicians
 - o including **510** Doctors of Science and **2100** PhDs.

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Why Armenia ?

- The major collaboration sectors in Armenia are
IT, Electronics, Material Science, Organic Chemistry, Biotechnology
- The benefits of dealing with Armenian scientists and engineers extend well beyond low labour costs.
- The combination of
 - ❑ Intellectual Capital,
 - ❑ Education and Academic Interface,
 - ❑ Market Access to 250 million consumers (CIS countries),
 - ❑ Cost Efficiencies,will continue to underpin the potential of Armenia and EU/US science & technological collaboration.

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Collaboration with International Science-Technological Centre

Country	No	No./per capita	Funding	Funding/per capita
Russia	170	1.17	\$ 60 098 295	0.415
Kazakhstan	21	1.42	\$ 5 554 152	0,374
Armenia	11	2.89	\$ 3 075 821	0,878
Kyrgyz Rep.	10	2.04	\$ 2 547 856	0,519
Georgia	9	1.76	\$ 1 666 520	0,327
Belarus	5	0.5	\$ 1 238 708	0,124
Tajikistan	1	0.16	\$ 170 400	0,028
Total:	227		\$ 74 351 752	

As of today, 91 projects from Armenia have received funding totaling to **\$ 16.9** million. Among basic directions of R&D activities in the funded projects are: Physics, Materials, Biotechnology, Chemistry and Ecology.

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Some of Armenian R&D institutions

- Institute for Informatics and Automation Problems
- Automated Control Systems Scientific Research Institute
- Computer Research & Development Institute
- Synopsys CJSC
- Institute of Materials' Science
- “Plastpolymer” Scientific-Research Institute
- Institute of Fine Organic Chemistry
- Institute of Applied Chemistry “ARIAC”
- Institute of Organic Chemistry
- Institute of Optic-Physical Measurements
- Yerevan Telecommunication Research Institute
- Institute of Biotechnology

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Advantages

- **For Armenian organizations**
- The R&D centres will get the great impact for their activities – funding for promising technologies and their commercialization
- Benefiting from advanced EU products
- Development of innovation process infrastructure in Armenia on the whole
- Progressing to the knowledge-based economy in Armenia