



The Activities of the German-Russian Cooperation Network Biotechnology

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Best Practice Examples

ZAB – Coordinator for economic aspects

- ZAB is a company in costume of the Federal Ministry of Economy of the Federal State of Brandenburg
- We support small and medium sized enterprises in Brandenburg
- We support SMEs and lager enterprises in the initiation process and in the forthcoming steps of development
- We support the fund rising for innovative companies
- We worke in close cooperation with the Federal State of Brandenburg

Services of ZAB

- We locate suitable cooperation partners in Germany or Russian
- We provide information and consultancy for first match-meetings
- We support the transfer of Biotechnology
- We consult in the application for federal fundings for innovative projects or innovative enterprises
- We locate potential partners for the 7. European Framework Programme
- We are hosting conferences and seminars
- All services are free of charge



Results: 2005-2009

- Worked on more the 50 cooperation proposals from enterprises
- Published information on special Russian Biotechnology sectors
- Developed special instruments to simplify the information exchange with our partners
- Founding of the first German-Russian enterprise in Germany
- Supported the organisation of special seminars e.g. diagnostic on heart diseases
- Organised Online-Seminar on Biotechnology together with the German Association of Biotechnology Enterprises (VBU)
- Organised a conference on intercultural management “Germany-Russia”
- Update of a database with Russian Biotech Institutions www.bis-rus.com

Examples

Enterprise SynChro GmbH

- 1. step: business plan
 - Funding was provided by the Federal Ministry of Science and Education for the project „Funding of a German-Russian Biotech Company“
 - Duration time of the project: 5 months with a funding sum of 22.000€
 - The consulting enterprise was paid by this money. They worked on market analysis for Germany and Europe, the business and the financial plan, and acquired partners for sales and marketing

- 2. step: founding of the enterprise
 - SynChro GmbH was founded in 2007 by Russians and one German partner

- 3. step: gain of financial funding for scientific work
 - An application for funding had to be handed in
 - T+I Consult was paid (16.000€) by the Federal Ministry of Education and Economy (BMWi) to prepare this concept which was applied by SynChro
 - In May 2008 the funding of 320.000€ was approved by the Federal Ministry.

- 4. step:
 - The owner of the enterprise did not use the funding, cancelled the contract with the Federal State of Brandenburg and relocated their enterprise to Cologne in North-Rhine Westphalia.

Examples

➤ Food- and Nutrition Technology

- Search of a partner was requested,
- Talks with 4 potential partners,
- Intensive correspondence between the German and Russian potential partners,
- Organisation and support at the first personal meeting in St. Petersburg.

➤ Diagnostic on heart diseases

- We supported a German enterprise to organize a conference in Germany (June 2008). The financial support was provided by the International Bureau of the Federal Ministry of Science and Education
- Result: one new German-Russian Project
- An additional partner for this new enterprise was located by ZAB, who can provide a marketing network for their products (Bio- / Nanotechnology)

Examples

➤ Alternative Therapies

- We located potential partners,
- The Russian partners met the potential German partners in Germany,
- We provided support concerning the options for funding and located a suitable consulting firm (Russian language)
- Presentation of several technoparks in the Federal State of Brandenburg for bureaus and laboratories,
- Working on the foundation of the enterprise.

➤ Education

- We consulted a planned enterprise founding. The aim of this company is to provide qualification for Russian scientists in Biotechnology

➤ Bio fules of the 2. generation

- We supported the search of a Russian institute for potential partners at fairs e.g. ACHEMA in Frankfurt a.M, 2009,
- One enterprise was very interested in a close cooperation

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