

# RUSSIAN SCIENCE & TECHNOLOGY OPPORTUNITIES FOR U.S. BUSINESS

Seminar on Federal Initiatives to Support  
Private High-Tech Enterprise in the Former Soviet Union

Wednesday, NOVEMBER 13, 2002

10:30 AM – 4:00 PM

VALLEY FORGE SCANTICON HOTEL &  
CONFERENCE CENTER

1160 First Avenue  
King of Prussia, Pennsylvania



MID-ATLANTIC – RUSSIA BUSINESS COUNCIL  
<http://www.ma-rbc.org>

Seminar #11 in Series

## **RUSSIAN SCIENCE & TECHNOLOGY OPPORTUNITIES FOR U.S. BUSINESSES**

Biotechnology; instrumentation; communications; air, space and surface transportation; materials; environmental remediation... in these fields and more, world-class Russian scientists and engineers are ready to do business with U.S. companies.

Numerous U.S. government-sponsored programs are available to support private U.S. industry in entrepreneurial, high-tech commercial ventures with scientific and technical institutes in the former Soviet Union.

Mid-Atlantic businesses with interests in developing and commercializing science and technology in the former Soviet Union are encouraged to attend this half-day seminar.

Federal representatives will describe programs to promote partnerships between U.S. and Russian businesses, including commercial relationships with scientists and engineers currently or formerly engaged in production of weapons of mass destruction.

Seminar speakers will offer specific points and concrete examples on how to reduce costs and political risks of conducting R&D and investment in Russia.

**“This seminar** is an excellent way to learn more about opportunities for cooperation between American and Russian companies.”

**- Val Kogan**

Mid-Atlantic – Russia Business Council

## **FEATURED U.S. PROGRAMS**

### **U.S. Department of State**

**ISTC Partners Program (International Science & Technology Center)**  
Opportunities for private industry, scientific institutions, and other governmental or non-governmental organizations to fund research at Russian institutions. The ISTC infrastructure permits tax-free, direct payments to Russian project teams and duty-free import of project equipment.

### **U.S. Department of Commerce**

**BISNIS (Business Information Service for New Independent States)**  
Primary market information center for U.S. companies exploring business opportunities in Russia and other Newly Independent States. BISNIS provides U.S. companies with the latest market reports and tips on developments, export and investment leads, and strategies for doing business in the NIS.

### **SABIT (Special American Business Internship Training)**

Mid- to senior-level managers, scientists, and engineers from Russia are placed with U.S. businesses for internships focused on industry training and exposure to Western management concepts and market-based economic fundamentals — crucial skills for strengthening economic growth and attracting foreign investment to Russia.

### **U.S. Department of Energy**

**IPP (Initiatives for Proliferation Prevention)**  
IPP seeks to engage scientists, engineers and technicians currently or formerly involved with weapons of mass destruction in peaceful and sustainable commercial pursuits. Unique cost-sharing projects feature 3-way partnerships with U.S. national laboratories, U.S. companies and Russian institutes or spin-off companies.

### **U.S. Civilian Research and Development Foundation**

**“Next Steps to the Market”**  
CRDF offers two-year cost-sharing grants for pre-commercial, cooperative research and development (R&D) projects. Priority is given to former defense scientists, young scientists and women with an average award of \$125,000.

## PRACTICAL TIPS FOR BUSINESS

Lessons learned by major corporations, small businesses, technology associations and research foundations will be discussed by speakers with significant experience in Russia and other nations in the former Soviet Union.

### **U.S. Industry Coalition — Capitalization and Financing for Technology Commercialization**

USIC, a non-profit association of U.S. businesses actively engaged in nonproliferation efforts with the former Soviet Union, is the commercialization agent for the IPP program. USIC assists companies with business plans, market research and identification of financial resources.

### **Baker & McKenzie — Legal Environment for High-Tech in Russia**

Baker & McKenzie is a global law firm with over 3000 lawyers working in 63 offices in 35 countries. It has the largest full-service network of law offices within the CIS, with locations in Moscow, St. Petersburg, Kyiv, Almaty, Tashkent and Baku, which are complemented by experienced CIS practitioners in the United States and Canada.

### **Ernst & Young — Implications of Russia's Entry in World Trade Organization**

Ernst & Young helps companies in businesses across all industries—from emerging growth companies to global powerhouses—identify and capitalize on business opportunities. With operations in 130 countries worldwide, Ernst & Young can implement a broad array of solutions in audit, tax, corporate finance, transactions, online security, enterprise risk management, the valuation of intangibles, and other critical business-performance issues.

*Each seminar features case studies from Mid-Atlantic businesses with in-depth experience in Russia.*

**“American companies** need to know about the unique commercial opportunities available in the fast-paced, advanced technology sectors in Russia today.”

**—Gary Tydings**  
U.S. Industry Coalition



This seminar series was originally launched in March 2001 by the U.S. Department of State with the Mid-Atlantic – Russia Business Council (formerly the Pennsylvania-Russia Business Council).

## THIS SEMINAR IS

### **Supported by**

University City Science Center Institute  
The Eastern Technology Council  
The World Trade Center of Greater Philadelphia  
Philadelphia U.S. Export Assistance Center  
Innovation Philadelphia  
Entrepreneurs' Forum of Greater Philadelphia  
Temple University Small Business Development Center  
PA eCommerce Association  
The Pennsylvania Chamber of Business and Industry  
Imark

### **In Partnership with**

The BISNIS U.S. Department of Commerce

### **In Conjunction with**

ITEC Technology Exposition and Conference

### **Sponsored by**

USIC  
EPAM Systems

### **Keynote Speaker**

Rep. Curt Weldon  
United States Congressman, Co-Chairman of the U.S. Congress – Russian Duma Working Group

Learn about doing business in Russia at an MARBC seminar...  
then plan to make personal contacts at the upcoming

## **Russian–American Innovation Technologies Trade Show & Conference**

*In cooperation with the Ministry of Atomic Energy,  
Russian Federation*

75+ Russian corporate exhibitors will attend this first major Russian–American high-tech business development event in the Mid-Atlantic region.

2003 Date to Be Determined

For information, visit the MARBC website at:

<http://www.ma-rbc.org>



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SEMINAR REGISTRATION IS FREE  
REGISTRATION REQUIRED FOR ENTRANCE TO ITEC AND MARBC EVENTS

Name \_\_\_\_\_ Title \_\_\_\_\_  
Company \_\_\_\_\_ Address \_\_\_\_\_  
City/State/Zip \_\_\_\_\_ Phone \_\_\_\_\_ Fax \_\_\_\_\_  
Email \_\_\_\_\_ Website \_\_\_\_\_

Check here for information on 2003 Russian-American Innovation Technologies Show and Conference in Philadelphia, PA

### Email registration to:

ma-rbc@att.net

### Mail registration to:

#### **MARBC**

1760 Market Street • Suite 1100  
Philadelphia, PA 19103

### For further information, contact:

#### **Val Kogan • MARBC**

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<http://www.ma-rbc.org>

For directions, please visit:

<http://www.scanticonvalleyforge.com/directions.asp>

**DEADLINE to register: NOVEMBER 11**