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Russia

Subject: Enterprise Europe Network - Feedback on your performance in the contractual period from 1 January 2013 - 31 December 2014 (24-months)
Russian Technology Transfer Network / Enterprise Europe Network Russia (Gate2RuBIN)

Dear Ms Tarasova,

To date, the Enterprise Europe Network¹ remains the world's largest business and innovation support network and comprising of over 600 organisations located in 55 countries. More than 4500 internationalisation experts and technology transfer practitioners offer a wide range of business and innovation support services to small and medium sized enterprises.

The purpose of this letter is to provide feedback on your performance as official member of the Network in the years 2013-14 (24-months). In order to assess the performance of Network members, we maintain a set of impact oriented performance indicators² such as the number of Partnership Agreements achieved. Partnership Agreements are technology transfer agreements or long-term business deals between European businesses and companies situated in your country.

Our analysis compares the targets your organisation has set for these performance indicators with the actual results. The table below shows the results of a simple ratio analysis (i.e. actual / target). For each performance indicator, the colour highlights whether the target has been achieved or not. If your organisation has reached between 66% - 100%, we deem the target achieved.

No target set	You did not set any target in the work programme.
Less than 66% of target achieved	You achieved no or only a low level of activity compared to the target set in the work programme.
Between 66% - 100% of target achieved	You nearly or fully achieved the target set in the work programme.
Over 100% of target achieved	You overshoot the target set in the work programme.

¹ <http://een.ec.europa.eu/>

² Most of the data on the performance indicators were extracted from our databases. Hence, the data is accurate and verified by our IT experts. However, some databases were only launched in mid-2013, i.e. your actual data for number of partnership proposals encoded and EoI made/received might be slightly higher than indicated in the table below. The number of clients recruited for b2b events and the number of meetings were reported by Network members on consortium level.

Overview on EEN Russia's performance in 2013-14

Performance indicator	Target	Actual	% (ACT/TGT)
# Enquiries / questions from EU partners answered	700	841	120%
# Clients in Brokerage Events and Company Missions	400	287	72%
# Meetings at Brokerage Events and Company Missions	1050	853	81%
# Partnership Proposals produced	700	773	110%
# Expressions of interest received	800	864	108%
# Expressions of interest made	460	219	48%
# Partnership Agreements (Total)	35	40	114%
# PA Business	17	14	82%
# PA Technological	10	17	170%
# PA Research	8	9	113%

Legend: # PA Commercial / PA Technological / PA Research = the number of Partnership Agreements (PA) are cooperation agreements between two companies (or other typical Network clients) from different countries. PAs remain the main performance indicators as they demonstrate the Network partner's capacity to successfully facilitate business & research cooperation as well as technology transfer; # Clients in Brokerage events and company missions = Number of companies recruited for brokerage events (b2b events) and/or company missions organised with other Network partners; # Meetings at Brokerage Events and Company Missions = Number of meetings organised/facilitated for companies recruited for brokerage events/company missions ; # Partnership Proposals produced = Number of partnership proposals from companies encoded in the Network's Partnership Opportunities Database (POD), i.e. business offers/requests, technology offers/requests or research partnership proposals; # Expressions of interest received = Number of expressions of interest received from companies in other countries for partnership proposals encoded in the POD; # Expressions of interest made = Number of expressions of interest made for partnership proposals from companies in other countries; # Network queries answered = Number of questions answered for other Network partners on partner searches, market access matters, regulatory issues or standards; NA = Not available;

In 2013-14, Enterprise Europe Network Russia made an exceptional contribution to the overall performance of the Network. The consortium facilitated 40 recorded Partnership Agreements between Russian and European companies. This constitutes the 2nd highest number of PAs achieved by all EEN Business Cooperation Centres

The Russian Technology Transfer Network (RTTN) joined the Enterprise Europe Network in 2008, as a member of the Russian consortium. Till end 2014, RTTN was providing the supporting services for European and Russian SMEs in the area of technology transfer and technical cooperation.

The services were provided in compliance with the established methodology and standards of the Enterprise Europe Network; Since 2008, over 600 technology offers and requests from Russian companies were published in the Network database; over 900 expressions of interest were received from European companies and over 360 generated from the Russian companies. This work resulted in achieving over 80 transnational partnerships, from which 34 Partnership Agreements were validated by EACI/EASME since 2008.

RTTN contributed to the Network methodological database by submitting 3 Good Practices, addressed, first of all, to the organizations from the "third countries", with account for their specificity. The guide "How to Effectively Network/Communicate in International R&D projects", developed with participation of RTTN experts was included into the Network library "Help your clients".

RTTN representatives took regular part in the Network events, Annual Conferences and special methodology workshops, addressed to the partners from the "third countries", sharing their experience and good practices.

The Executive Agency for Small and Medium-sized Enterprises thanks the Russian Technology Transfer Network for collaboration and hopes that the RTTN's competences and experience will be further applied for the development of EU-RF cooperation in the business, technology and research areas.

In case you have any questions related to our feedback, don't hesitate contacting your EASME Project adviser Thomas.STEIERT@ec.europa.eu.

A handwritten signature in black ink, appearing to read 'J Puigpelat', with a stylized flourish at the end.

Jose PUIGPELAT
Head of Unit