

Sustainability Promotion Department

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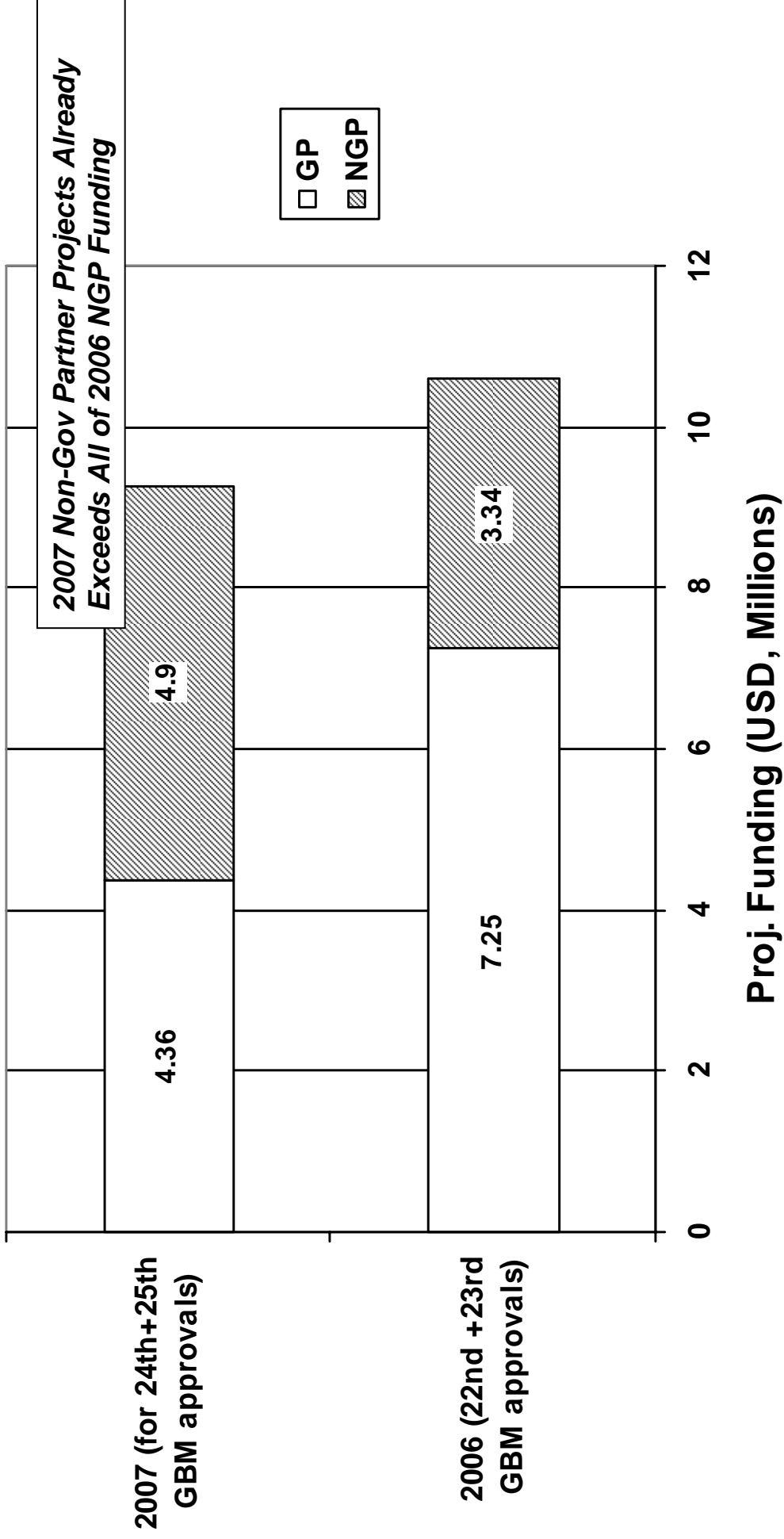
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STCU Partners Program

2007 Partner Activity

- 2007 is holding close to the strong pace of 2006 (when STCU saw all-time record Partner Project funding)
 - Non-Gov Partner funding exceeds all of 2006.
- 25 new Non-Gov. Partner Projects were started, totaling \$3,849,773 + €752,592
- 25 new Gov. Partner Projects or project extensions were started, totaling \$4,365,290

STCU Approved Partner Project Funding



2007 Road Shows

- *Hannover Messe 2007 Technology Exhibition (Germany).*
The Hannover exhibition was a benchmark event for STCU: the 40 scientists
- *BIO 2007 Trade Show (Boston, USA).*
- REMTEC in Canada
- SVOD investment conference (California)
- Nano-Materials exhibition (Pittsburgh)

2008 Road shows planned

- Globe 2008 Conference and Trade Fair (Vancouver, Canada):
 - A major Canadian commercial marketing event to attract more Canadian commercial Partner interest.
- Silicon Valley Open Doors (SVOD) 2008 Investment Conference (California, USA)
 - To promote investments in Ukrainian Start-Up Companies

Patent Support & IPR Activity

Patent Applications

- In 2007, 4 patent applications were approved for Patent Support Grants funding – all for international protection.
- Total number of patent grants allocated by STCU in support of Patent Applications to **240**
 - 12 grants for Patent Applications in STCU Donor countries,
 - 228 grants in CIS.

Update on Start-Up Company Discussed Earlier:

- Dr. Petrenko (Lileya Small Business Enterprise) and the U.K. investment company could not agree on terms and conditions for new investment.
- After 3-4 months of heavy discussions they could not learn to trust each other:
 - The investor felt the scientist was trying to hide something.
 - The scientist felt the investor was trying to do something underhanded, to steal his company.
- Lesson for STCU: Mutual trust can be more important than the deal or the technology.

Update on Chief Technology Commercialization Officer (CTCO) Initiative

2007 Activities

- First 10 Ukrainian CTCO's off and running.
- Additional CTCO training provided jointly with ISTC in Moscow.
- Several CTCO's took part in Training Session for Scientists Networking skills conducted by Business Link in Kyiv.
- Georgian and Azeri CTCO institutes evaluated and in process for signing MOU's with STCU.
- Institute Profile Forms (one page institute information) being developed to promote institutes and their capabilities.

2008 CTCO Plans

- Provide the CTCO Tech Transfer Training course in Tbilisi and Baku, jointly with ISTC.
- In Ukraine, conduct a follow-up assessment of the CTCO's and their activities at their institutes, using the same external U.S. consultants
- With the Ukrainian CTCOs, plan and create a CTCO and Tech Transfer association in Ukraine, and hold annual meetings
- Plan to have the Oxford Innovation Course from the UK provided to the Ukrainian CTCOs.
- Hold a one-day symposium for CTCO's in Tbilisi and Baku at the end of 2008.
- Include CTCOs in Partner promotion road shows to give them basic real-life experiences with commercial customers