

Update on ISP - Institute Sustainability Program and CTCO Program at STCU

November 20, 2008

Presented by Vic Korsun, DED(US)
at Governing Board Meeting
Kyiv, Ukraine

Status

- 7 Ukrainian institutes selected to participate in first year
- Sept. 8th - Initial presentation and discussions on ISP program with institute directors, vice-directors and CTCOs (25 participants)
- ISP Program Consultants met with 7 institute representatives to assess potential for diversification of funding sources for institutes
 - University of Missouri-Columbia and University of New York-Binghamton

7 institutes selected for participation

Organization	US	FWS	Proposals sent	# of projects	Commercialization potential	CTCO
I.M. Frantsevich Institute of Problems of Materials Science		948	191	69	48.76	V
V.E. Lashkaryov Institute of Semiconductor Physics		421	102	37	47.49	V
O.V. Palladin Institute of Biochemistry		39	19	8	54.4	
Institute of Physics	V	309	84	30	34.14	V
O.Ya. Usikov Institute of Radiophysics and Electronics	V	516	107	31	43.13	V
B.I. Verkin Institute for Low Temperature Physics and Engineering	V	178	59	13	25.53	
Institute of Technical Mechanics under NAS and NSA of Ukraine	V	249	60	17	46.26	

ISP Proposal has 11 sections

1. Institute overview
2. Institute opportunities
3. Institute current business model
4. Strategic Growth Plan
5. Goals for institute growth
6. Milestones and period for Strategic Growth Plan
7. Obstacles to growth
8. Overcoming obstacles
9. Collaborators
10. Budget
11. How the institute will continue the Growth Plan after the ISP project is completed?

Example ISP Project Spending

- \$400K per ISP Project from Parties and \$200K possible additional funding from institute.
- Year 1: \$250K + \$100K from institute possible
- Year 2: \$100K + \$50K from institute possible
- Year 3: \$50K + \$50K from institute possible
- Years 4 and 5: Institutes need to show how they will continue the sustainability strategy.

ISP Proposal Evaluation Criteria by Funding Parties

1. Do the proposed project activities assist the institute in becoming financially self-sustainable without significant STCU funding?
2. Expected Impact from project.
3. Non-proliferation/conversion -- contribution to STCU's non-proliferation mission, contribution to reorientation of former weapons scientists of the institute.
4. Does scope of project contribute to programs the STCU is already funding?
5. Quality of the proposal.
6. Scientific excellence.
7. Collaboration quality.
8. Quality of project implementation (management, consortia, resources)
9. Low funding level -- \$300,000-400,000 USD.
10. What is the host country's contribution to project activities?
11. How will the institute continue sustainability activities after the ISP project is completed?

Proposal Process with Institutes

Done - Call for Proposals to 7 institutes	Sept 15
Done - Institutes have 5 weeks to prepare preliminary first draft of proposal and submit to STCU	Oct 17
Done - Consultants and/or Collaborators review proposals for 2 weeks and meet with institutes to provide feedback and recommendations.	Nov
Done - Institutes to make a presentation of their first draft ISP proposal for review by consultants and Collaborators	Nov
In Process - Institutes have two and a half months to revise and prepare the final proposals and submit to STCU	Jan 31

Proposal Process (cont'd)

Parties receive the 7 proposals	Feb 1
Institute Directors to make presentation to STCU of their Strategy for Self-Sustainability and financial diversification of institute.	Feb
Parties have 3 months to review the proposals	Feb 1- Apr 30
Decision on awards	May 1
Out-of-cycle start of ISP projects	May, 2009
GB approvals	June, 2009

ISP Program Schedule

Institute Sustainability Program Schedule post force-majeure

	Aug.				Sept.				Oct.				Nov.				Dec.				Jan.				Feb.				Mar.				April				May	June
	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4		
Complete consultant review, make award*																																						
STCU to designate institutes in Ukraine																																						
Arrange details and institutes with consultant.																																						
<i>(Institute vacations</i>																																						
Consultant to meet/interview Institutes/Stakeholders (2 weeks)																																						
Prepare call for proposals																																						
Issue call for proposals																																						
Institutes start drafting proposals (4 weeks)																																						
Preliminary plans reviewed and advice from consultant																																						
Institutes to make a presentation of their first draft ISP proposal for review by consultants																																						
Institutes prepare proposals preliminary draft, 3 month to write																																						
Send proposals to Parties for review (3 months review)																																						
Decision on awards (May 1)																																						
Out-of-cycle start of ISP projects																																						
GB approvals																																						

Program Resources

- Projects will be run as Regular Projects
 - Senior Specialists assigned to coordinate and monitor the implementation at the institute level.
- Outside consultants and Collaborators will provide expertise and advice to institutes.
- Possible ISP Project awards \$2.8M (7x\$400K) with institutes to consider adding \$1.6M (7x\$200K)

STCU Provided A List of Possible Collaborators

- STCU plans to cover travel expenses for Collaborators to meet with institutes in Kyiv.
- Collaborators can be included in institute proposals for funding (limited time)

To improve the approach with Institutes

- In February, after ISP proposals submitted, it is planned to have institute directors and their seconds make their Strategy presentation in person at STCU
 - Provides director buy-in into their own strategy
 - Provide an ability to “sell” their proposal verbally
- Directors will explain how the institute will continue the Growth Plan after the ISP project is completed.

CTCO Update

Round-Tables, Seminars, Training for Tech Transfer, IPR, and Business Planning		
February 12-13	Baku- STCU Round Table with Certificate award ceremony for CTCO and home task presentation	20 attendees
February 15-16	Tbilisi- STCU Round Table with Certificate award ceremony for CTCO and home task presentation	20 attendees
8-May	Kyiv - Institute of Physics with Institute of Semiconductors Physics	45 attendees
10-May	Kyiv - Space Research Institute with Institute of Cybernetics	15 attendees
22-May	Kyiv- Kyiv Polytechnic Institute	15 attendees
24-Oct	Chernivtsi, Ukraine University of Chernivtsi	40 attendees
October 27-28	Chishinau - Meetings with Moldova Academy and Tech Transfer Roundtable	50 attendees
Dec 08,	Chishinau - CTCO Training course planned	23 planned
Other Conferences and Workshops		
April 9-10	Kyiv-UK Dept of Trade and Industry CNCP- CNCP Commercialization Seminar	5 Ukr. CTCOs +2 STCU participants
22-Apr	Kyiv-Business Forum "Problems and Perspective of development of innovative activity at KNTEU"	4 STCU participants
May 15, June 8	Kyiv- World Bank Ukraine Knowledge Economy Dialogue Sessions	4 STCU participants
3-Jun	Kyiv-Ukrainian Institute of science technical and economic information, Seminar "Organization of intellectual property activity in budget organizations (high education and R&D Institutes)"	2 STCU participants
21-May	Kyiv-The Second Annual Forum of Private Investors of Ukraine	5 STCU participants
CTCO Investor Meetings		
April 9-10	Kyiv-Isis Innovations, Anglo Scientific	4 CTCOs
10-Jun	Kyiv-Meeting with the President of Association of Private Investors of Ukraine	3 CTCOs

CTCO Status

- 35 CTCO's in Ukraine, Georgia and Azerbaijan
- Initial meetings held in Moldova in Oct-08 to start CTCO's.
- CTCO Training in Moldova planned for Dec-08.
- Consultants held CTCO assessment meetings in Ukraine; report expected.
- Ukrainian Academy of Sciences issued guidelines to their institutes to start Tech Transfer Offices – a major by-product of CTCO Program.

First Meeting Held to Form Tech Transfer Association

- Held meeting Sept-08 with CTCO's to create and organize a Tech Transfer Association in Ukraine
 - 10 CTCO's, new CTCO's and invited participants from MinEconomics, MinEdScience, NASU and others (39 participants)
- CTCO's and attendees overwhelmingly supported forming a Ukrainian CTCO Association similar to AUTM in US and ASTP in EU
- CTCO's want to be able to control it themselves
- Organizing committee formed.
- Next steps to figure out the process to start such an organization in Ukraine.