

INCREASING INNOVATION-DRIVEN ENTREPRENEURSHIP IN MOSCOW THROUGH COLLECTIVE IMPACT EXECUTIVE SUMMARY

Moscow's participation in MIT REAP

A Moscow team participated in four workshops of MIT Regional Entrepreneurship Acceleration Program. The workshops provided a framework for the analysis of Moscow's innovation-based entrepreneurship ecosystem and the development of Moscow's innovation strategy. Between these workshops the team launched several strategy projects to improve the business and innovation climate for hi-tech companies in Moscow.

Annex 1 – The REAP Moscow Team

Moscow innovation-driven entrepreneurship opportunity:

- In the global competition for the attraction and retention of capital, talent and developments, Moscow loses to Singapore, Hong Kong, Boston, and the Silicon Valley.
- The city faces challenges in commissioning innovations at full scale due to obstacles inhibiting the adoption of new/local technologies by the city's public services.
- The scale of the city's innovation infrastructure is insufficient to fuel an innovation economy
- When choosing a future employer, people under 29 tend to opt for industries where innovations and high technologies are not viewed as business enablers

Moscow strategic goals:

- Outreach: promote Moscow as an international innovation center.
- Demand: foster local demand for innovation products and services.
- Support Moscow innovation companies.
- Engagement: involve youth in Moscow's innovation economy.

Initiatives to unlock Moscow's potential

In accordance with the strategic areas, the team has identified the following key initiatives:

1. To foster the private venture capital market by attracting new participants to venture projects at pre- and seed stages, and also by creating a venture fund to allocate investments at later stages.
2. To develop innovation infrastructures by developing competencies of technology-park management companies.
3. To nurture engineering universities with entrepreneurship training capacities by launching pre-acceleration programs and projects in collaboration with tech companies.
4. To multiply the number of fast growing hi-tech startups by scaling up technology acceleration programs at the stage of commercialization.

5. To scale up office and production spaces for technology companies by launching industry-specific technology parks and coworking facilities jointly with the business community.

Key results in 2020:

Outreach:

- 2,100 Moscow-based innovation companies use the brand “Made in Moscow”
- Engineering and technology are in TOP 3 most attractive majors for school students and their parents (acc. to Russian Public Opinion Research Center (VCIOM))

Demand:

- 80 projects piloting innovations in the six priority industries of the public services domain
- 8,000 positions in the list of prioritized products and technologies applicable in the public services domain

Support:

- 6 high-tech technology parks in Moscow
- Support for 1,400 new innovation companies emerged on the premises of the technology parks

Engagement:

- 30% growth in enrollment competition for engineering and technology majors
- 500,000 secondary school students have taken the advantage of innovation and technology career guidance services

The REAP Moscow Team

Alexey Parabuchev

CEO, Moscow Agency of Innovations

Moscow Government

Alexey has more than 15 years of experience in strategy and organization consulting, territorial planning, stakeholder relations management, business training, and innovation management. His customers included Russian regional government agencies and major Russian and international companies.



Alexey Kostrov

Executive Director, Moscow Seed Fund

Alexey has an extensive experience working for the Moscow city government where he supported the development of SMEs. From 2006 to 2010, he was the director of Agency for the Development of Innovative Entrepreneurship, where he focused on creating an infrastructure to support innovative SMEs.



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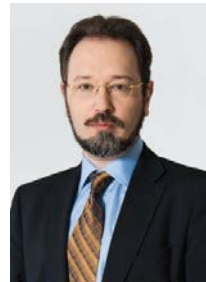
Dmitry Peskov
Director, Agency for Strategic Initiatives

For 8 years, Dmitry was the director of the Centre for Internet Policy at the MGIMO University in Moscow and the director of the Innovation Program at the university. In 2008, he created Metaver, a project group focused on matching education with the venture economy. Since 2011, he has been the director of the Agency for Strategic Initiatives focused on the development of higher education in Russia.



Evgeny Kuznetsov
Deputy CEO, Executive Board Member, Russian Venture Company

Evgeny Kuznetsov is a professional in the field of strategic development and public affairs. At RVC, he was an initiator and mentor for the segments related to the development of an entrepreneurship ecosystem. He is one of the initiators and development leaders of the National Technology Initiative (NTI) from its inception. In 2015, he managed a group of authors to prepare the National Report on Innovations in Russia.



Alexander Smbatyan
CEO, Genome Ventures

Alexander is a serial entrepreneur, the founder and CEO of Genome Ventures, a venture building company with portfolio companies in e-Health, e-Commerce, career guidance, social networking and fintech. Alexander advises the Deputy Mayor on the issues of Moscow's innovation policy, as well as develops frameworks for public-private partnerships.



Dmitry Lisenkov
Managing Director, RUSNANO

Dmitry joined RUSNANO in August 2008. He heads an investment team and is responsible for venture investments in innovative nanotechnology-based businesses.

From 2003 and until joining Rusnano, Dmitry worked as an investment principal for the management company of the Russian Technology Fund (RTF). RTF was established in 1995 and was the first venture capital fund that invested in Russian technology companies. At RTF, Dmitry was responsible for investees' business development and exits. In 2007, Dmitry co-founded the Bioprocess Capital Partners, the management company of the Bioprocess Capital Ventures (BCV). BCV is ca.\$100 million venture capital fund, currently investing in Russian technology startups.

Dmitry has an MS in economics with honors from St. Petersburg State University of Economics and Finance, and a full-time MBA in finance and investments with honors from the Zicklin School of Business, City University of New York.



Vitaly Polekhin
President, National Business Angels Association; hi-tech entrepreneur and investor

Background: Head of SKOLKOVO Business School Investor club. Angel Investor of the Year 2015 by Russia Venture Awards. Supervisory board member of SKOLKOVO Entrepreneurial Community. Managing partner of VENTURE ANGELS seed and early stage investment fund. Shareholder and supervisory board member of several venture capital

firms.

Education: Moscow School of Management SKOLKOVO - Executive MBA; Moscow State University - MBA; MIT Sloan School of Management - Entrepreneurship and Innovation Program (Executive Education); UC Berkley Haas School of Business - Venture Capital Executive Program (Executive Education); Harvard Business School - Private Equity And Venture Capital Program (Executive Education). Holds a PhD in philosophy.



Olga Papadina

Deputy CEO, The Exhibition of Achievements of National Economy (VDNkH)

Olga Papadina has been Deputy CEO of VDNkH since September 2015. The Exhibition of Achievements of National Economy is one of the largest exhibitions, museums, and recreation complexes in the world. It is one of the most popular public places of Moscow. Olga Papadina is responsible for the development and its architectural appearance of VDNkH.

From October 2012 to July 2015, she headed Moscow Urban Forum founded by the Government of Moscow. Under her leadership, three global urban forums were held in Moscow hosting numerous delegations and experts from the world's largest cities. From 2003 to 2006, Olga worked at the Afisha publishing house. She holds a master's degree in philology from Moscow State University.



Anna Belomestnova

CEO, Nanocenter Dubna

Anna has over 12 years of successful track record in management consulting in Big 4 in Russia, Ukraine and Kazakhstan. Progressed to associate director, led the management consulting arm of KPMG in Ukraine. Anna has a unique blend of experience in complex restructuring and strategic development projects in a variety of industries. She holds a bachelor's degree in economics from Moscow State University and a master's degree from New Economic School. In addition, Anna completed a number of executive education programs, including INSEAD Strategy.

