

FEEDBACK SUMMARY REPORT

The results of the trip of UNN companies to Maryland in the frame of EURECA II program

US-Russia Innovation Corridor (Maryland International Incubator, Mtech)
October 16 – October 27, 2013

After the trip UNN participants were interviewed and filled the Feedback forms (see the Appendix). The results of interviews and feedback forms processing may be summarized as follows.

- 1) All UNN participants noted **the highest level of the trip organization** provided by UM and MI2:
 - Work schedule was intensive.
 - Mentoring sessions (IP, Company Registration in the USA, Employment Law and the USA Visa, MIPS session, Collaboration with Industry) were extremely interesting and useful.
 - Organizers provided participation in the world-known events (such Fischell Festival)
 - Individual meetings with US companies helped UNN visitors to find contacts, which in the future will be used in the development of UNN innovation companies.
 - MI2 Russian-speaking team provided reliable support of UNN visitors.
- 2) UNN participants had understanding of the advantages in running business in Maryland and got knowledge of **innovation ecosystem of UM and State of Maryland**.
- 3) UNN participants achieved following **key results** for their companies during the trip:
 - RiCo: Possible collaboration with Mr. Fischel and with company “Physiotherapy”.
 - Lasens (ROSE): Decision to organize clinical tests in the USA and in Russia in the partnership with “GenProMarkers” Inc. using special clinical test program (in accordance with Russian regulations and FDA). Draft of the program was developed by ROSE and now is under consideration in “GenProMarkers” Inc.
 - WIM: The new company registered in the USA.
 - METEO: It is planned to organize demo-zone of METEO system in Maryland Incubator (which could be organized by financial support of MIPS program). Collaboration with “Earth-networks” (meteo global business, product “WeatherBug”) is started (the NDA was signed).

- AlteroZoom: Possible cooperation with Dr L. Zhou from Baltimor University (decision to participate in MIPS program jointly with Dr. L. Zhou). Also she offered to use AlteroZoom in Baltimor University for student's education. Students of Maryland University had tested the alfa-version of AlteroZoom and they really like it. They will try to distribute this product between all students in UM. Mr. Robert Naft organized e-mail communication with famous Israel professor about future cooperation.
- 4) On the base of 2013 trip to Maryland the following **recommendations** for the 2014-2015 US-Russia Innovation Corridor trips may be formulated:
- It makes sense to form delegations for similar type of projects (e.g. delegation of biomedicine projects and delegation of IT and communications system projects).
 - It is important to develop the document with areas of responsibilities and contacts of each Corridor organizers (MII, USRF, UM and UNN). Corridor participants can use this document in order to address their questions to Corridor organizers before/during the trip.
 - It is reasonable to organize individual meetings of Corridor participants with researchers and professors from UM, which are working in the same scientific/research area.
 - It's appropriately to have the attendant/interpreter from UNN delegation during the whole trip.
 - It is useful to give to the Corridor participants printed and/or electronic versions of materials which were presented in the frames of mentoring sessions.
 - It is expediently to organize transfer/bus/shuttle to destinations outside UM campus.

CONCLUSION:

The 2013 trip to Maryland International Incubator in the frames of US-Russia Innovation Corridor was organized on the highest level and it provides good base for further collaboration between UNN and UM.

All UM and MI2 mentoring sessions and meetings were fruitful and allow UNN participants to use knowledge in development of their innovation companies.

APPENDIX: Feedback forms of participants

1. Participant's name(s)	Igor Nikiforov
2. Company name	RiCo LLC
3. Project title	RICO: Portable wireless IR pyrometer for medical usage
4. Meetings and events, which you had visited	<ul style="list-style-type: none"> • Maryland BIOTECH • Personal meetings: <ul style="list-style-type: none"> – Golden Island, CEO (Sales in China – medical equipment) – Primetime: Janak Padia, President & CEO (Sales in China and India) – There is a real potential possibility to cooperate with these companies. • Meeting with: Robert Fischel, demonstration of the pyrometer and communication about his and our project. He is looking for partners to sell his products in Russia (against epilepsy, against migraine). Possible cooperation in sales of his products. • Very useful trainings: <ul style="list-style-type: none"> – Innovation educational programs, which exist in state Maryland. How young companies could participate in different grants (there are a lot of). • MeetUp (Demo, demo, demo). 100 people presented demo of their projects. Questions 7 answers for 5 people, communication and networking with useful people.
5. Meetings, which didn't take place	<ul style="list-style-type: none"> • There was no individual meeting with company “Physiotherapy” – didn't find time for it
6. The result, which was achieved in the trip (for ex.: useful knowledge/contacts, which in the future you will use in the development of your company)	<ul style="list-style-type: none"> • The “opening” of the American market. It's very rich – there is a lot of money. But it's very hard to go to this market. • It's very easy to open company in the USA • A lot of possibilities in the establishment of company through different intermediaries <ul style="list-style-type: none"> • Possible cooperation with Mr. Fischel • Possible cooperation with company “Physiotherapy” • Book of biomedicine companies contacts
7. General impressions about the trip	It's very successful trip.
8. What would you like to change/add in such trips in the future	<ul style="list-style-type: none"> • It is useful to organize individual meetings with researchers and professors, which are working in the same sphere • To improve the logistic. • Finding contacts beforehand and organizing meetings beforehand • To get presentation materials about companies beforehand
9. Additional information	<ul style="list-style-type: none"> • So many interesting events and program. Hard to decide, in which it is better to participate • Book of biomedicine companies contacts.

1.	Participant's name(s)	Alexander Zemskov, Igor Novikov
2.	Company name	LLC Lasens (Nizhny Novgorod, Russia)
3.	Project title	ROSE
4.	Meetings and events, which you had visited	<ul style="list-style-type: none"> • BIOTECH Center of Maryland: <ul style="list-style-type: none"> – Meeting with scientists, enterpriser, specialists for oncology, medical equipment. Project ROSE and RICO made the presentation. – Meeting with Janak Padia, CEO of “Primetime”, bio-medical company (production of medical products, medical services, etc.). Good possibilities for cooperation. – Discussion about oncology. American scientists presented their projects and products; offered ways for cooperation. – Conference: scientists and representatives of insurances companies. • Meeting with: Robert Fischel (conference) • Communication with CEO of medical company • Communication with Scott Blacklin. He was trying to understand, what could be interesting in project ROSE for the USA. He thought, that project ROSE could makes modernization in the USA oncology. He will think how he could help to project’s leaders.
5.	Meetings, which didn't take place	<ul style="list-style-type: none"> • There were no meetings from wish-list of contacts, which was sent to Kai Duh beforehand • There were no meeting with two companies, which were very interesting for Zemskov and Novikov.
6.	The result, which was achieved in the trip (for ex.: useful knowledge/contacts, which in the future you will use in the development of your company)	<ul style="list-style-type: none"> • The main result of the meeting in BIOTECH – contacts of Yan A Sui “GenProMarkers” Inc. Decision to organize clinical tests in the USA and in Russia in the partnership with “GenProMarkers” Inc. using special clinical test program in the frame of Russian regulations and FDA. Draft of clinical test program was developed by ROSE and now is under consideration in “GenProMarkers” Inc. • Presentation materials were sent about ROSE for Mr. Janak Padia “Primetime”. Project leaders are waiting for answer soon. • Book of biomedicine companies contacts
7.	General impressions about the trip	The trip was very useful. All meetings were well-organized and provided for participants very good knowledge.
8.	What would you like to change/add in such trips in the future	<ul style="list-style-type: none"> • To form delegations for similar type of projects (e.g. delegation of biomedicine projects and delegation of IT and communications system projects). • It is useful to develop the document with areas of responsibilities and contacts of each Corridor organizers (MII, USRF, UoM, UNN). Corridor participants can use the document in order to address their questions to Corridor organizers before/during trip. • It’s very useful to have the interpreter from UNN in the delegation.

1.	Participant's name(s)	Alexander Afanasjev
2.	Company name	Wireless In Motion, LLC Nizhny Novgorod
3.	Project title	WIM
4.	Meetings and events, which you had visited	<ul style="list-style-type: none"> • Mr. Kai Duh organized meeting with Edward Chalfin, CEO "MIE Labs" (local distributor of Texas Instruments); very important meeting; ways for future cooperation. • Meeting with Golden Island, CEO (Sales in China – medical equipment) <u>Very useful trainings and presentations:</u> <ul style="list-style-type: none"> • Patents • Visa Services • Organizing business • Funding for innovation projects
5.	Meetings, which didn't take place	There were no enough individual meetings in the area of wireless systems
6.	The result, which was achieved in the trip (for ex.: useful knowledge/contacts, which in the future you will use in the development of your company)	The new company registered in the USA, LLC. Connections with people, who are involved in innovation programs.
7.	General impressions about the trip	The trip was very successful. But there was not organized transfer to evening events.
8.	What would you like to change/add in such trips in the future	There were no many special technical topics, which were very important for the project WIM. Participants need to rent a car in this trip (for small groups). Use the information about project at maximum: send this info to specified professors and investors beforehand.
9.	Additional information:	The high level of the trip's organization. Evening events in Washington: "MeetUp" (Demo, demo, demo) - presentations of start-up projects.

1.	Participant's name(s)	Alexey Umnov
2.	Company name	Mobile services Lab, Radiotechnology-NN LLC
3.	Project title	Alterozoom, METEO
4.	Meetings and events, which you had visited	<ul style="list-style-type: none"> • All the scheduled events in Business incubator and University campus • Personal meetings: <ul style="list-style-type: none"> – Dr L. Zhou UMBC Collaborator for research in personal knowledge management system Alterozoom. Potential for a MIPS funding proposal. – Christopher D. Sloop - STO, Ari Davidov – Business Development Manager Earth networks Inc, Possible business collaboration in meteorological services, NDA. – Dr. Cheng-I Wei, Dean College of Agriculture & Naturale Resources. Possible collaboration in meteorological related services Potential for a MIPS funding proposal. – AirPhoton LLC, Possible collaboration, Potential for a MIPS funding proposal. • Very useful trainings: <ul style="list-style-type: none"> – Innovation educational programs, which exist in state Maryland. How young companies could participate in different grants (there are a lot of). – MeetUp (Demo, demo, demo). 100 people presented demo of their projects. Questions 7 answers for 5 people, communication and networking with useful people.
5.	Meetings, which didn't take place	Meeting with Maryland Healthcare Clinics (this meeting was simultaneously with meeting with Earth-networks)
6.	The result, which was achieved in the trip (for ex.: useful knowledge/contacts, which in the future you will use in the development of your company)	<ul style="list-style-type: none"> • Meeting with “Earth-networks”, meteo global business (product “WeatherBug”); possible collaboration, the NDA was signed • The possibility to participate in MIPS program (MTech) • The possibility to cooperate with Agricultural Faculty of Maryland State University <p>Alterozoom:</p> <ul style="list-style-type: none"> • Possible cooperation with Dr L. Zhou from Baltimor University (decision to participate in MIPS program jointly with Dr. L. Zhou). Also she offered to use AlteroZoom in Baltimor University for student's education. • Students of Maryland University had tested the alfa-version of AlteroZoom and they really like it. They will try to distribute this product between all students in UM. • Mr. Robert Naft organized electronical communication with famous Israel professor about future cooperation.
7.	General impressions about the trip	Well organized, very exciting and useful event!
8.	What would you like to change/add in such trips in the future	<ul style="list-style-type: none"> • More contacts with possible collaborators before visit (Skype meetings etc) • Meetings with investors
9.	Additional information:	

1. Participant's name(s)	Igor Karpunin
2. Company name	Radiotechnology-NN LLC (Nizhny Novgorod, Russia)
3. Project title	METEO
4. Meetings and events, which you had visited	<p>Almost all planned meetings and many planned meetings but out of initial schedule were visited except may be several ones in the latest two days.</p> <p>October 21, there was a presentation of “Project Funding” by Joe Naft, Associate Director of Maryland Industrial Partnership (MIPS). We had an additional meeting to him after the presentation. Communication with Mr. Naft was very useful: there is a possibility to be involved in this program for projects, which are interested for Maryland. The main criteria for taking this grant: the possibility to create new job positions in Maryland. Mr. Naft suggested finding professors who could be interested in possible common projects. He had helped to make an appointment.</p> <p>October 23rd</p> <ul style="list-style-type: none"> • Program about possible MIPS projects: Dr. Lorraine Remer – she suggested the project is very interested, but now she is busy with her own project. Could continue communication later or suggest somebody else. <p>October 24th</p> <ul style="list-style-type: none"> • <u>Program about possible MIPS projects:</u> Cheng-I Wei, Dean and Director of Agricultural Experiment Station University of Maryland. He is very interested in the project. There is the possibility for cooperation in the MIPS program, but they need time to organize this cooperation and meetings with professors in the agriculture sphere. It is agreed to have a meeting at the next time we will be in Maryland to organize a meeting with professors <p>We proposed to organize demo-zone of METEO system in Maryland Incubator, which could be used in frames of MIPS program. It’s important to go to the USA to discuss the possibility to be involved in MIPS program in two months.</p> <ul style="list-style-type: none"> • Event “17/76” in Washington • 25 of October meeting with “Earth-networks”, meteo global business (product “WeatherBug”); very useful meeting with Vice-president and Russian speaking Manager, which works with contracts; the NDA was signed with this company. • There were a lot of useful seminars and presentations: <ul style="list-style-type: none"> – Licensing; organizing of business in the USA, visa-services seminar; educational and innovation programs.
5. Meetings, which didn't take place	<ul style="list-style-type: none"> • Professors of Agricultural Faculty • There were no meetings with leaders (professors) of innovation and science companies • There was no such big interest from Maryland University to cooperate with UNN

6. The result, which was achieved in the trip (for ex.: useful knowledge/contacts, which in the future you will use in the development of your company)	<ul style="list-style-type: none"> Meeting with “Earth-networks”, meteo global business (product “WeatherBug”); the NDA was signed The possibility to participate in MIPS program (M-TECH) The possibility to cooperate with Agricultural Faculty of Maryland State University
7. General impressions about the trip	The trip was excellent. The organization was good. However the program was very busy and it was hard to decide – do you need this event/meeting or it’s not very important.
8. What would you like to change/add in such trips in the future	<ul style="list-style-type: none"> To organize additional meetings with professors and scientists, whose research areas are very close to project topics from UNN. Maybe change the hotel (Clarion Inn) in future trips, because the closest hotel (Best Western) could be better and has the same price level. To give printed documents (short resume) or electronic materials about programs, which were presented in the frames of events. To organize transfer/bus/shuttle to destinations (some problem in logistic with side event).
9. Additional information	<ul style="list-style-type: none"> In Maryland University: Robot-construction dept. is high developed

1. Participant's name(s)	Sergey Yakimov
2. Company name	Mobile Services Lab LLC
3. Project title	Alterozoom
4. Meetings and events, which you had visited	All the scheduled events plus meeting at Maryland Healthcare Clinics.
5. Meetings, which didn't take place	None
6. The result, which was achieved in the trip (for ex.: useful knowledge/contacts, which in the future you will use in the development of your company)	Useful contacts for further project development. Distribution of alfa version among UMD students.
7. General impressions about the trip	It was a well organized and pleasant trip full of useful contacts and meetings.
8. What would you like to change/add in such trips in the future	Make the trips more project oriented not focusing only on biomed applications.
9. Additional information:	

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