



## 12th ST. PETERSBURG PARTNERIAT FOR SMEs:

St. Petersburg and Russian and Foreign Regions  
March 20 to 22, 2018, Expoforum Convention and Exhibition  
Centre



[PARTNERIAT-SPB.RU](http://PARTNERIAT-SPB.RU)

## Convention Programme

Scheduled as of March 2, 2018. May be subject to change.

### Tuesday, March 20, 2018.

11:00 a.m. – 1:30 p.m.

Panel Session (1)

#### The Arctic: Aiming for Long-Term Development

*The Arctic is a perfect place for developing, testing, and implementing ground-breaking technology and research. Today this polar region is turning into a high-tech cooperation platform. Here, different countries can join together to work on various challenges, such as adapting existing technical solutions to the extreme conditions of the Arctic, or creating new technology that would make operating in low temperatures more efficient and secure.*

*Innovative technology will drive the social and economic development in the polar region. If introduced to all aspects of Arctic exploration, it will pave the way for large-scale government and business projects.*

#### Moderator:

- TBA

#### Discussion topics:

- the social and economic development of the northern and Arctic regions;
- means of boosting the development of the Russian Arctic;
- the need for introducing innovation and establishing consolidation and project transfer centres in the Arctic; successful models and case studies;
- innovative technology and ground-breaking equipment for meeting the needs of the Arctic region;
- the use of polymers and composites in the Arctic conditions;
- government support;
- investment.

#### Speakers:

- a representative of the Ministry of Economic Development of the Russian Federation (invitation sent, decision TBA before March 14)
- a representative of the Ministry of Industry and Trade of the Russian Federation (invitation sent, decision TBA before March 14)
- Tatyana Viktorovna Buchkova, Deputy Governor of the Yamalo-Nenets Autonomous Okrug (invitation sent, decision TBA before March 12)
- Dmitry Andreevich Rodionov, Deputy Prime Minister of the Republic of Karelia, Minister of Economic Development and Industry of the Republic of Karelia (invitation sent, decision TBA before March 12)

- Viktor Mikhailovich Ikonnikov, Deputy Governor of the Arkhangelsk Region for Strategic Planning and Investment Policy (*invitation sent, decision TBA before March 12*)
- Aleksey Mikhailovich Tyukavin, First Deputy Governor of the Murmansk Oblast (*invitation sent, decision TBA before March 12*)
- Alexey Aleksandrovich Kovalev, Director General of JSC Arkhangelsk Regional Development Corporation (*invitation sent, decision TBA before March 12*)
- Arseny Valerievich Mitko, Chair of the Young Scholars of the North Council, member of the Arctic Academy Praesidium, corresponding member of the Russian Academy of Natural Sciences.
- Maria Dmitrievna Yurkina, head of the East-West Company Alliance
- Yury Fedorovich Kuranov, candidate of economics, head researcher at the Luzin Institute for Economic Studies, Subdivision of the Federal Research Centre 'Kola Science Centre of the Russian Academy of Sciences', Murmansk
- Vadim Nikolaevich Zazimko, COO of the St. Petersburg Composite Cluster Association
- Larisa Nikolaevna Borisoglebskaya, Vice-Rector for Scientific and Project Innovation Activities at the Orel State University named after I.S. Turgenev
- Marina Nikolaevna Burlak, Commercial Director of ELIZ LLC

11:00 a.m. – 2:00 p.m.

Conference (2)

## **BigData: a Foundation for Building Innovative Financial and Cyber-Physical Systems**

held jointly with the Peter the Great St. Petersburg Polytechnic University

*The conference will be dedicated to one of today's most trending topics: the application of BigData to various aspects of human life; the use of BigData collection and processing technology, as well as technology that allows to develop BigData-based solutions, in economic and technical systems; and the creation of an adaptive economy, parameterised products, and innovative content and services.*

### **Moderator:**

- Mark Valerievich Finkov, Managing Partner at the Polytechnical Project Office

### **Discussion topics:**

- BigData technology; data stacks;
- the use of BigData in the banking, service, and government sectors;
- analytics and analytical systems; foresight systems;
- data analysis systems;
- the development of efficient predictive models for managing the development of businesses, markets, and regions;
- BigData sources: open, corporate, etc.;
- cyber-physical systems: how to build and use them;
- the prospects of developing BigData; ways of training Data Science experts;
- industrial Internet of Things;
- data as an innovation driver.

### **Speakers:**

- Emeli Dral, Yandex Data Factory
- Ilya Vladimirovich Bykonya, CEO of the Comnet Company
- Dmitry Olegovich Onischenko, candidate of technology, professor at the Piston Engine Department of the Bauman Moscow Technical University
- Pavel Valerievich Butenko, Marketing Director of INTOUCH
- Maksim Evgenievich Kulish, Head of the Analytics Department at OWOX Russia
- Elena Nikolaevna Rudneva, Head of Personnel at the Central Head Office of Sberbank of Russia
- Andrey Vyacheslavovich Kolesnikov, Director of the Internet of Things Association
- Larisa Nikolaevna Borisoglebskaya, Vice-Rector for Scientific and Project Innovation Activities at the Orel State University named after I.S. Turgenev

## Youth Entrepreneurship and Innovation

held jointly with the Peter the Great St. Petersburg Polytechnic University

*This session will cover issues relevant to: cooperation between business and education institutions; the commercialisation of academic research and development; and the creation of knowledge-intensive technology centres. Can the younger generation drive the innovative potential of the Russian economy by showing initiative as entrepreneurs? Why should we invest into this generation specifically? Business incubators and technological clusters and their place in the youth entrepreneurship support system. What features of the Youth Entrepreneurship Support Strategy need improving?*

### Moderator:

- Vladislav Lvovich Raskovalov, candidate of technology, professor at the Peter the Great St. Petersburg Polytechnic University, creator and developer of the system for operating the Top Management Training Presidential Programme

### Discussion topics:

- university-based industrial centres as innovation drivers for technological companies;
- the commercialisation of academic research and development;
- corporate universities and business incubators;
- collaboration on technological projects between universities and businesses;
- directions for training and developing human resources;
- administrative support of innovative educational programmes (success stories of Skolkovo, LUT, the ITMO University, the Higher School of Economics etc.);
- knowledge enterprises in the knowledge economy;
- volunteer movements as a means of encouraging the younger generation to pursue knowledge;
- new education development technologies; gamification;
- ways of training professional experts in various segments;
- the use of modern communications for following education road maps.

### Speakers:

- Kristina Yurievna Krylova, Deputy Head of the Committee for Youth Policy and Interaction with Public Organisations
- Artyom Gennadievich Sheikin, Head of the St. Petersburg Youth Collegium and Advisor to the Governor of St. Petersburg (invitation sent, decision TBA before March 12)
- Dmitry Leonidovich Grokholsky, Head of the Youth Entrepreneurship Committee at the St. Petersburg regional office of the BUSINESS RUSSIA All-Russia Public Organisation
- Andrey Vitalievich Malkov, head of the Committee for the Development of Civic Society and Human Rights at the St. Petersburg Civic Chamber, CEO of Viran Group
- Dmitry Rinatovich Timurshin, Director of the Freedom Team Company, head of the Young Entrepreneurs' Union, a St. Petersburg Regional Community Organisation
- Maksim Sergeevich Balanov, COO of the Regional Integrated Centre – St. Petersburg
- Maksim Viktorovich Nikitinsky, head of the OPORA ROSSII (The Backbone of Russia) Youth Entrepreneurship Committee in St. Petersburg
- Iosif Lvovich Tukkel, doctor of technology, head of Research and Methodological Council for Innovation, professor at the Peter the Great St. Petersburg Polytechnic University
- Oleg Diu, public representative of the Agency for Strategic Initiatives in St. Petersburg, member of the Leaders' Club Non-Commercial Partnership for the Promotion of Business Initiatives, Chief Development Officer at the Galaktika Group

## Industry 4.0 Trends and Drivers AddUp and BeAM Equipment and Technology. 3D Printing: Trends, Prospects, Application. Direct Metal Laser Sintering

held jointly with the St. Petersburg Technopark OJSC

### Moderator:

- Aleksandr Anatolievich Zubkov, Head of the 3-d Department at the Dipaul Group

### Discussion topics:

- government support for high-tech production equipment;
- additive technology in mechanical engineering: top success stories and benefits;
- 3D printing: development prospects;
- users of additive technology: success stories.

### Speakers:

- a representative of the Ministry of Industry and Trade of the Russian Federation (decision TBA before March 14)
- Gleb Andreevich Turichin, professor, doctor of technology, acting rector of the St. Petersburg State Marine Technical University
- Gennady Ivanovich Prokofiev, co-owner of the RAPS Research and Production Firm
- Denis Nikolaevich Bychkovsky, Additive Technologies Ltd.
- Aleksandr Anatolievich Zubkov, Head of the 3-d Department at the Dipaul Group
- Fedor Antonov, Anisoprint CEO
- Svetlana Vodyanova, Deputy CEO of J'son & Partners Consulting
- Yury Pukha, PWC partner in Russia
- Bernd Hiller, CEO of GFK Firm.
- Denis Vlasov, owner and manager of 3DSL.ARU (Russian 3D Printers)

3:00 p.m. – 6:00 p.m.

Panel Session (5)

## A Woman's Look at International Cooperation: New Opportunities for Economic Growth

held jointly with the St. Petersburg division of the OPORA ROSSII (The Backbone of Russia) Nationwide Community Organisation

*Female entrepreneurs form a salient, rapidly growing segment of small and medium business in Russia. Unfortunately, they are rarely believed to be capable of boosting international business cooperation. But in fact, businesses run by women have a number of extra benefits in the international arena. These benefits will be examined in detail by the discussion participants, who will offer diverse points of view on the potential of women's entrepreneurship*

### Moderators:

- Tamara Alekseevna Baranova, Head of the Women's Entrepreneurship Committee at the St. Petersburg division of OPORA ROSSII (The Backbone of Russia)
- Veronika Aleksandrovna Peshkova, member of the OPORA ROSSII (The Backbone of Russia) Board and Women's Entrepreneurship Committee

### Discussion topics:

- Ways of supporting Russian companies' contribution to international cooperation, and goals of such contribution: the standpoints of business and the government
- International organisations and unions, and their role in helping female entrepreneurs enter foreign markets
- Which support programmes for women may potentially boost Russian business growth
- Lessons learned from exploring the global business market as a woman: success stories
- Access to funding for women's entrepreneurship projects

- Cross-border cooperation as an additional opportunity to lift up businesses owned by women

**Speakers:**

- Tatyana Dmitrievna Valovaya, Minister of the Eurasian Economic Commission (*invitation sent, decision TBA before March 14*)
- Natalya Valerievna Churgel, member of the Board and Managing Director for Organisational Development at the Eurasian Development Bank
- Natalya Nikolaevna Gryaznova, president of the Regional Business Women's Association (Kaliningrad)
- Lilia Avkhatovna Nurgatina, Deputy Director of the Industrial Development Department at the Ministry of Industry and Trade of the Russian Federation
  - Aleksandr Arnoldovich Braverman, Director General of the Federal SME Development Corporation (*invitation sent, decision TBA before March 14*)
- Maria Dmitrievna Yurkina, head of the East-West Company Alliance
- Ekaterina Nikolaevna Lebedeva, Vice-President of the St. Petersburg Chamber of Commerce and Industry
- Elena Valerievna Bazhan, Chair of the Board of the Astrakhan Region Business Women's Association
- Anna Vladimirovna Nesterova, founder and Chair of the Board of Directors, Global Rus Trade
- Maria Sergeevna Bogdanova, member of the Public Council at the Women's Look Public Diplomacy Development Foundation
- Patrick Franzen, Minister and Deputy Head of the Swiss Embassy in Russia
- Svetlana Vladimirovna Stepkina, Director General and incorporator of the Arabella Media Group LLC

## Wednesday, March 21, 2018.

10:00 a.m. – 12:30 p.m.

Panel Session (6)

### **Made in St. Petersburg, Appreciated Abroad**

held jointly with the St. Petersburg State Budgetary Institution 'Centre of Development and Business Support'

**Moderator:**

- Elena Makarova, head of the Export Centre at the St. Petersburg State Budgetary Institution 'Centre of Development and Business Support'

### **Part 1. Made in Russia: Russia's National Export Brand**

*Russia's national export brand, Made in Russia, as a tool for reaffirming the status of trustworthy manufacturers and suppliers of Russian domestic produce. The event will aim to encourage entrepreneurs from St. Petersburg to actively volunteer for the Made in Russia certification, which will allow Russian exporters to enjoy new opportunities for efficient product promotion in the foreign markets.*

**Presentations:**

Lev Andreevich Kuznetsov, Director of St. Petersburg State Budgetary Institution 'Centre of Development and Business Support'

Maksim Sergeyevich Balanev, COO of the Regional Integrated Centre – St. Petersburg

### **Part 2. CE Certificate as the Key to the World of European Trade. Simple Rules for Exporting Goods to the EU**

**Six**

**Discussion topics:**

- EU directives. How to determine which directives and streamlined standards are applicable to your goods;
- how to evaluate your goods for compliance with directive requirements;

- samples; testing rules;
- preparing technical documentation;
- receiving a compliance certificate or declaration from a notified body. Applying CE logos. What specifics do you need to bear in mind
- and how to put them into practice? Examples;
- market regulation; useful information for exporters to expand their knowledge of EU certification laws;
- audience interaction.

**Presentations:**

- Yury Valentinovich Dokukin, representative of the Russian Export Centre (Moscow), head of the Russian Export Centre's independent division in St. Petersburg;
- Irina Fedorenko, official testing and CE certification representative of TSÚ Pieany, Š.p. (Notified body No. 1299 for EU Directives) in Russia.

11:00 a.m. – 12:00 p.m. **Official opening ceremony for the 12th St. Petersburg Partneriat for SMEs, 'St. Petersburg, Russian Regions, and Foreign Countries'**

- Georgy Sergeevich Poltavchenko, Governor of St. Petersburg

1:00 p.m. - 3:00 p.m.

Panel Discussion (7)

**The Potential of the St. Petersburg Tourist Industry. Issues that Negatively Impact the Sector's Development**

held jointly with the Public Council for Small Business Development under the auspices of the Governor of St. Petersburg

**Moderator:**

- Elena Otariyevna Tsereteli, Chair of the Public Council for Small Business Development under the auspices of the Governor of St. Petersburg

**Discussion topics:**

- the development of inbound tourism from the People's Republic of China. Contributions of small and medium enterprises from St. Petersburg (tour operators, hoteliers, professional guides and translators) to servicing tourist groups from the People's Republic of China;
- the challenges faced by small-scale transport companies operating inner-city, suburban, inter-city, and international chartered bus tours, including bus tours specially organised for children;
- legal regulations that govern opening small accommodation facilities (mini hotels and hostels) in apartment buildings.

**Discussion speakers:**

- Nikolay Anatolievich Asaul, Deputy Minister of Transport of the Russian Federation ([invitation sent, decision TBA before March 14](#))
- Oleg Petrovich Safonov, head of the Federal Agency for Tourism of the Russian Federation ([invitation sent, decision TBA before March 14](#))
- Elgiz Idrisovich Kachaev, Chairperson of the St. Petersburg Committee for Entrepreneurship and Consumer Market
- Aleksandr Nikolaevich Golovin, member of the St. Petersburg City Administration, head of the Transport Committee
- Andrey Evgenievich Mushkarev, Chairman of the St. Petersburg Committee of Tourism Development
- Vladimir Aleksandrovich Vasiliev, President of the St. Petersburg Non-Commercial Association of Small-Scale Hotels

10:00 a.m. – 3:00 p.m.



## Technological Overhaul of Enterprises: Challenges of a New Age

held jointly with the Russian Engineering Union and the Foundry Workers' Association of St. Petersburg and Leningrad Oblast

*In what ways do existing production facilities adapt to the new realities of today? Are they capable of creating new competitive products for the new markets? What are the methods of countering risks? The government industrial policy correlation as the foundation for the regions' sustainable development. Bearing in mind that machine tool manufacture is one of the system-building sectors of the economy and, therefore, its development stage can be used to evaluate the engineering, technical, economic, and military potential of the respective country, it can become a growth driver for small and medium enterprises. ...*

### Moderator:

- Stanislav Vasilievich Nevzorov, member of the regional council at the St. Petersburg branch of the Russian Union of Engineering Workers

### Discussion topics:

- the need for a major technical overhaul and means of achieving it;
- the current status and development prospect of Russian machine tool building and casting;
- the promising aspects of developing rough piece production (casting and smithing) and machine tool building in Russia;
- upgrades and technical development of machine tools used at production facilities;
- new equipment for casting;
- innovative technologies in casting
- systemic management of machine tool parts production as the basic requirement for efficient and innovative development of machine tool building;
- the creation of an International Centre for Technological Innovation as the key to ensuring that Russia's potential for innovative machine tool building and casting is properly consolidated;
- how to move on from slogans to practice...
- government support for industrial enterprises; access to funding.

### Speakers:

- a representative of the Ministry of Industry and Trade of the Russian Federation (invitation sent, decision TBA before March 14)
- Vladimir Aleksandrovich Pastukhov, Director General of the Federal Budgetary Institution 'Russian Technological Agency' (invitation sent, decision TBA before March 12)
- Georgy Vasilievich Samodurov, President of Stankoinstrument (Russian Machine Tool Manufacturing Association)
- Ivan Andreevich Dibrov, President of the Russian Foundry Workers' Association
- Evgeny Ignatievich Marukovich, member of the National Academy of Sciences of the Republic of Belarus, Director of the Institute of Technology of Metals
- Marina Gennadijevna Zinina, Director of the Cluster Development Centre, St. Petersburg Technopark JSC
- Stanislav Stepanovich Tkachenko, President of the Foundry Workers' Association of St. Petersburg and Leningrad Oblast
- Aleksandr Yurievich Petrov, Chairman of the Committee for Casting, Smithing, and Forging Operations, head of the Board of Directors at the RELTEC Group
- Vadim Aleksandrovich Tryapichkin, director of the PETROZAVODSKMASH foundry
- Viktor Aleksandrovich Regush, Director General of the precision casting plant in Ryazan
- *Aleksey Fedorovich Sokolov, head of the GALIKA AG office in St. Petersburg and the Northwest Federal District*
- Yury Vasilievich Osipov, Chief Design Manager at the Krasny Borets Machine Tool Plant OJSC

3:30 p.m. – 6:00 p.m.

Round Table (8)



## The Development of Industrial Cooperation as an Economic Growth Driver

held jointly with the Russian Engineering Union and the Foundry Workers' Association of St. Petersburg and Leningrad Oblast

*Are Russian enterprises ready to switch to the smart contracting model? Companies' requirements for contractors. Government support measures for assisting Russian enterprises and industrial clusters as they transition to the contracting model.*

### Moderator:

- Aleksandr Yurievich Pylaev, journalist

### Discussion topics:

- industrial cooperation as a driver of regions' innovative development;
- the principles and methods of fostering industrial cooperation;
- cooperation networking between production enterprises and small and medium businesses;
- the success stories and future prospects of using military technology to make products for civilian needs;
- case studies on developing and executing projects within the smart contracting model;
- industrial cooperation as a means of optimising regional development and opening new opportunities.

### Speakers:

- Maxim Viktorovich Parshin, Director of the Department for the Development of Small and Medium-Sized Businesses and Competition at the Ministry of Economic Development of the Russian Federation (invitation sent, decision TBA before March 12)
- Maxim Semyonovich Meyksin, Chairman of the Committee for Industrial Policy and Innovation of St. Petersburg (invitation sent, decision TBA before March 12)
- Stanislav Stepanovich Tkachenko, President of the Foundry Workers' Association of St. Petersburg and Leningrad Oblast
- Kirill Borisovich Maslennikov, First Deputy Head of the St. Petersburg regional branch of the Russian Engineering Union; head expert at the St. Petersburg branch of SC Rostech
- Igor Borisovich Muravyov, COO of the 'Chamber of Commerce and Industry of the Leningrad Oblast' Association
- Maria Dmitrievna Yurkina, head of the East-West Company Alliance
- Valery Nikolaevich Polovinkin, doctor of technology, professor, head of the Higher Attestation Commission Expert Panel on the Matters of Navy and Ship Building
- Aleksandr Aleksandrovich Taranenko, Director General of Kompan Marine CJSC.
- Anton Viktorovich Paremsky, Director General of the Zaryad Production and Trade Enterprise; Director General of STM Group; Commercial Director of the Vneshtorg Group; head of the Industrial Committee at the St. Petersburg branch of the OPORA ROSSII (Backbone of Russia) Organisation.
- Vadim Nikolaevich Zazimko, COO of the St. Petersburg Composite Cluster Association

12:30 p.m. – 2:00 p.m. Final stage and award ceremony of the **Foresight Auto 2018** Contest



3:30 p.m. – 6:00 p.m. Discussion panel for Russian and Finnish waste management experts (9)  
**Creating a New Waste Disposal Sector in Russia: New Strategy and Short-Term Plans. Opportunities for Mutually Beneficial Technical and Business Cooperation Between Russia and Finland**

held jointly with Eurofacts Oy

### Moderator:



- Kirill Anatolievich Paschenko, Deputy Head of the St. Petersburg Committee for City Improvement
- Matti Nieminen, Principal Scientist, VTT, Helsinki

### Discussion topics:

- Russia's industrial development strategy for waste processing, disposal, and sterilisation up to 2030. Priority goals for St. Petersburg and the Leningrad Oblast
- St. Petersburg's and Leningrad Oblast's short-term plans for the creation of a waste disposal infrastructure
- Incentive measures for promoting proper waste disposal among small and medium enterprises
- The need for new equipment in the Russian waste disposal sector. Ways of encouraging domestic processing and prompting facility owners to substitute imported equipment
- Government support for the waste disposal sector in Russia and in Finland: investment and financial tools, environmental fees, 'green' tariffs, and government acquisitions
- The role of Finland's major business entities in the sector's development
- Generating power from waste: predictions, technologies, and public relations
- The municipal waste disposal sector in Finland: the experience gained from 2007 to 2017, and further development scenario up to 2030. Municipal reforms, the growing role of private companies
- Research and technical cooperation between Russia and Finland in developing and implementing BAT in the sector. Practice sharing and opportunities for promoting joint or concurrent projects

### Speakers:

- representative of the Committee for Industrial Policy and Innovation of St. Petersburg ([invitation sent](#), [decision TBA before March 14](#))
- Aleksandr Pavlovich Teterdinko, the Legislative Assembly of St. Petersburg
- Consulate General of Finland in St. Petersburg
- Anna Virolainen, Finnish Environmental Industries (YTP)
- Timo Hämäläinen, Suomen Kiertovoima (KIVO)
- Nikolay Aleksandrovich Borisov, the Leningrad Oblast Administration for Organising and Controlling Waste Processing
- Valentin Vladimirovich Bushikhin, Institute for Applied Ecology and Hygiene
- Georgy Sergeevich Bardashov, YMEko

## Thursday, March 22, 2018.

10:00 a.m. – 12:30 p.m.

Round Table (10)

### Human Capital in an Age of Digital Innovation

held jointly with the Union of Industrialists and Entrepreneurs of St. Petersburg

*'... when the future creates new specialisations and professions, prompted not only by the fourth industrial revolution but also by other causes, the human potential, rather than capital, will be the key production factor'*

*Klaus Schwab The Fourth Industrial Revolution Moscow, E Publishing House, 2017 (In Russian) p. 59 of 208.*

*This session will cover issues relevant to professional activities and the transformation of workplace relationships in the modern environment, where information technology and digital processing methods are being introduced to all types of social and economic interaction.*

### Moderator:

- Aleksandr Georgievich Volkov, candidate of technology, Deputy Director of the Continuous Education Institute at the St. Petersburg Electrotechnical University 'LETI', head of the Nanoindustry Examination Centre, certified expert at the ANO 'National Further Qualification Agency'
- Kirill Aleksandrovich Soloveychik, doctor of economics, president of the Lenpoligraphmash OJSC, Vice President of the Union of Industrialists and Entrepreneurs of St. Petersburg
- Sergey Ivanovich Tsybukov, Director General of the Plastic Processing Plant named after Komsomolskaya Pravda LLC

#### **Discussion topics:**

- Specific features of the labour market in a digital economy
- Are Russian education and labour sectors ready to switch to actively using information technology?
- Education level and qualification assessment: Russian and foreign experience
- Professional standards in digital technology: trained experts or self-taught mavericks
- Nurturing 'employees of the future' for industrial enterprises
- The relationship between business and education institutions under rapidly changing standards
- What sort of training is currently most in demand in industry, science, and the service sector?
- Higher and secondary vocational training institutions: compare and contrast.
- The modern manager: an enterprising innovator or a diligent ground worker?
- The modern workplace: a tiny office cubicle or a virtual study?
- The apprenticeship system in an age of rapid knowledge sharing: do we need to pass on our knowledge and experience?

#### **Speakers:**

- Natalya Vladimirovna Avdeeva, Director General of the ANO 'Agency for the Human Capital Development in North-Western Federal District'
- Ekaterina Pavlovna Barakova, Personnel Director, PAO Zvezda
- Timur Vyacheslavovich Dyachkov, Director of the St. Petersburg Interregional Resource Centre, a further vocational training institution
- Vladimir Ivanovich Evseev, doctor of technology, President of the St. Petersburg Foundry Workers' Union:
- Lyudmila Nikolaevna Ilyina, head of the training centre at JSC Klimov:
- Sergey Anatolievich Ivanov, doctor of economics, head of the laboratory of social and environmental development and labour force renewal issues in the Russian regions at the Russian Academy of Sciences Institute of Regional Economy Issues:
- Gennady Aleksandrovich Kostin, doctor of technology, assistant professor, Vice-Rector for Research and Technical Cooperation with Enterprises and Alumni Employment Opportunities at the St. Petersburg University of Management Technologies and Economics:  
Evgeny Vladimirovich Platonov, candidate of pedagogy, Director of the Nevsky Machine Building College
- Viktoria Pavlovna Plotnikova, head of the training centre and the employee development department at TGC-1
- Viktor Pavlovich Smirnov, candidate of economics, director of the St. Petersburg Management and Commerce Technical College, head of the Board of Directors of Secondary Vocational Education Institutions of St. Petersburg
- Nikolay Gennadievich Snetkov, Deputy Director for Development and Foreign Relations at the ITMO University Centre for Research and Business Partnership

#### **Discussion participants:**

- Ekaterina Pavlovna Barakova, Personnel Director, PAO Zvezda
- Vladimir Viktorovich Glukhov, doctor of economics, professor, Vice-Rector of the Peter the Great St. Petersburg Polytechnic University

- Evgeny Anatolievich Gorin, doctor of economics, professor, Vice-President of the Union of Industrialists and Entrepreneurs of St. Petersburg
- Aleksandr Aleksandrovich Kaysarov, director of the Centre of Innovative Entrepreneurship at the Higher School of Economics National Research University
- Aleksandr Evseevich Karlik, doctor of economics, professor, head of the department of economics and enterprise and production complex management at the St. Petersburg State University of Economics
- Antuanetta Georgievna Kozlova, doctor of pedagogy, professor at the theory and history of pedagogy department at the Institute of Pedagogy of the Herzen State Pedagogical University of Russia
- Andrey Vladimirovich Kurylev, candidate of economics, assistant professor at the Higher School of Economics National Research University
- Vladimir Mikhailovich Kutuzov, doctor of technology, professor, First Vice-Rector of the St. Petersburg Electrotechnical University 'LETI'
- Valery Aleksandrovich Leventsov, candidate of economics, director of the Higher School of Industrial Management and Economics at the Peter the Great St. Petersburg Polytechnic University
- Valentin Leonidovich Makarov, President of the RUSSOFT Nationwide Association of the most technically competent software developing companies from Russia
- Aleksandr Leonidovich Menshov, candidate of technology, assistant professor at the D.F.Ustinov Baltic State Technical University ('Voenmeh')
- Aleksandr Sergeevich Olkhovsky, Deputy Director of the Strategic Planning Institute
- Gennady Vasilievich Protsenko, Dean of the Further Vocational Training Faculty at the St. Petersburg Marine Technical University
- Vladislav Lvovich Raskovalov, candidate of technology, professor at the Peter the Great St. Petersburg Polytechnic University
- Evgenia Valerievna Romanovskaya, candidate of economics, chief expert at the Educational Programme Centre of the St. Petersburg Higher School of Economics National Research University (HSE NRU)
- Elena Anatolievna Tkachenko, doctor of economics, professor at the department of economics and enterprise and production complex management at the St. Petersburg State University of Economics
- Gleb Andreevich Turichin, doctor of technology, professor, rector of St. Petersburg State Marine Technical University
- Ekaterina Vadimovna Uspenskaya, head of the personnel division of the Central Research and Development Institute of Robotic Science and Technical Cybernetics
- Elena Viktorovna Ushakova, candidate of economics, assistant professor, head of the department of management and state and municipal governance at the St. Petersburg University of Management Technologies and Economics
- Evgenia Ildusovna Khafizova, Director General of the Regional Employers' Association at the Leningrad Oblast Union of Industrialists and Entrepreneurs
- Nikolay Yurievich Tchegaev, Personnel Director at JSC Kirovsky Zavod
- Vladimir Aleksandrovich Shamakhov, doctor of economics, professor, rector of the North-West Institute of Management, branch of RANEPA
- Sergey Removich Sherstyuk, head of Ancor company's office in St. Petersburg
- Representatives of higher education institutions and business enterprises

10:00 a.m. – 12:30 p.m.

Conference (11)

### **Military Industry Conversion: Entering Global Markets**

held jointly with the SPG Group

*Becoming more receptive to innovation and ready to address entrepreneurial risks, as well as other challenges arising out of the production overhaul that is needed to sufficiently increase*

*the share of civilian goods in military enterprises' output, will require new organisational, technological, financial, and economic measures. What additional opportunities for military enterprise development can be gained via contributing to clusters? What are the main reasons for the low level of military enterprise activity within clusters? What are the advantages and drawbacks of collaboration between military enterprises and the existing clusters? All of these questions will be up for discussion at the round table that will bring together representatives of clusters and military enterprises.*

**Moderator:**

- Olga Vladimirovna Samovarova, candidate of economics, Managing Partner of SPG Group

**Discussion topics:**

- St. Petersburg's strategic projects as windows of opportunity for the development of the military industry;
- how military enterprises can create new export markets for civilian goods;
- how to transform the system of managing military enterprises;
- how to create clusters with military enterprise contributions;
- clusters as interaction platforms for research, industry, and the government, supported by the federal and regional authorities.

**Invited participants:**

- Sergey Nikolaevich Movchan, Vice Governor of St. Petersburg
- Mikhail Ivanovich Lobin, CEO of the Executive Directorate at the St. Petersburg Union of Industrialists and Entrepreneurs
- Dmitry Viktorovich Sushkov, deputy administration head and department head at Gazprom PJSC.
- Sergey Vladimirovich Gustov, Director General of Gazprom St. Petersburg LLC
- Daniil Vyacheslavovich Starkovsky, head of the Administration for Entrepreneurship Development at the St. Petersburg Committee for Entrepreneurship and Consumer Market
- Vladimir Yurievich Kulemin, Peter the Great St. Petersburg Polytechnic University, deputy military cooperation manager at the Engineering Centre 'Centre of Computer-Aided Engineering' (CompMechLab)
- Pavel Igorevich Smirnov, Director General of the Mashtab Research Institute
- Vadim Nikolaevich Zazimko, COO of the St. Petersburg Composite Cluster Association

10:00 a.m. – 12:00 p.m.

Round Table (12)

**Current Multi-Channel Funding Opportunities for Supporting High-Tech Projects**

held jointly with the Cross-Industry High Technology Export and Import Substitution Union.

*This round table will be dedicated to various sources of funding and support for high-tech projects, as well as to practical recommendations for those who want to develop and design an innovative project and then present it to their investors.*

**Moderator:**

- Tatyana Grigorievna Mikhailova, Chair of the Board of the Cross-industry High Technology Export and Import Substitution Union; managing partner at the Independent Financial Expert Evaluation Institute

**Discussion topics:**

- Russian government support tools;
- international cooperation and funding sources;
- collaboration arrangements between industrial partners, private investors, and loan capital;
- how to assemble, organise and present an investment project;
- hurdles that may cause difficulties with funding and how to surpass them.

**Speakers:**

- Igor Vsevolodovich Rozhdestvensky, CEO of Martal SPB
- Elena Nikolaevna Churina, chair of the expert panel at the Agency for Innovation Development of Regions
- Pavel Nikolaevich Goloborodko, co-chair of the Young Engineers' Union
- Polina Aleksandrovna Lukyanova, Director of the Ingria business incubator
- Luisa Leonidovna Aleksandrova, Development Director of the St. Petersburg Union of Business Angels Organisations

12:30 p.m. – 2:00 p.m. Award ceremony of the **Best Innovation Project and the Best Scientific and Technical Development of the Year Contest**



12:30 p.m. – 3:00 p.m. **Business in Finland Seminar (13)**, held jointly with the Turku Committee for Entrepreneurial Development, Innovation, and Investment

*The purpose of this seminar is to inform the business community of St. Petersburg about the entrepreneurial opportunities offered by Finland*

**Moderator:**

- Elena Georgievna Makarova, head of the Export Centre at the St. Petersburg State Budgetary Institution 'Centre of Development and Business Support' under the auspices of the St. Petersburg Committee for Entrepreneurship and Consumer Market

**Presentations:*****Introductory address***

- Elena Georgievna Makarova, head of the Export Centre
- Heidi Saario, Director for International Business Development at the Turku Municipal and Regional Committee for Business, Innovation, and Investment Development

***How to start your own business in Finland***

- Markku Määttänen, consultant for the Start-Up Enterprises Assistance Centre at the Turku Municipal and Regional Committee for Business, Innovation, and Investment Development

***Being an entrepreneur in Finland***

- Tom Palenius, head of the Start-Up Enterprises Assistance Centre and the Start-Up Society at the Turku Municipal and Regional Committee for Business, Innovation, and Investment Development

**Operator:**

**If you have questions about making a speech or presentation, please contact:**

Irina Mikhailovna Stepanycheva, tel. +7 (812) 320 8094, [ptf@restec.ru](mailto:ptf@restec.ru)

**Participant Registration:** [partneriat-spb.ru](http://partneriat-spb.ru)