

SK

IT

SKOLKOVO  
INNOVATION PROJECTS

THE CLUSTER OF INFORMATION TECHNOLOGIES



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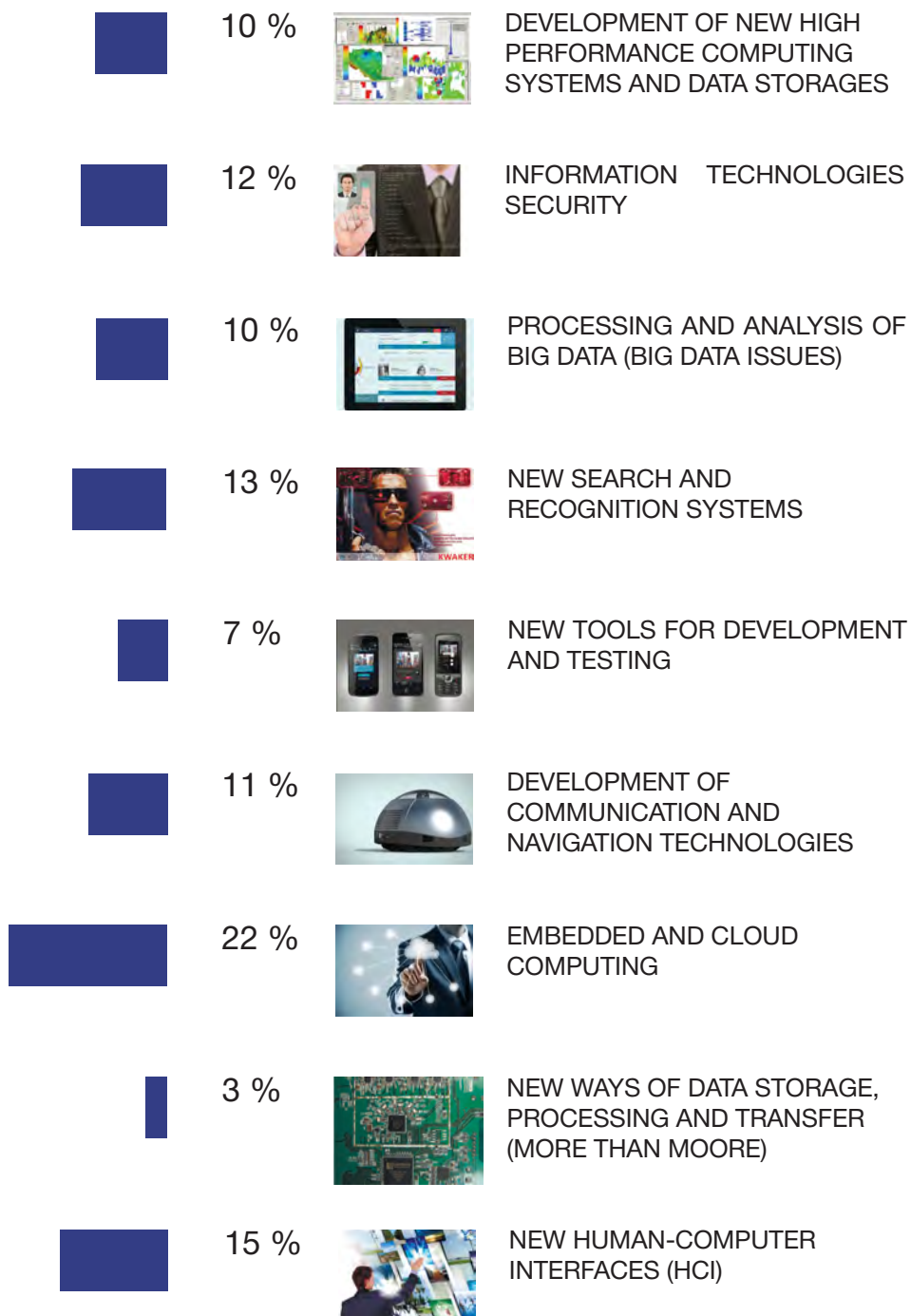


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# ABOUT THE FOUNDATION

# INNOVATION PRIORITIES

ACTIVITIES OF THE IT CLUSTER IS FOCUSED ON DEVELOPMENT OF THE FOLLOWING STRATEGIC DIRECTIONS:



# PRIORITIES



## NEW SEARCH AND RECOGNITION SYSTEMS

Managed by Katia Gaika

- New solutions for search and recognition in audio, video and images;
  - use of semantics (meaning) in search for information;
  - new technologies for machine translation systems.
- 



## NEW TOOLS FOR DEVELOPMENT AND TESTING

Managed by Vasily Sizov

- New programming languages, data displays and environment for software development;
  - new and effective controls for requirements analysis in software and systems engineering for verification and debugging during development of complex systems;
  - new environments and methods for teaching programming languages and IT.
- 



## DEVELOPMENT OF COMMUNICATION AND NAVIGATION TECHNOLOGIES

Managed by Sergey Shubin

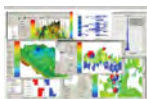
- New ways of improving efficiency of existing communications, including wireless and optical;
  - new technologies for wired and wireless communications;
  - new geo-information and navigation systems (including global positioning technologies).
- 



## NEW WAYS OF DATA STORAGE, PROCESSING AND TRANSFER (MORE THAN MOORE)

Managed by Vasily Ryzhonkov

- Development of new nano-devices for storing and processing of information (tunnel transistors, spintronics; resistance, nano-mechanical and other new memory elements) for energy efficient devices;
- new research and development of photonics, nano-photonics and metamaterials allowing creation of essentially new, and integrated, optical systems; fully optical computing devices; data storage and exchange devices as well as hybrid optic components for traditional computers including silicon photonics;
- new development in quantum information science. Development of new high-speed electronic devices and materials for advanced methods of receiving, storing, processing and transmitting information, including wireless networks;
- new technologies and materials for creating nanoscale optical and electronic components.



## DEVELOPMENT OF NEW HIGH PERFORMANCE COMPUTING SYSTEMS AND DATA STORAGE

Managed by Vasily Sizov

- New algorithms for parallel computing;
  - development of new topologies of connection and interaction protocols for increase of energy efficiency, fault tolerance and reducing the exchange time between system elements;
  - new applications for supercomputers; exaflop computers;
  - new software for high-performance and reliable storage of data.
- 



## INFORMATION TECHNOLOGIES SECURITY

Managed by Sergey Khodakov

- New biometric system and identification;
  - new applications and infrastructure solutions to increase internet safety;
  - new applications and infrastructure solutions to prevent cyber attacks. Applications for cyberinvestigations;
  - new applications and infrastructure solutions for data protection in the cloud and distributed computing environment.
- 



## EMBEDDED AND CLOUD COMPUTING

Managed by Ivan Kireev

- New software for interoperability between autonomous devices (including mobile, transport);
  - new technologies for network infrastructure, linking physical and virtual objects, through the collection, processing and analysis of data;
  - new integrated sensors and sensor networks;
  - development of new infrastructure components and software for the implementation of various models for cloud services.
- 



## PROCESSING AND ANALYSIS OF BIG DATA (BIG DATA ISSUES)

Managed by Vasily Sizov

- Development of new methods and algorithms for collecting, storing and mining of big data;
- new methods and software for processing big data;
- new methods and software for predictive modeling of complex engineering solutions.





## SAP IN THE SKOLKOVO ECOSYSTEM

The acceleration program SAP HANA Startup Focus Program is offered for the following business areas(<http://www.saphana.com/community/learn/startups>):

- Big data processing and analysis.
- Development of high performance data storage and computation systems.

**The FavorITe contest seeks to select the best ITC project in 2014:**

- Cash prizes.
- A jury.
- Support and promotion of the selection, participation of a representative in the Russian.
- Startup Tour.

**Privileged access to data:**

- HANA (through the SAP HANA Startup Focus program).
- Any other SAP product (for projects cooperating with SAP through the Co-Innovation Lab, COIL).

**Access to the technological infrastructure:**

- Access to HANA via the AWS infrastructure, under the terms of the SAP HANA Startup Focus Program.
- Access to infrastructure and deployment options for specific COIL projects.

**Educational programs/internships (<https://open.sap.com/>):**

- Open SAP Global On-line programs.
- A new course on HANA led by Dr. Vishal Sikka.
- On-line educational programs offered through the SAP HANA Startup Focus.
- Lectures/seminars at Open University Skolkovo (OpUS).
- Internships for students (six-month programs for graduates and seniors).

**Testing (trials) of solutions developed by Skolkovo:**

- Products may be certified by the global SAP Integration and Certification Center (SAP ICC).
- Testing as part of the SAP HANA Startup Focus and COIL programs.

**Joint events organized by SAP and Skolkovo:**

- IT Cluster Partner Day, 2014.
- SAP/Skolkovo Startup Forum:
  - Startups (Skolkovo residents) get to learn about the preconditions for joining the SAP HANA Startup Focus program.
  - Tech sessions held during the Forum allow participants to learn more about HANA, find out how to configure it and do some basic exercises so as to gain a better understanding of the technology.
  - The opportunity to pitch your idea to SAP and Skolkovo partners and venture capital funds, and learn about financing options.
- SAP/Skolkovo Co-innovation day: participants find out about successful projects developed by the SAP joint innovations laboratory and the opportunities to which startups can gain access by collaborating with the lab.
- IT Cluster Roadshow (visits to SAP Labs): help with organizing visits by the Road Show to SAP Labs along the route.
- The IT Cluster Friends' Club; the IT Cluster Cloud Club (guest speakers, topical subjects)
- Startup Village (partner).



## IBM IN THE SKOLKOVO ECOSYSTEM

IBM's Global Entrepreneur partnership program for startups and SBM representatives is offered in the following areas (<https://www.ibm.com/isv/startup>):

- IT security.
- Distributed and cloud computing.
- Big data processing and analysis.
- New search and recognition technologies.
- New development and testing systems.

### Opportunities offered by the program:

- Access to IBM's software and hardware.
- Access to a huge library of technical documentation in Russian.
- Tech support for your project.
- Consultations.
- Assistance as you seek to promote your product on the market.

### Free Access to IBM Products (<http://www.ibm.com/developerworks>)

As part of IBM's Global Entrepreneur program free access is provided to IBM software and hardware for the purposes of development and testing:

- Software: Information Management, Lotus, Rational, Tivoli, Websphere.
- Platforms: z/OS, z/Linux, AIX, i/OS, Linux, Windows, Windows Server.
- Hardware: System z, Power Systems (System p, System i), System x, Blades, System Storage.

### IBM Smart Camp Projects Contest (Part of the Global Entrepreneur program [http://www.ibm.com/partnerworld/page/isv\\_com\\_smp\\_smartcamp](http://www.ibm.com/partnerworld/page/isv_com_smp_smartcamp)):

- The company seeks out budding entrepreneurs implementing projects that support IBM's Smart Planet concept (mobile, b2b (business-to-business) software, cloud, Big Data, Analytics, Internet of Things).
- Mentoring, business networking, sharing of experience and professional information (startups, business leaders, venture capital investors, serial entrepreneurs, industry experts, senior IBM managers).

### The Soft Layer Catalyst (IaaS) initiative within the Global Entrepreneur program ([softlayer.com/catalyst](http://softlayer.com/catalyst)) offers opportunities to:

- Receive a loan of USD 1,000 a month to pay for a year's hosting.
- Receive mentoring from the Soft Layer Innovation Team.
- Increase brand awareness on the market (guest blogs, video interviews, publications).

### Joint Development and Testing

- IBM Research (<http://www.research.ibm.com/>):  
IBM Research seeks to cooperate with companies working on innovative technological solutions. Clients of IBM research receive a broad range of support from our researchers, as well as access to powerful computing infrastructure and a broad range of software, which helps them reduce the amount of time spent on R&D as well as the cost of R&D.

**IBM Research Center in Moscow (<http://www.ibm.com/ru/rstl/index.html>):**

- Cloud Computing Near.
- Field Communication Technologies.
- Database management Systems.
- Big Data Analysis.
- Optimized modeling of oil and natural gas fields.
- Smart cities.
- High-performance computing.

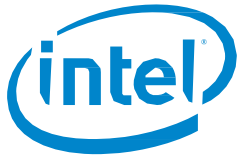
**Internships for college seniors :**

- IBM offers part time employment to students who wish to complete internships whilst working on their thesis.
- All interns receive a monthly allowance of RUB 15,000  
For details see: [ibm.com/jobs](http://ibm.com/jobs).

**Events organized jointly by IBM and Skolkovo**

- IT Cluster Partner Day, 2014.
- IBM Innovations Day (May - June 2014).
- Startup Village.
- Open Innovation.
- IT Cluster Friends' Clubs; IT Cluster Cloud Club.





## INTEL IN THE SKOLKOVO ECOSYSTEM

Venture capital financing is available from Intel Capital for the following areas:

- IT security.
- Distributed and cloud computing.
- Big data processing and analysis.
- New human-machine interfaces.
- New search and recognition technologies.
- New development and testing systems.
- Development of communications and navigation technologies.
- New ways to store, process and transmit data (More than Moore).
- Development of new high-performance computing and data storage systems.

**Project contests:**

- Annual contest and accelerator from Intel for Web Ready and Startup Village projects.

**Projects successfully completing the program will be recommended for selection for the Intel Global Challenge, an international event held at Berkley, California**

- Computer Continuum: From Idea to Implementation contest.
- A joint information security and programmable networks and virtual environments contest organized by Intel, McAfee and Skolkovo.

**Privileged access to products:**

- Access to the developers' community via the Intel Developer Zone portal (IDZ, <http://software.intel.com/>), which allows developers to access all Intel tools for various form factors, platforms and operating systems in a single place.
- Participants of Intel® Software Partner (<http://software.intel.com/en-us/partner-home>) can take advantage of special offers on development tools as well as on equipment for testing and optimizing software.

**Acceleration and mentoring support:**

- An annual acceleration program from Intel for winners in the Intel category in the Web Ready and Startup Village projects.

**The Intel acceleration program includes consultations and networking :**

- Mentoring support for your projects.
- Participation in workshops (Presenting for Action, Design Thinking and others).
- Startup Lynch Intel Capital – presentation to representatives of the Intel Capital fund and Intel's internal business incubator.
- Project presentation in the final part of Startup Village.  
Projects that successfully complete the program are recommended for selection for the Intel Global Challenge, an international contest held in Berkley, California.

**Educational programs/internships:**

- Lectures and seminars at OpUS.
- Intel Summer Schools: two-month internships at the company's offices (working on interesting and relevant business projects).
- Specialized summer schools for students of Skoltech.

**Ordering R&D from Skolkovo residents:**

- Cooperation with residents: successful joint research with Applied Research Center for Computer Networks (ARCCN).

**Testing (trials) of solutions developed by Skolkovo residents for :**

- All areas of the IT Cluster's foresights.

**Joint events organized by INTEL and Skolkovo:**

- IT Cluster Partner Day, 2014.
- IT Cluster Friends' Clubs.
- Skolkovo Business Angels Clubs.
- Russian Innovation Week 2013 (USA).
- Sponsorship and participation in events (Web Ready, Startup Village).
- Active participant in the Skolkovo Industrial Consultancy Council.
- Joint participation in various innovation forums (Open Innovations Forum).

**Cooperation with Skoltech:**

- Establishing the Center for Hydrocarbon Extraction R&D (Oil & GasCREI).





## MICROSOFT IN THE SKOLKOVO ECOSYSTEM

### Grants from the Microsoft Seed Financing Fund:

- The fund offers grants (non-repayable subsidies) to companies and individual developers, and will present promising projects to professional investors active in the Russian market. The fund also arranges for technology experts to help companies developing projects based on Microsoft technologies.

### Privileged access to Microsoft products:

- Free trial access to the CRM Online platform for Skolkovo residents.
- Access to a broad range of software for internal use on special terms through Microsoft Action Pack.
- Free access to Windows Azure through Microsoft Biz Spark.
- Free access to licensed software through Biz Spark.
- Additional Windows Azure resources for cloud startups offered through Biz Spark Plus.

### R&D support:

- Computation resources are made available for research projects at Microsoft data processing centers.

### Imagine Cup Contest – one of the largest international contests for cloud technologies:

- Contest for students and young innovators: come up with a great idea and create a prototype using modern IT technologies.
- Three winners in the Russian finals participate in the global semifinals with 200 international teams.  
The best team will make it into the international finals, the winner of which will receive a grant:
  - The first place grant in all key categories is USD 50,000.
  - Second place: USD 10,000.
  - Third place: USD 5,000.

### Acceleration and mentoring support:

- The Microsoft Startup Accelerator program targets individual startups.
- Consultations from Microsoft experts.
- Free access to the Microsoft Partner Network.

### Educational programs and internships:

- Lectures by leading MS experts at Open University Skolkovo.
- A course in the basics of technology entrepreneurship in IT.
- Internships at Microsoft Research.
- Internships with Microsoft R&D departments.

### Opportunities for students:

- Access to full licensed versions of Microsoft development and design software through Microsoft DreamSpark.
- Microsoft Academy graduate program for College Hires.
- Student partner program.
- Jobs for graduates.
- Microsoft Case Competition.

Joint events organized by Microsoft and Skolkovo:

- Partnership through Startup Village.
- Participation in Russian Startup Tour.
- Joint events as part of the Imagine Cup.
- IT Cluster Partner Day, 2014.
- IT Cluster Friends Clubs; IT Cluster Cloud Club.





## RTI IN THE SKOLKOVO ECOSYSTEM

### Purchasing technologies in the following areas:

- IT security.
- New search and recognition systems.
- Communications and navigation technologies.

### Access to the Sarov Technopark infrastructure:

- Research utilizing technopark equipment at discounted rates.
- Testing and trialing of solutions in the technopark.

### Project financing:

- Annual contest to select the best technology developed by Skolkovo startups.
- Venture capital financing for residents of the Sarov Technopark.

### Educational programs/ internships:

- Lectures and seminars at Skoltech and Open University Skolkovo on RTI specialty subjects.
- Internships for students at RTI group companies specializing in areas of student majors.

### Joint events by RTI Systems and Skolkovo:

- IT Cluster Partner Day, 2014.
- IT Cluster Friends Clubs (participation by prominent speakers who give talks on relevant topics).







## EMC IN THE SKOLKOVO ECOSYSTEM

**Venture capital financing/purchasing of technologies in such areas as:**

- Distributed and cloud computing.
- Big data processing and analysis.
- New ways to store, process and transmit data (More than Moore).
- Development of new high performance computation and data storage systems.

**FavoriTe and Web Ready Project Contests: joint selection of the Best Investment Project in ITC in 2014:**

- Monetary prizes for bioinformatics projects.
- Mentoring for projects.

**Access to technology infrastructure (depending on project needs)**

- Ordering R&D from Skolkovo residents in:
- Distributed and cloud computing.
- Big data processing and analysis.
- New ways to store, process and transmit data (More than Moore).
- Development of new high performance computation and data storage systems.

**Testing (trials) of solutions offered by Skolkovo residents for:**

- Distributed and cloud computing.
- Big data processing and analysis.
- New ways to store, process and transmit data (More than Moore).
- Development of new high performance computation and data storage systems.

**Joint events organized by EMC and Skolkovo:**

- IT Cluster Partner Day, 2014.
- IT Cluster Friends Clubs.
- Mentoring offered through Russian Startup Tour and Startup Village.



# PROJECTS OF PARTICIPATING COMPANIES

SKOLKOVO GRANTEE

## ABBYY INFOPOISK LLC

# PROJECT FOR DEVELOPING A FUNDAMENTAL LINGUISTIC TEXT ANALYSIS SYSTEM

### COMPETITIVE ADVANTAGES /

In the course of evaluating translation quality, results from the Compreno system surpassed those of other machine translation systems.

### ESSENCE OF INNOVATIONS /

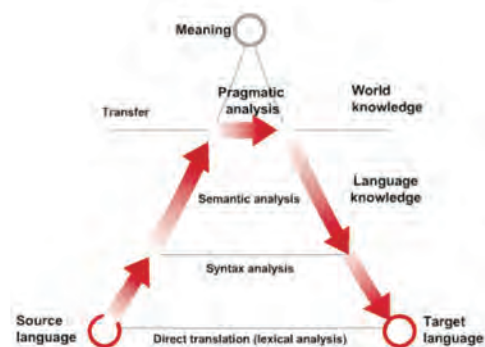
The project is based on developing and commercializing software for universal semantic analysis and forming semantic representations of sentences in natural language texts.

### RESULTS ACHIEVED /

The product is in the pilot implementation stage. Revenues in 2012 – 254 million rubles. External co-financing – 450 million rubles.

### MARKET POTENTIAL /

The total volume of the relevant market segments is USD 200 billion.



### THE TEAM /

SERGEY ANDREEV,  
Manager and CEO  
of the ABBYY Group of Companies.  
279 employees.

### CONTACTS /

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SKOLKOVO GRANTEE

## BALAKAM LLC

AN INTERNET SERVICE FOR RAPID AND CONVENIENT SEARCH OF LIVE AUDIO AND VIDEO STREAMS.  
THE SYSTEM IS DESIGNED TO DETECT MEDIA CONTENT STREAMED IN REAL TIME

### COMPETITIVE ADVANTAGES /

A patent-protected technology for crawling media streams makes it possible to process, sort by geographic location and yield only real time media flows. Functionality includes simultaneous search for all real-time broadcasting sources including TV, radio, and web cameras.

### ESSENCE OF INNOVATIONS /

Searching broadcasting sources is considerably hindered by their irrelevant text comments, due to which the appropriate source is difficult to detect. In the Balakam search engine a unique technology considerably enhances search results.

### RESULTS ACHIEVED /

The company has developed a service prototype and completed R&D related to product alpha-version specifications. Work on protecting company intellectual property was carried out, and the company has examined new business models to monetize the service.

### MARKET POTENTIAL /

Rapid development of the industry includes growth in the number of broadcasting media-flows (professional and amateur stations), growth in popularity of online-video viewing; and growth of Smart TV sales market.



### THE TEAM /

ALEXEY FOMICHEV,  
CEO;  
YEVGENY TARASYUTIN,  
Investment Manager;  
DARYA GOLYANINA,  
Marketing Director;  
DENIS ORYOL,  
Technical Director.

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## BAZELEVS INNOVATIONS LLC

# DEVELOPMENT AND IMPLEMENTATION OF A TECHNOLOGY FOR AUDIOVISUAL REPRODUCTION OF SCENES

### COMPETITIVE ADVANTAGES /

Application of the technology caused a twofold acceleration in animation production for television. The technology can be applied in the field of education, the defense industry and mobile technology, as well as in child development products.

### ESSENCE OF INNOVATIONS /

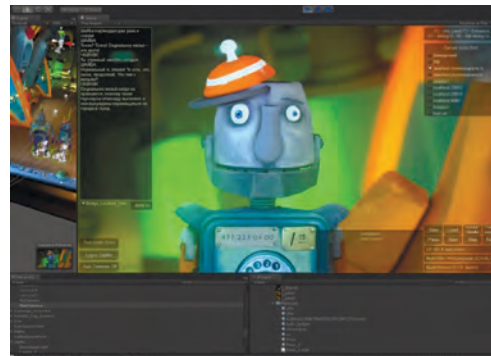
Movie language combines semantic analysis, virtual actors and generators of three-dimensional graphics in real time. The user does not need any special skills in animated images or computer graphics to generate a visual product.

### RESULTS ACHIEVED /

The project is in the beta testing stage and there are three international patent applications. The company has manufactured a commercial product for global media company Viacom and signed an agreement with Maxfield Capital.

### MARKET POTENTIAL /

The TV animation market is valued at USD 15 million, the user-generated content market at USD 400 million, the mobile animated message market at USD 2.5 billion and the interactive education market at USD 5 billion.



### THE TEAM /

**TIMUR BEKMAMBETOV**, founder and film director. He is a leading foreign director according to the US National Association of Film Distributors.  
**DMITRY DEMENCHUK**, key researcher, with 20 years of experience in the computer games industry. He has developed over 50 games and is an engineer in the field of programming, mathematical modelling and physics. He started his career in the company that created Tetris.

### CONTACTS /

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SKOLKOVO GRANTEE

## DISICON LLC

# DEVELOPMENT AND COMMERCIALIZATION OF LESNOY DOZOR, A SYSTEM FOR MONITORING FORESTS AND EARLY DETECTION OF FOREST FIRES

### COMPETITIVE ADVANTAGES /

The system provides highly accurate fire positioning (dozens of meters), making it possible to extinguish fires with the «pin-point» method.



### ESSENCE OF INNOVATIONS /

The system uses a distributed network of sensors placed on high-rise buildings and connected by communications channels into a single system .

### THE TEAM /

IVAN SHISHALOV,  
head, winner of the UMNİK and Start - Entrepreneurship Support Fund in Science and Technology programs. 25 employees.

### RESULTS ACHIEVED /

Lesnoy Dozor is being used in 26 regions in Russia and Belarus. The system has 277 cameras registered. Revenue totals RUB 30 million, while three objects of intellectual property have been registered.

### MARKET POTENTIAL /

The market consists of 10,000 forest monitoring points.

### CONTACTS /

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## FITTING REALITY RUS LLC

# VIPODIUM, THE MULTI-PLATFORM SERVICE FOR VIRTUAL TRY-ON OF CLOTHES

### COMPETITIVE ADVANTAGES /

A service that is easily accessible for stores and easy to use for people; does not require installation of additional equipment or entering measurements.

### ESSENCE OF INNOVATIONS /

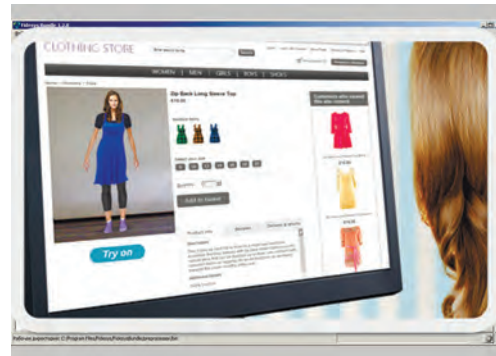
A person can see clothes on him/her as if he/she was wearing it.  
A proprietary engine for the 3D design of clothes.

### RESULTS ACHIEVED /

The service for web stores has been launched.

### MARKET POTENTIAL /

The market volume is approx. USD 65 billion (marketing and IT budgets of companies selling clothes).



### THE TEAM /

INGA NAKHMANSON  
[ru.linkedin.com/pub/inga-nakhmanson/18/7a5/677/](https://ru.linkedin.com/pub/inga-nakhmanson/18/7a5/677/);  
 ALEKSEY STRELTSOV  
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## ISTRASOFT CJSC

### SOFT SHELL FOR CLOUD TRAINING PROGRAMS

#### COMPETITIVE ADVANTAGES /

Visualization of user utterances and graded evaluations, display of statistics and journal of assignments.

#### ESSENCE OF INNOVATIONS /

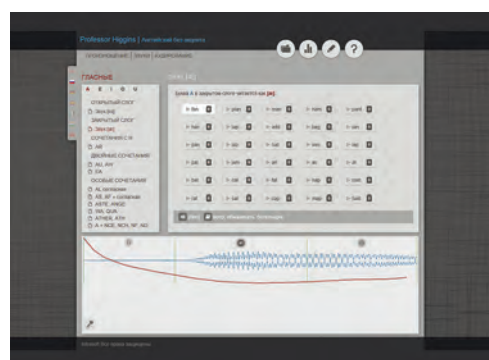
The innovation of the technology consists in an original technology for isolating phonemes from speech signals, developed by IstraSoft CJSC, and evaluating the correctness of their pronunciation.

#### RESULTS ACHIEVED /

Developed a unique technology of phoneme isolation to visualize and evaluate pronunciation.

#### MARKET POTENTIAL /

The developed platform can be used both for self-study and to design training courses in educational establishments.



#### THE TEAM /

EMMANUIL KNELLER,  
CEO.

The firm's main activity is research in the field of speech technology. An important place in the company has been set for the development and production of multimedia programs for learning foreign languages on the basis of unique sound-processing technologies.

#### CONTACTS /

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## KBK GROUP LLC

# CLOUD PLATFORM FOR INDEXING AND RETRIEVING MULTIMEDIA INFORMATION BASED ON CONTENT

### COMPETITIVE ADVANTAGES /

An open API that allows developers to create their own applications for searching images. The original databases are confidential, which is critical for social networking services and other services.

### ESSENCE OF INNOVATIONS /

The possibility of integrating technology in the global services field that publishes panoramic images and photographs. A compact description of the key features of images, including panoramic images. The possibility of object selection in images.

### RESULTS ACHIEVED /

The RF patent «A method for retrieving images from an image database» and the registration certificate for the computer program «A program for processing user search service requests» have been obtained. A prototype for image search by the sample has been developed.

### MARKET POTENTIAL /

The market for image search services is estimated at more than USD 1.5 billion, with an increase in sales volumes by several percentage points each year. Target customers are web and photo galleries, image storage sites, digital publishers, advertisers, etc.



### THE TEAM /

The team consists of 2 Doctors of Science, 3 PhDs, researchers and developers from the Novosibirsk science campus, Kemerovo, Khanty-Mansiysk, experts in technology commercialization on international markets.

### CONTACTS /

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## KUZNECH LLC

# IMAGE RETRIEVAL TECHNOLOGY BASED ON CONTENT FOR THE INTERNET AND CORPORATE SECTOR

### COMPETITIVE ADVANTAGES /

A recommender service for online stores, which is based on image search technology.

### ESSENCE OF INNOVATIONS /

The technology can be used to compare images of goods by using more than 150 parameters.

### RESULTS ACHIEVED /

The recommender service is used by 25 online stores in Russia.

### MARKET POTENTIAL /

RUR 120 billion.



### THE TEAM /

20 employees.

### CONTACTS /

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## MACROSCOP

# INTELLECTUAL IP VIDEO MANAGEMENT SOFTWARE

### COMPETITIVE ADVANTAGES /

Macroscop accelerates in 10 times search in video archives, «intercepts» objects in real time by signs thereof, builds trajectories of movement of objects between area of overview of various cameras and reduces expenses for server equipment in four times.

### ESSENCE OF INNOVATIONS /

The indexation technology allows to quickly find in the video archive and «intercept» in real time objects according to signs thereof. The technology of analysis of compressed video streams without full decompression reduces by four times costs of computation hardware equipment.

### RESULTS ACHIEVED /

Macroscop manages more than 10 thousand video surveillance systems employing over 100 thousand IP video cameras worldwide. The dealer chain Macroscop contains over 2 thousand system integrators and distributors of video surveillance systems.

### MARKET POTENTIAL /

According to IMS Research data, the volume of the world market of VMS for video surveillance systems was estimated in 2012 at USD 650 million. Analysts forecast the annual growth by several dozens percent during 5 next years and achievement by the market of the volume of USD 1,6 billion in 2017.



### THE TEAM /

ARTEM RAZUMKOV,  
CEO;

ALEKSANDR KOROBKOV,  
CTO;

70 professionals in the area of video analysis, programming, marketing and sales. The team managed to successfully raise venture investments, conduct research, embody the same into a product, become one of the leaders of the Russian market and begin sales abroad.

### CONTACTS /

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## MIRP – INTELLECTUAL SYSTEMS LLC

# CREATION OF THE INTELLECTUAL ROBOT HYPERBOK USING ARTIFICIAL NEURAL NETWORKS

### COMPETITIVE ADVANTAGES /

Advantages include low cost, word and people recognition functions, and attractive appearance. The robot changes its behavior depending on the situation. There is the possibility of remote robot upgrade.

### ESSENCE OF INNOVATIONS /

This robot is not only a machine with a limited set of functions, but a real and close friend to the client and his/her family member and companion.

### RESULTS ACHIEVED /

An alpha prototype that demonstrates partial functionality created (photos on the website [www.hyperbok.ru](http://www.hyperbok.ru)).

### MARKET POTENTIAL /

The world market for home robots will be 66 billion dollars, according to forecasts by the Japanese Association of Robotics.



### THE TEAM /

PAVEL SKRIBTSOV, project director, architect and ideologist, graduated from the Moscow Institute of Physics and Technology, has 10 years of experience in project management, launching and implementing start-up projects (3 projects), 15 years of branch experience. The project team consists of 8 people - post-graduates from the Moscow Institute of Physics and Technology, Moscow State University, N.E.Bauman Moscow State Technical University.

### CONTACTS /

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## STREAM LABS LLC

# A SOFTWARE AND HARDWARE COMPLEX FOR ADVANCED VIDEO ANALYSIS

### COMPETITIVE ADVANTAGES /

A wide field of view for capturing the image of a car license plate. Selecting particular areas for capturing a license plate image. Recognition of a license plate number by the device directly, without a computer.

### ESSENCE OF INNOVATIONS /

The service cloud technology provides a global checkpoint management system, which will facilitate access to parking areas for city motor transport. A recognition system with a fisheye lens will be used to automate passage through security stations.

### RESULTS ACHIEVED /

A circuitry design of hardware units and an algorithm scheme for recognition of car license plates were developed. A mockup model of the device is ready.

### MARKET POTENTIAL /

The product may be implemented at the international level in all countries where car license plates contain Latin letters and Arabic numerals. This solution is designated for megapolises and cities with populations over 1 million.



### THE TEAM /

ALEKSEY DANILOV,  
CEO;

KIRILL SAZYKIN,  
manager of the project for development of the video supervision system.

NIKOLAI DANILOV,  
PhD in technical science, manager of development of the hardware part of the device.

### CONTACTS /

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## SYNEZIS LLC

# OPEN PLATFORM OF VIDEO ANALYTICS

### COMPETITIVE ADVANTAGES /

Analysis of uncompressed video.  
Support of ONVIF specifications.  
Ready Linux-based boot disk image.  
Wide possibilities for integration.  
Ranking of events.

### ESSENCE OF INNOVATIONS /

The innovation of the product consists in the patented technology of video data ranking that significantly reduces (by 10 times) the load on the operator and communication channel from the video server to a client or a cloud.

### RESULTS ACHIEVED /

Prepared a detailed technical description of the product on the web-site of «Synezis».  
The patent portfolio of «Synezis» includes 1 patent and 7 patent applications.  
The video server is successfully operating at the Novokosino station of the Moscow metro system.

### MARKET POTENTIAL /

In 2015, the volume of the target market for the product will be USD 4-5.25 billion.



### THE TEAM /

A highly efficient team of more than 30 persons. A developer of video analysis systems for recognition of objects and situations in a video stream.

### CONTACTS /

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SKOLKOVO GRANTEE

**TRANSLATION MANAGEMENT SYSTEMS LLC****DEVELOPMENT OF A NEW TRANSLATION MEMORY GENERATION TECHNOLOGY AND AN ONLINE CAT SYSTEM BASED ON IT****COMPETITIVE ADVANTAGES /**

Significant increase in the efficiency of Translation Memory utilization. Increase in translator work performance and reduction in the cost of technology usage. Cloud architecture and integration of a wide line of services.

**ESSENCE OF INNOVATIONS /**

A new approach to building a search index and consideration of language morphology when searching for partial matches. The SmartTM technology means automated collection of the final translation from one or several matches in the TM base. A cloud-based modular architecture.

**RESULTS ACHIEVED /**

Key technological difficulties were overcome, full staff was hired for the company, the alpha version of the product is under active development. Negotiations are being held with potential customers. Agreements on beta testing have been reached with some of them.

**MARKET POTENTIAL /**

The market of linguistic services and technologies is estimated at over USD 30 billion. The product is part of the domain of translation automation programs (Translation memory, Machine Translation, Terminology management) and is primarily designed for the international market.

**THE TEAM /**

The company was founded by graduates of Moscow Institute of Physics and Technology. The team consists of a unique combination of people with experience in creation, development and management of a company specializing in the provision of a full range of linguistic services, as well as people with experience in the development of software in highly loaded information systems.

**CONTACTS /**

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www.abby-ls.ru  
www.tinp.ru

## VISION LABS LLC

# A COMPACT HARDWARE AND SOFTWARE SYSTEM FOR RECOGNITION AND ANALYSIS OF OBJECTS, WHICH IS BASED ON COMPUTER VISION

### COMPETITIVE ADVANTAGES /

Automatic recognition of the essence of the event on video, rather than just detecting activity, or similar objects. Up to 10 times faster in extracting key information from video compared to competitors.

### ESSENCE OF INNOVATIONS /

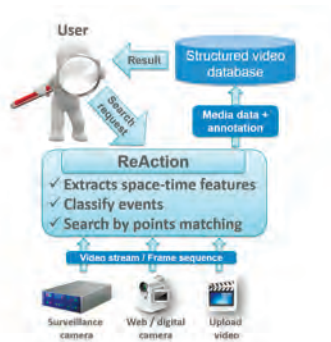
Transition of video analysis programs and devices to cause-and-effect understanding of the world will make the human-computer interaction more natural, in order to increase the effectiveness of multimedia search and security systems.

### RESULTS ACHIEVED /

The individual modules for recognition have been implemented and tested. Partnership agreements have been reached with technology partners - manufacturers of security systems and video processing software. A list of pre-orders has been compiled.

### MARKET POTENTIAL /

According to ABI Research forecasts, the market for video analysis and robotics will grow exponentially and exceed USD 10 billion in the next 3-5 years. Our customers are developers of video processing and storage systems, personal robots, video hosting and data centers.



### THE TEAM /

VisionLabs team is a symbiosis of science and business.

The team is comprised of experienced technology entrepreneurs with experience in major international projects, world-class scientists in the field of computer vision and machine learning, and professional software developers.

### CONTACTS /

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## AGENT PLUS LLC

DEVELOPMENT AND ENHANCEMENT OF A SOFTWARE PLATFORM THAT WILL MAKE IT POSSIBLE TO CREATE CROSS-PLATFORM BUSINESS APPLICATIONS FOR MOBILE DEVICES (SMARTPHONES AND TABLET COMPUTERS)

### COMPETITIVE ADVANTAGES /

The Platform's main advantages include: cross-platform support, open solutions, data security, high performance processing of large amounts of information.

### ESSENCE OF INNOVATIONS /

Using this software Platform, developers and their future partners, as well as specialists with consumer organizations, will be able to create and modify business applications. to automate the activities of various mobile employees.

### RESULTS ACHIEVED /

Agent Plus 2.0 is the first MEAP class platform on the Russian and CIS market offering performance characteristics comparable with global peers.

### MARKET POTENTIAL /

There is a considerable potential market for mobile automation. The global mobile business applications market has an annual sales volume of USD 850–900 million, and is growing at a rate of 10-15% annually.



**Agent PLUS**

Mobile Workers  
Automation

### THE TEAM /

A team of highly-skilled professionals was involved in project implementation – 55 employees with extensive experience in developing successful retail software products mobile devices.

### CONTACTS /

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## ANTURIS LLC

THE ANTURIS INNOVATION PLATFORM IS USED FOR THE INTEGRATED ANALYSIS OF IT INFRASTRUCTURE. THE PLATFORM OFFERS SOLUTIONS TO A VARIETY OF PROBLEMS, AND CONSIDERABLY IMPROVES THE EFFICIENCY OF IT SERVICES

### COMPETITIVE ADVANTAGES /

Easy installation and configuration and a user-friendly interface make it possible for even employees without extensive training to use the product successfully. IT infrastructure simulation and intelligent tips are offered in case of any issues.

### ESSENCE OF INNOVATIONS /

Anturis provides a 24/7 monitoring service for company Web sites, applications and IT infrastructure. The Anturis service offers an optimal combination of functionality, user-friendliness and price for SMEs.

### RESULTS ACHIEVED /

A commercial version was launched to positive feedback from users and journalists. The product has more than 800 subscribers. Anturis has signed a partnership agreement with Ready Space, a large international hosting provider.

### MARKET POTENTIAL /

The target market is small and medium enterprises, and includes the entire world. The potential market volume is USD 1 billion.



### THE TEAM /

SERGEY NEVSTRUEV,  
CEO;  
KONSTANTIN MARGORIN,  
CTO;  
ANDREY SYTSKO,  
CPO.

More than ten employees in total.

### CONTACTS /

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## ELBRUS TECHNOLOGIES LLC

# THE TECHNOLOGY OF SOFTWARE TRANSFER OF BINARY CODES FROM THE X86 ARCHITECTURE TO THE ARCHITECTURE

### COMPETITIVE ADVANTAGES /

Our main advantage is that we offer 80% «native» performance. We also pay a great deal of attention to the reliability and simplicity of use of our products. Thank to this, running standard applications on ARM servers is maximally transparent.

### ESSENCE OF INNOVATIONS /

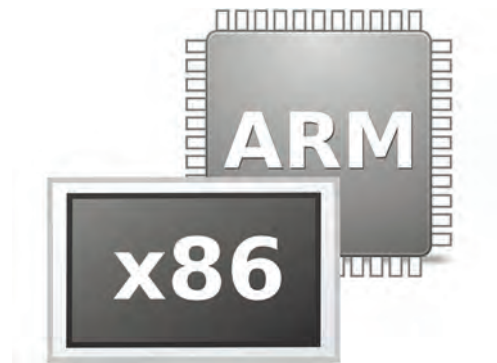
The essence of the innovation is the use of the technology of binary translation and innovative optimization methods. This is used to run standard server applications on energy-efficient ARM servers.

### RESULTS ACHIEVED /

Our Product runs the standard 32-byte Intel applications, with average performance of 50% of the «native» performance. Our partners include HP, Dell, ARM, Boston, Red Hat etc. A prototype of our product is accessible for our users at [www.armasaservice.com](http://www.armasaservice.com).

### MARKET POTENTIAL /

The market for micro servers is growing fast. According to information provided by IHS iSuppli, in 2013, supplies of micro servers will amount to 291,000 units. In 2016, supplies will reach 1.2 million units, which will equate to more than 10% of the server market, or USD 4.5 billion.



### THE TEAM /

The base of the team is persons with significant experience in the area of binary translation.

We have successfully implemented two similar projects and wrote 14 scientific articles on binary translation.

### CONTACTS /

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## INFORESURS LLC IBUILDAPP, INC.

### COMPETITIVE ADVANTAGES /

An intuitive interface, modular architecture, large selection of ready-made modules and templates.

### ESSENCE OF INNOVATIONS /

A visual designer for building mobile applications, cloud storage, and publishing media data for mobile platforms.

### RESULTS ACHIEVED /

380,000 users, 100,000 published applications.

### MARKET POTENTIAL /

Up to 40% of the market for mobile applications and a turnover of USD 1.5 billion per year.



### THE TEAM /

Founders and Marketing Department include 2 people in Silicon Valley, United States and 1 person in St. Petersburg. There are 17 people working in Vladimir in development and support services.

### CONTACTS /

Vladimir

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[www.ibuildapp.com](http://www.ibuildapp.com)

SKOLKOVO GRANTEE

## INTELLIGENT PLATFORMS & SOLUTIONS NPK LLC

### MULTI-AGENT TECHNOLOGY AND INSTRUMENTS TO DEVELOP DISTRIBUTED INTELLECTUAL AND SELF-ORGANIZING SYSTEMS AT THE INDUSTRIAL LEVEL

#### COMPETITIVE ADVANTAGES /

Automatic creation of work plans and transport vehicle routes in a matter of minutes for a flow of 1000+ orders. Real-time adaptive planning. Confirmation of delivery to the client within several seconds.

#### ESSENCE OF INNOVATIONS /

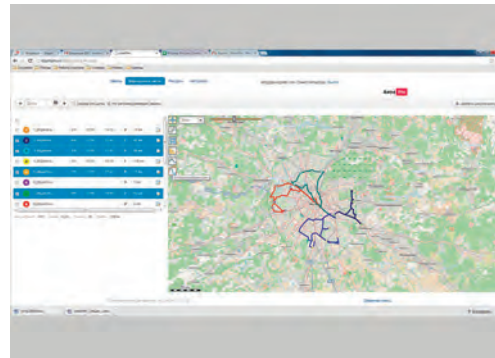
The innovation is in the use of a multi-agent approach to create a service for automated planning for express delivery of goods and services in cities. The system takes several minutes to accomplish what would take several hours of work for several logistics specialists.

#### RESULTS ACHIEVED /

Conducted tests at the companies Enter, Invitro and Veneta System, which confirmed the product's capabilities. The system reduces total vehicle mileage by 15% to 45%.

#### MARKET POTENTIAL /

The Astra-MS product is in demand in e-commerce and services for the delivery of goods and services, the transport sector, waste removal and utility services. The capacity of the Russian market in the nearest three years is 5.62 billion rubles.



#### THE TEAM /

OLEG KARSAYEV,  
CEO;  
VLADIMIR GORODETSKY,  
research manager;  
VADIM VOLKOV,  
development director.

#### CONTACTS /

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## IRIDIUM LLC

UNIVERSAL PLATFORM FOR CONTROLLING VARIOUS AUTOMATION SYSTEMS, INCLUDING SOFTWARE AND HARDWARE SOLUTIONS, ALLOWING DIFFERENT EQUIPMENT TO BE INTEGRATED IN ONE PROJECT IRRESPECTIVE OF PROTOCOLS, AND ALLOWING SYSTEMS TO BE OPERATED FROM ANY CONTROL PANEL USING ANY OPERATING SYSTEM (OS)

### COMPETITIVE ADVANTAGES /

A platform allowing equipment to be integrated irrespective of the vendor and connection interface. Build GUI for the use on any platform, be it Windows, MacOS, iOS or Android. Your own driver and graphics design store.



### MAIN POINTS OF INNOVATION /

The opportunity to integrate equipment produced by different manufacturers within a single platform having a unified control interface. The equipment is connected via special drivers supplied by the driver store.

### THE TEAM /

Iridium was made possible through the collaboration of a large team of specialists and international automation experts. The team includes over 20 specialists—software developers, engineers, support specialists and others. Our team enjoys working in a special environment with the drive and energy of a start-up IT company.

### ACHIEVED RESULTS /

A worldwide distribution network. Partnership with the leading global equipment producers: Legrand (Bticino), Clipsal, HDL, Duotecno, Domintell, Hunter Douglas, Global Cache, Kramer, Athlon and Helvar. Training Academy.

### MARKET POTENTIAL /

Global automation market for such systems as Smart Home, Smart Building, Smart Office, automation of production processes and facilities, niche solutions for hotels, hospitals, etc. The global demand for control systems amounts to 700,000 units per year or \$14 billion.

### CONTACTS /

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## NMT — NEW MOBILE TECHNOLOGIES LLC

# UBIQ MOBILE – A SYSTEM OF CROSS-PLATFORM DEVELOPMENT FOR DISTRIBUTED BUSINESS-CLASS MOBILE APPLICATIONS

### COMPETITIVE ADVANTAGES /

Simple and efficient development of applications, particularly for programmers without mobile programming experience. Real crossplatform support. Applications are non-demanding to quality of mobile communications. Unprecedented wide coverage of types of mobile devices.

### ESSENCE OF INNOVATIONS /

A set of original algorithms and technological approaches ensures the above-mentioned competitive advantages. Predetermined components having a high degree of integration allow for the inclusion of ready business process components into the applications created.

### RESULTS ACHIEVED /

A fully functional prototype of the system and a set (about 20) of demonstration examples were developed. An alpha-version of the system is under development. The approximate deadline for issue of the alpha version is the end of October 2013.

### MARKET POTENTIAL /

Ubiq Mobile deals with the MEAP class of systems and targets the systems belonging to Mobile BackEnd as a Service (MBaaS), a segment of the MEAP market.

In 2012, the market was worth USD 216 million. An annual increase (CAGR) of 104% is planned, and the forecast for 2017 is USD 7 billion.



### THE TEAM /

VALENTIN ONOSOVSKY, the primary author of the code, ideas, architecture of the system, CEO of the company, 25 years of experience in IT; ANDREY TEREKHOV, Dr.Sc. Phys. Math., research manager of the project, head of the department of system programming at SPbRU; YURI GUBANOV, marketing and business development, over 15 years in IT.

The team consists of 12 persons.

### CONTACTS /

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www.ubiqmobile.com

## SPARTA LLC

APPERCODE IS A CROSS-PLATFORM DEVELOPMENT ENVIRONMENT FOR IOS, ANDROID, WINDOWS PHONE, AND WINDOWS 8 MOBILE PLATFORMS SHARING 100% OF THE COMMON CODE

### COMPETITIVE ADVANTAGES /

Unlike app builders, Appercode offers the opportunity of any type of system customization. 3- to 5-fold simplification and acceleration of the development process. Native user interface. Sharing up to 100% of a common code between platforms.

### MAIN POINTS OF INNOVATION /

Appercode consolidates the development of the platform-dependent elements of the mobile app interface.

### ACHIEVED RESULTS /

A community of developers comprising over 1,000 people. Over 50 customers from 20 partners in 10 countries.

### MARKET POTENTIAL /

The mobile app development market amounted to \$54 billion in 2013. The market for creating mobile app development platforms amounted to around \$1 billion.



### THE TEAM /

5 years of joint teamwork and over 200 completed projects. The team members have worked in such companies as Microsoft, Yahoo! Cloud, Avanade and others in Russia and the USA.

### CONTACTS /

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## ANFAS SK LLC

# DEVELOPMENT OF A HIGHLY RELIABLE AUTOMATED MOTION CONTROL SYSTEM

### COMPETITIVE ADVANTAGES /

Higher reliability of control is based on improving system structural stability features: security and failure-free operation with quantitative evaluation in the course of design with the use of a special-purpose research unit.

### ESSENCE OF INNOVATIONS /

Provides an integrated solution to the problem of automating ship navigation based on an innovative two-channel, double-level integrated architecture and new technical solutions aimed at improving the system's structural stability features.

### RESULTS ACHIEVED /

A technical system description and research plan were prepared. Architecture for an automated system providing for highly reliable control of moving objects was developed and patented. Terms of reference for the alpha version of the system, test schedule and a microcontroller system were developed.

### MARKET POTENTIAL /

The global commercial shipbuilding market is expected to reach USD 1.7 billion by 2020, while the domestic market is expected to reach USD 84.97 million.



### THE TEAM /

S.V. BUZADZHI, Director;  
O.I. SIDORENKO, CTO;  
K.S. DISTRANOV, System Analyst;  
M.K. DORRI, Key Analyst;  
Anfas Sk LLC had 17 employees as of 01.07.2013, of whom six are members of the Research and Development Board.

### CONTACTS /

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## AURUS LLC

# PHONEUP IS A PACKAGE OF CUSTOMER SERVICES FOR CORPORATE IP TELEPHONY

### COMPETITIVE ADVANTAGES /

The use of the product in several modes covers most tasks assigned to the call center. The solution is far ahead of the competitors in terms of the function package and seamlessly integrates with any call center automation platform.

### ESSENCE OF INNOVATIONS /

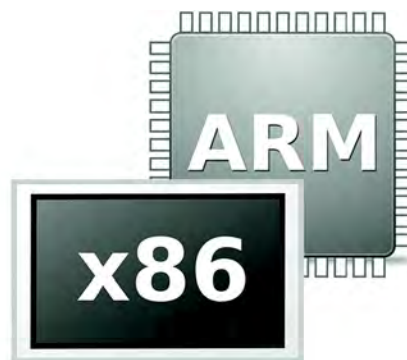
The product combines a unique mix of the most advanced technologies in the field of IP telephony, video communication and collaborative tools in a single package and has been adapted for use in call centers in order to increase customer service efficiency.

### RESULTS ACHIEVED /

The company developed Version 2.0 and created a network of product implementation partners (Russia/CIS). The decision was approved by leading experts in the call center market, and in the course of pilot installations the first business transactions were completed.

### MARKET POTENTIAL /

The global market volume is USD 1 billion with projected annual growth of 7-10% annually. The Russian market is expected to grow by 15-20%. According to experts, the trend toward video call centers is a major trend in the industry and expanding.



### THE TEAM /

RichCall was created and functions as a part of Aurus.

### CONTACTS /

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## CISCO INNOVATION CENTER

### THE PRODUCT - VIDEO ANALYTICAL SOFTWARE, SOFTWARE FOR NETWORK VIDEO SUPERVISION CAMERAS

#### COMPETITIVE ADVANTAGES /

- High scalability.
- High accessibility.
- Reliability of data protection.
- Simplicity of deployment and operation.
- Medianet support.
- Management of objects through templates.
- Openness for integration - complete accessible API.

#### ESSENCE OF INNOVATIONS /

Commercial secret.

#### RESULTS ACHIEVED /

Implemented the large projects «Safe Moscow» and the Universiade in Kazan.

#### MARKET POTENTIAL /

Annual growth of the market of IP video supervision is about 20%.



#### THE TEAM /

13 persons including 7 developers.

#### CONTACTS /

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## ELECARD DEVICES CJSC

### DEVELOPMENT OF CROSS-PLATFORM SOFTWARE FOR VIDEO PROCESSING

#### COMPETITIVE ADVANTAGES /

Video coding efficiency is supported by annual research at the digital video laboratory of the Moscow State University.

#### ESSENCE OF INNOVATIONS /

Elecard developed a line of new products for the video coding standard HEVC/H.265.

#### RESULTS ACHIEVED /

An alpha version of video codecs was developed. An HEVC Analyzer was developed to analyze the video format HEVC and has been sold in over 10 countries.

#### MARKET POTENTIAL /

Area of product application:

- IPTV, CDN, OTT solutions;
- head-end stations DVB-T/C/S/H;
- video supervision systems;
- video conferences;
- real-time processing of video;
- analysis of video quality of coded and broadcasted content.



#### THE TEAM /

ANDREY POZDNYAKOV,  
system architect, strategic marketing;  
ANDREY SHUM,  
director for development, 20 years  
of experience in IT business;  
OLEG PONOMAREV,  
research manage.

#### CONTACTS /

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## EVANTI LLC

# DEVELOPMENT OF HIGHLY EFFICIENT METHODS OF OPTIMIZATION OF COMMUNICATION CHANNEL USAGE

### COMPETITIVE ADVANTAGES /

Smart Market uses algorithms and methods of behavioral economics and games theory. Smart Market provides significant increase in user satisfaction and utilization rate of the channel in wireless networks of various types.

### ESSENCE OF INNOVATIONS /

Smart Market enables communication providers to speak the user's language. Games theory and behavioral economic methods are used.

### RESULTS ACHIEVED /

The solution was successfully integrated in the networks of two satellite internet providers.

Adjustment of the solution for use in networks of cell operators is continuing.

Laboratory experiments are taking place for the purpose of improving existing algorithms.

### MARKET POTENTIAL /

Smart Market relates to the traffic control system market which is growing by an average of 15% per year.

The logo for Evanti LLC, featuring the word "evanti" in a lowercase, cursive script font. The logo is positioned above a thin red horizontal line.

### THE TEAM /

A. KALMYKOV,  
founder and CEO, IT manager, MBA  
in finance and IT;

B. AZHIMOV,  
development director;

D. DIANOV,  
director for technical development.

### CONTACTS /

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www.evanti.ru

SKOLKOVO GRANTEE

## INDOORGO NAVIGATION SYSTEMS LLC

### INDOORGO NAVIGATION SYSTEMS

#### COMPETITIVE ADVANTAGES /

This is a unique patented technology to achieve unprecedented accuracy in indoor navigation.

#### ESSENCE OF INNOVATIONS /

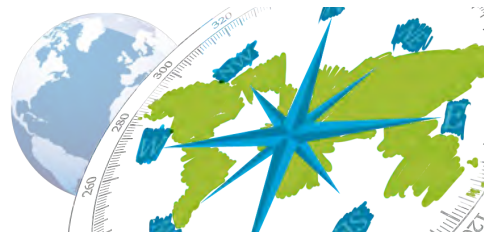
The system uses a unique algorithm and know-how for indoor positioning, and innovative use of information from various mobile device sensors.

#### RESULTS ACHIEVED /

The system has achieved accuracy of indoor positioning up to 50 cm. Patent applications for the key elements of the solution have been filed.

#### MARKET POTENTIAL /

LBS (location based services) market volume is over USD 10 billion a year. IndoorGo's unique technology is in demand from suppliers of mobile services and mobile devices manufacturers.



#### THE TEAM /

International Russian-Israeli team of leading experts in the field of navigation and innovation promotion. Scientific support: Ariel University (Israel) and the Ural Federal University (Russia).

#### CONTACTS /

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## KB AVRORA LLC

# ROBOTICS: AN OPEN PLATFORM FOR BUILDING MANAGEMENT SYSTEMS FOR AUTONOMOUS VEHICLES AND DEVELOPING THEIR AUTOPILOT SYSTEMS

### COMPETITIVE ADVANTAGES /

Compact, easily portable, snap-together structure; 4 independent swivel casters. An advanced sensor system, anti-collision system, online service to download the software for autopilot users and retrieve log files.

### ESSENCE OF INNOVATIONS /

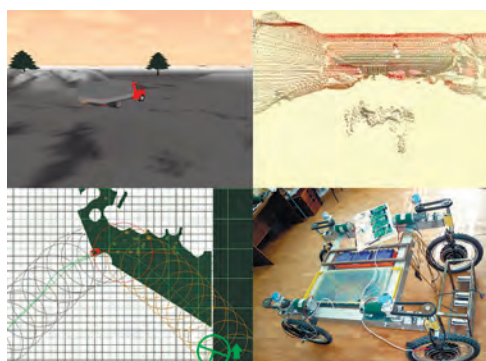
The user receives a remote tool of professional support for the most expensive debugging of autopilot software. Costs incurred for recovery of the car in the case of autopilot errors are avoided.

### RESULTS ACHIEVED /

A functional mock-up. The Project Team is the current Russian leader for the autonomous control of vehicles, according to Robokross 2013.

### MARKET POTENTIAL /

The number of autopilot software development companies is steadily growing, and competition is growing in the field of car-robot designs. The market for Advanced Robotics, according to ITI Techmedia, is estimated at USD 25 billion.



### THE TEAM /

STANISLAV GOL,  
PhD Eng., Assoc. Prof., Director,  
embedded intelligent systems;  
VLADIMIR KORNEYEV,  
hardware support department, executive  
robotic systems, power electronics;  
VLADIMIR LEUSHKIN,  
department of software, localization,  
positioning and navigation;  
ANTON MALIKOV, Department of sensor  
systems, measurement in robotics.

### CONTACTS /

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## NON-COMMERCIAL PARTNERSHIP «APPLIED RESEARCH CENTER FOR COMPUTER NETWORKS»

### APPLIED RESEARCH CENTER FOR COMPUTER NETWORKS

#### COMPETITIVE ADVANTAGES /

Increased network performance, optimal traffic transmission. Reduced expenses for establishing networks, increased the load on unused DC resources, reduces operational expenses. Programming of network services and virtualization.

#### ESSENCE OF INNOVATIONS /

Software-defined networking is a new approach to organizing computer networks which enables network services to be managed from a logically unified center, based on the separation of the equipment control level from the data transmission level.

#### RESULTS ACHIEVED /

The first SDN network in the Russian Federation was built. Projects with Rostelecom, EMC, Intel were implemented. A grant was obtained from the Russian Ministry of Education and Science. A partnership network was created in Russia and abroad including Stanford and Berkeley Universities. Revenue for the 1st year was 35 million rubles.

#### MARKET POTENTIAL /

In 2018, the market for SDN solutions will amount to USD 35 billion (in 2012 – USD 0.37 billion). In 2010–2016, SDN-related expenditures of companies will grow by over 17 times.



#### THE TEAM /

RUSLAN SMELYANSKY, correspondent member of the Russian Academy of Science, Dr.Sc. Phys. Math., manager of the laboratory. The staff of the scientific laboratory includes 50 engineers and developers, among whom there are 11 Dr.Sc. and PhD's Eng. Many engineers have experience of working with world leaders in IT.

#### CONTACTS /

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SKOLKOVO GRANTEE

## PETERSOFTWARE LLC

# SPB TV – SOFTWARE AND HARDWARE PLATFORM

### COMPETITIVE ADVANTAGES /

Top-grade software and hardware platform accessible on TV, computer or any mobile device. A comprehensive solution based on cloud technologies. Convenient management and control instruments.



### ESSENCE OF INNOVATIONS /

The software is optimized for each device and each operational system ensures equally stable broadcasting and easy control of the application, on all existing mobile operating systems as well as computers and add-on devices.

### RESULTS ACHIEVED /

The platform generates a video flow of several quality types and even supports the HD format as well as the now popular 3D format.

### MARKET POTENTIAL /

Several years ago, watching TV on a mobile phone seemed an unreal fantasy. The market for mobile television is currently growing. In Russia, the number of users is expected to grow by 250–300% per year.

### THE TEAM /

KIRILL FILIPPOV,  
CEO with more than 20 years' experience of strategic development and management in finance, radio broadcasting and telecommunications;  
FEDOR EZHOV,  
project manager;  
NIKOLAI KRASKO,  
CTO.

A team of the talented developers.

### CONTACTS /

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## QUANTENNA COMMUNICATIONS LLC

THE PROJECT INVOLVES THE DEVELOPMENT OF MODERN WIRELESS NETWORKING SYSTEMS, INCLUDING DEVELOPMENT ALGORITHMS, DIGITAL ASIC DESIGN, RF DESIGN, SOFTWARE DESIGN, CONTROLS DESIGN AND A QUALITY ASSURANCE SYSTEM

### COMPETITIVE ADVANTAGES /

A truly unique product is being developed. Guaranteed sales with the parent company chipsets. Large, rapidly growing market, more than USD 10 billion in size..

### ESSENCE OF INNOVATIONS /

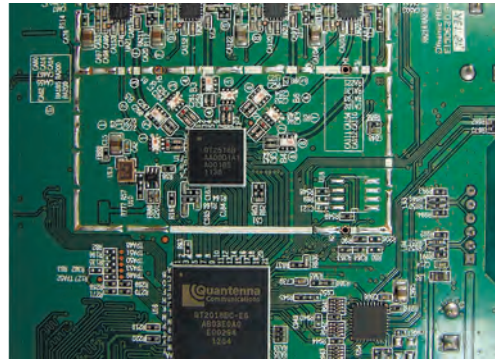
The novelty of this project lies in the development of innovative algorithms and methods for optimizing wireless networks.

### RESULTS ACHIEVED /

To date, several conceptual designs and an analysis of the project feasibility study have been completed. This proves its considerable potential.

### MARKET POTENTIAL /

Target market was USD 2.2 billion in 2013.



### THE TEAM /

ARAM AYRAPETYAN,  
CEO.

Five full-time engineers hired through the Luxoft outsourcing company. The consultants involved in the project are world-class professionals from Russia and the United States (former employees of the Institute for Information Transmission Problems, technical experts from Quantenna Communications, Inc.).

### CONTACTS /

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## SAD-COM LLC

# ASKEROID - A SEARCH TECHNOLOGY FOR MOBILE CROWD SOURCING

### COMPETITIVE ADVANTAGES /

Fits the current frequency bands and broadcast masks; highly efficient channel coding; high quality of video and sound thanks to advanced compression algorithms; reduction of power consumption, more efficient use of waveband.

### ESSENCE OF INNOVATIONS /

The system ensures stable stationary and mobile reception in difficult conditions: in restrained urban conditions, forest and mountain localities. It also increases the quality of sound broadcasting and provides new multimedia services, including video.

### RESULTS ACHIEVED /

A model of the system was developed: mock-ups and prototypes of the key components of the system were developed.

### MARKET POTENTIAL /

The target market of RAVIS is digital terrestrial multimedia broadcasting in the VHF range (over 500 million users all over the world) including creation of content (sound, video, text, advertising, etc.), broadcasting and reception (fixed, portable, mobile).



### THE TEAM /

**VICTOR DVORKOVICH**, research manager, doctor of technical science, member of the expert board of the State Commission for Academic Degrees and Titles, a member of the Presidium of the Russian scientific technical company for radio equipment, electronics and communication (RNTORES), 50 years in the area of tele-radio broadcasting and communications;

**ALEKSANDR DVORKOVICH**, doctor of technical science, professor, CEO, responsible executor, 15 years of scientific and research work in telecommunications;

**VLADIMIR IRTYUGA**, PhD in technical science, head of R&D, 10 years of R&D in telecommunications.

### CONTACTS /

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## T8 RESEARCH & DEVELOPMENT CENTER LLC

### CREATION OF COHERENT DWDM SYSTEMS THAT HAVE A CAPACITY OF 25 TBIT/S

#### COMPETITIVE ADVANTAGES /

3 times more powerful than existing commercial systems (25 Tbit/compared to 8 Tbit/s).

Doubles the distance of signal transmission without regeneration. Does not require replacement of the cable grid infrastructure.

#### ESSENCE OF INNOVATIONS /

A coherent transmitter unit for 100 Gbit/s with new features (operation in the 33 GHz band in C- and L spectrum ranges), new algorithms for realtime processing of high-frequency signals.

#### RESULTS ACHIEVED /

Receiving and transmitting equipment (muxponder) has been developed for the transmission of data with channel speeds of 100 Gbit/s in a the 50 GHz band, spectrum C range, having the world's highest quality indicators (SNR=12.5 Db). 3 world records were set.

#### MARKET POTENTIAL /

The market volume is USD 8 billion and is increasing by 10% per year.

In 2013-2017, growth of 75% per year is expected in the segment of equipment having a communication line speed of 100 Gbit/s.



#### THE TEAM /

Project team comprises 35 engineers, PhDs and Dr.Sc.'s including two professors of Moscow State University and Moscow Institute of Physics and Technology.

VLADIMIR TRESHCHIKOV, one of the project leaders, has over 15 years of experience in the area of development and commercialization of optic fiber technologies and organization of serial production.

#### CONTACTS /

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SKOLKOVO GRANTEE

## TELUM LLC

THE PROJECT IS AIMED AT SOLVING THE PROBLEM OF INCREASING GROWTH IN THE OPERATIONAL EXPENSES OF LTE MOBILE COMMUNICATION SYSTEMS OPERATORS)

### COMPETITIVE ADVANTAGES /

Application of the self-organizing network (SON) principle in operation of small LTE cells. Use of proprietary algorithms for setup and optimization of operational parameters.

### ESSENCE OF INNOVATIONS /

Advanced algorithms for self-organization of networks.

### RESULTS ACHIEVED /

Operating prototypes.

### MARKET POTENTIAL /

USD 2 billion per year in 2015.



THE TEAM /  
PAVEL BOYKO,  
CEO.

### CONTACTS /

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## TOYTEMIC INVENTIONS LLC

# STRATEGY-ON-CARPET: DEVICES AND METHODS TRANSFERRING COMPUTER GAMES INTO REALITY

### COMPETITIVE ADVANTAGES /

Compact built-in positioning modules ensure complex spacial interaction (of mass-produced, cheap devices of different types). No other sensors or external detectors required.

### ESSENCE OF INNOVATIONS /

A unified compact positioning RF module is used instead of multiple sensors and/or external detectors. The sensor is based on a single chip made through an inexpensive CMOS production process.

### RESULTS ACHIEVED /

Prototypes of short-range (up to 2 m) positioning sensors were designed.  
Prototypes for short-range coordinated movement of devices were designed.  
2 Russian patents were obtained,  
2 PCT applications were filed. First distribution of the experimental chip.

### MARKET POTENTIAL /

The total volume of the target market for the Toytemic platform is > \$5B, including:

- 100 million of automated and radio controlled toys;
- 35 million of educational robot construction kits.

Growing markets for:

- service robots;
- internet-connected products;
- presentation equipment.



### THE TEAM /

E. SMETANIN,  
the founder, CEO, ideology, behavioral models, product management;  
A. CHECHENDAEV,  
the founder, CTO;  
A. GABELKO,  
the founder, COO, operational management, business planning, marketing.

### CONTACTS /

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## VIST MINING TECHNOLOGY LLC

# DEVELOPMENT OF AN AUTOMATED CONTROL SYSTEM FOR MINING AND TRANSPORTATION COMPLEXES

### COMPETITIVE ADVANTAGES /

The possibility of building a system on the most common types of equipment in Russia and the CIS (BelAZ dump trucks, EKG excavators etc.).  
Creates a universal system that is suitable for all types of equipment and applicable in various industries.

### ESSENCE OF INNOVATIONS /

The development and commercialization of an automated robotic control system for the mining and transport complex (excavators, dump trucks, loaders and other equipment in stand-alone mode or in remote control mode).

### RESULTS ACHIEVED /

The architecture of the system has been developed, as has a plan for scientific and technological research. Algorithm performance and the individual elements of the system have been tested.  
In April 2013, a prototype of a BELAZ robotic mine dump truck was demonstrated.

### MARKET POTENTIAL /

Global market capacity is around RUB 15 billion, with growth estimated at approximately 50% per year. Principal consumers include mining companies with complex mining conditions.



### THE TEAM /

DMITRY VLADIMIROV,  
CEO;  
NIKOLAI ODINTSEV,  
PhD Physics and Mathematics, technical director;  
MIKHAIL MAKEEV,  
Project Director;  
DMITRY KLEBANOV,  
director for development;  
CLEMENT TRUBETSKOY,  
scientific manager of the project.

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## WI2GEO LLC

### ALTERGEO

#### COMPETITIVE ADVANTAGES /

Available for all devices and platforms. Equally efficient in the open air, in buildings and in dense urban environments.

#### ESSENCE OF INNOVATIONS /

The product combines the broadest possible spectrum of approaches to positioning, including proprietary algorithms for geopositioning based on Wi-Fi, WiMAX, GSM, LTE, IP addresses and network neighborhood. The solution is universal and global. Self-actualization of coverage.

#### RESULTS ACHIEVED /

Over 135 million of known WiFi, WiMAX, GSM, and LTE spots. Over 45 million devices are being serviced and over 170 million location requests per day are processed. Partners include Intel, Mail.Ru, Badoo, 2GIS, and others in the CIS, Europe, and South America.

#### MARKET POTENTIAL /

Application in IT and advertisement in order to determine the location of web portal and mobile application users and provide geofunctional, geotargeting for gathering advertisement statistics on the distribution/movement of urban masses, and navigation in buildings.



#### THE TEAM /

19 people including those involved in the development of back-end and client-end, design, marketing/PR, partnerships.

The team is headed by ANTON BARANCHUK – PhD in physical and mathematical sciences, the founder and CEO of a number of successful IT-companies, including AnyChart, ActivateSoft, Sibental and SoftIdentity.

#### CONTACTS /

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## XTURION LLC

# MOBILE ROBOT WITH ADVANCED NAVIGATION SYSTEM FOR SMART AND SAFE HOME

### COMPETITIVE ADVANTAGES /

Provides for high autonomy, extreme maneuverability, increased battery life, less expensive hardware, and integration with stationary security and automation systems.

### ESSENCE OF INNOVATIONS /

The adaptive navigation and control system supports mapping and route planning, real-time compensation for disturbances, early notification, and remote control with different levels of autonomy depending on the tasks.

### RESULTS ACHIEVED /

Two versions of the prototype robot with basic functionality have been designed and tested. Original client-server software and an ergonomic user interface have been developed. The project received an AA rating in the Relative Strength Index (RSI).

### MARKET POTENTIAL /

Target market volumes include the USD 20 billion service robotics market (CAGR 57%), the USD 25 billion domestic security systems market (CAGR 9,1%) and the USD 23 billion, home automation market (CAGR 9,1%). The goal is to sell more than 50k robots annually in five years.



### THE TEAM /

S. KOLYUBIN,  
CEO;  
A. BOBTSOV,  
PhD Eng., Scientific advisor, PhD Eng.,  
professor, dean of ITMO, author of over  
150 publications, 3 monographs;  
S. FRADKOV,  
Business Mentor, RSV Venture Partners,  
Dynoplex, w-Trade.

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## APM RESEARCH AND SOFTWARE DEVELOPMENT CENTER

### CREATION OF A UNIVERSAL COMPUTER-AIDED ENGINEERING ENVIRONMENT (CAE) FOR MACHINE BUILDING

#### COMPETITIVE ADVANTAGES /

The original software developed by NTC «APM» is a unified and vertically integrated CAE environment, fundamentally different from the horizontal composition predominant in the world.

#### ESSENCE OF INNOVATIONS /

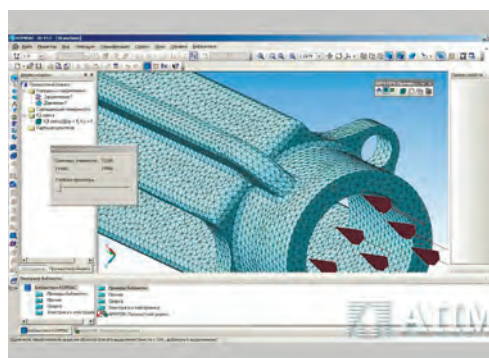
Innovative vertical integration and availability of not only numerical solutions for finite element analysis, but also of programs to calculate imperfect machines, mechanisms and connection elements in analytic and numerical analytic settings.

#### RESULTS ACHIEVED /

CAE solutions developed by APM have already been used by more than 1,300 Russian and foreign companies. Sales increase by 20–25% annually.

#### MARKET POTENTIAL /

We expect that consumption in the domestic Russian market for CAE systems will almost double in the next five years (i.e. from 0.4 to 0.7 billion dollars).



#### THE TEAM /

VLADIMIR SHELOFAST,  
doctor of technical science, CEO, project manager.

LEONID SAVIN,  
doctor of technical science, prof.

ELENA STAINOVA,  
PhD in physical and mathematical science, commercial director.

MAYOROV SERGEY,  
PhD in technical science, head of the FGA modeling unit.

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## CDNVIDEO LLC

# CONTENT DELIVERY NETWORK CDNVIDEO

### COMPETITIVE ADVANTAGES /

Higher quality of video delivery to end users, lower price due to the innovative algorithm of load balancing.

### ESSENCE OF INNOVATIONS /

A load balancing algorithm protected by a Russian Federation patent.

### RESULTS ACHIEVED /

Took the leading position in the Russian market; entry to the markets of other countries in progress.

### MARKET POTENTIAL /

By 2015, the Russian market will be USD 50-60 million; the global market will be USD 2 billion.



### THE TEAM /

**YAROSLAV GORODETSKY,**  
CEO;  
**SERGEY IVLENKOV,**  
technical director;  
**ARTEM GARUSEV,**  
commercial director.

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## CENTER FOR BIOMEDICINE AND COMPUTATIONAL TECHNOLOGIES LLC

### A MOBILE 3D-TOMOGRAM VISUALIZER (CLOUDTOMO3DVIEWER)

#### COMPETITIVE ADVANTAGES /

Compared to PACS Synapse (produced by FUJIFILM) which has similar capabilities, the mobile visualizer provides 2D access to tomograms and a full 3D stereo reconstruction on mobile devices via the web interface.

#### ESSENCE OF INNOVATIONS /

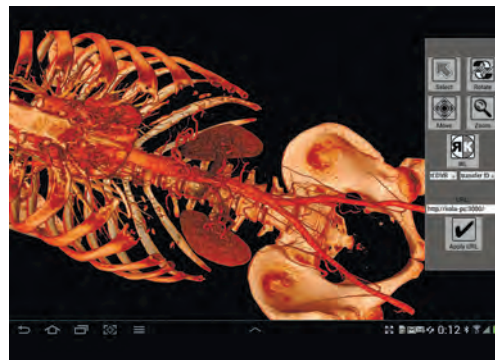
CloudTomo3DViewer is able to visualize, with high quality and in real time, a series of tomograms. The total volume is up to 1 giga voxels (more than the aggregate volume of tomograms of all parts of the body with high resolution) on each GPU of the cluster.

#### RESULTS ACHIEVED /

The project operates a real store based upon the computation cluster of the N. I. Lobachevsky State University of Nizhny Novgorod. It has more than 10,000 tomograms. The version of the 3D visualizer for a personal computer with a GPU is operated within a hospital information system made by PO VIDAR.

#### MARKET POTENTIAL /

A rather high market potential thanks to competitiveness: transformation of tomography into a mass method of research, orientation towards mobile devices and mass use.



#### THE TEAM /

V. TURLAPOV,  
doctor of technical science;  
N. GAVRILOV,  
PhD in technical science;  
D. BOGOLEPOV,  
PhD in technical science;  
A. BELOKAMENSKAYA,  
post-graduate;  
S. NOSOVA,  
post-graduate;  
D. ULYANOV,  
magistrand;

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# CENTER OF DENTAL IMPLANTOLOGY LLC

## IMPLANT-ASSISTANT

### COMPETITIVE ADVANTAGES /

Mobility, continuous improvement, accessibility.

### ESSENCE OF INNOVATIONS /

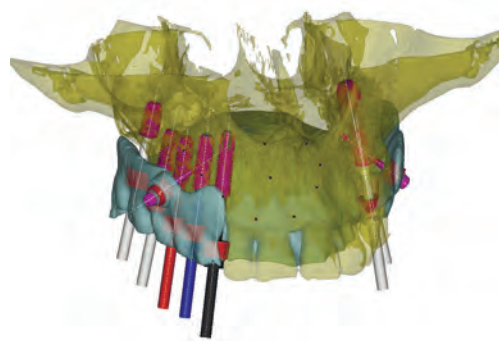
Accurate computer data processing of tomography for planning implant surgery by using the computer, followed by prototyping the jaw or a template for accurate placement of implants.

### RESULTS ACHIEVED /

The project has been actively introduced to the market.

### MARKET POTENTIAL /

Today less than 1% of operations to install implants are performed according to templates created using 3D modeling.



### THE TEAM /

Today 7 persons take an active part in the project (mathematicians, programmers, doctors, engineers).

### CONTACTS /

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## DATADVANCE LLC

# THE PROJECT INVOLVES DEVELOPING THE MACROS SOFTWARE SYSTEM FOR PREDICTIVE DATA-BASED MODELING AND MULTIDISCIPLINARY OPTIMIZATION

### COMPETITIVE ADVANTAGES /

Significant reduction in time required for and cost of design. Automation of engineering design Improving the performance of products designed.

### ESSENCE OF INNOVATIONS /

The methods of data mining and multi-disciplinary optimization are highly efficient. There is automatic choice of solution and its adaptive adjustment to the task.

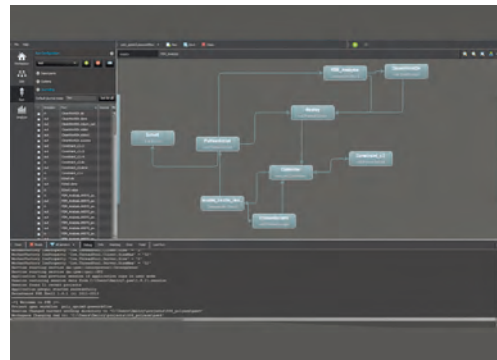
### RESULTS ACHIEVED /

MACROS is already being used by large and small companies in various industries including aviation, automotive, power engineering, and the radio electronic industry.

### MARKET POTENTIAL /

The global market for computer-aided engineering tools (CAE) was valued at over USD 4 billion in 2012.

The fastest growing segment of the PLM market expanded at more than 35% in 2012.



### THE TEAM /

SERGEY MOROZOV,  
PhD Phys. Math., CEO;  
ALEKSANDR PROKHOROV,  
head of development department;  
EVGENY BURNAEV,  
PhD Phys. Math., key developer;  
FEDOR GUBAREV,  
PhD Phys. Math., key developer.  
36 employees.

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SKOLKOVO GRANTEE

## FIDESYS LLC

# THE UNIVERSAL CAE FIDESYS FOR STRENGTH ANALYSIS ENABLES AN IMPROVEMENT IN THE QUALITY OF THE GOODS CREATED AND A REDUCTION IN DEVELOPMENT AND PRODUCTION COSTS

### COMPETITIVE ADVANTAGES /

The unique nature of CAE Fidesys lies in the possibility of solving the problems which arise when loading new boundary surfaces in the body, or when material properties change in some part of the body.

### ESSENCE OF INNOVATIONS /

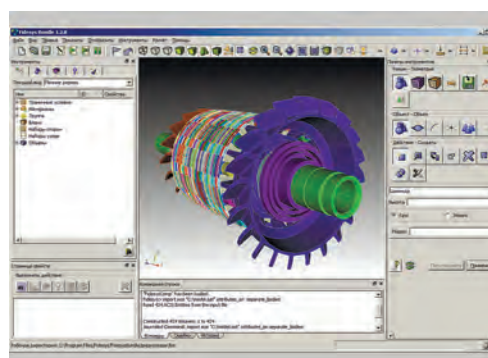
The Fidesys software package for strength analysis is the first Russian package at the global level; it can make the Russian market of strength calculations independent from the software of foreign manufacturers, while surpassing them in terms of accuracy and performance.

### RESULTS ACHIEVED /

The world's first cloud service for strength modeling was launched, allowing for serious computer modeling using the simplest computers, including small devices.

### MARKET POTENTIAL /

The global volume of the CAE market is USD 4 billion ([www.cimdata.com](http://www.cimdata.com)); the market is growing. The focus direction is to develop the sales of box and cloud products via Value Added Resellers (VAR) in industrial European countries.



### THE TEAM /

The team consists of 5 PhDs Phys. Math. up to 28 years. Additionally, the team includes 10 professors - project advisors, including professors of the Moscow State University, National Research Nuclear University, specialists of institutions of the Russian Academy of Science (including an academician of the Russian Academy of Science and a correspondent member of the Russian Academy of Science). The chairman of the supervisory board - MICHAEL PAYNE, co-founder PTC, SolidWorks.

### CONTACTS /

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SKOLKOVO GRANTEE

## GEOLAB-IT LLC

# TECHNOLOGY AND SOFTWARE FOR HIGH-PRECISION DEVELOPMENT OF DEPTH-VELOCITY MODELS AND DEPTH IMAGES OF ENVIRONMENT DURING SEISMIC SURVEYS

### COMPETITIVE ADVANTAGES /

Highly reliable and fast results for depth conversion.

Highly qualified data processing project team from five continents.

### ESSENCE OF INNOVATIONS /

The three-step method for building a velocity-depth model:

- build an initial model using imaging from the travel times of waves.
- refine the model by analyzing the migration velocity; - further refinement is carried out.

### RESULTS ACHIEVED /

Basic algorithms of the technology have been developed. The project team has been created.

External funding has been attracted. Skolkovo Foundation has provided a grant. Stage One of the project implementation is in progress.

### MARKET POTENTIAL /

Seismic data processing market:  
Global market: from USD 1.28 to USD 1.52 billion. Growth: 12%. Market capacity in Russia: from USD 80 to 100 million, with 12% growth.



### THE TEAM /

Evgeny Kurin,  
CEO;

Mikhail Denisov,  
PhD Physics and Mathematics, scientific manager of the project;

GERALD TESSHL,  
scientific consultant, Univ.-Prof. Dr.,  
Universitt Wien;

Natalia Tolkacheva,  
product development specialist.

### CONTACTS /

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SKOLKOVO GRANTEE

## INTROVISION RESEARCH & DEVELOPMENT LLC

### SERVICES FOR THE STUDY OF GEOLOGICAL SAMPLES BASED ON COMPUTED TOMOGRAPHY AND DIGITAL CALCULATION OF THE PROPERTIES OF SAMPLES. LICENSES TO USE THE SOFTWARE

#### COMPETITIVE ADVANTAGES /

This involves a minimum of expensive research tools (savings can be more than 3-fold), little labor effort from staff (2-3 times less than traditional labs), and less time on the study of the core (up to 6 times faster).

#### ESSENCE OF INNOVATIONS /

The innovation of the solution involves replacing the traditional laboratory core analysis with innovative digital analysis. A key method of obtaining data in our technology is the core computed tomography.

#### RESULTS ACHIEVED /

Algorithms for the analysis of poroperm properties have been developed, three pilot demonstration projects have been implemented, including the «Method of determining the absolute permeability of geological samples by their three-dimensional tomographic images.» A PCT-application has been filed.

#### MARKET POTENTIAL /

The volume of the global market for core analysis services is over USD 2 billion.



#### THE TEAM /

Graduates of the leading Russian universities, professional serial entrepreneurs, international advisory council.

ANDREY GORBIK,  
CEO, serial entrepreneur, a graduate of MIPT, NES and HSE;  
GEORGY KALASHNIKOV,  
CTO, serial entrepreneur, a graduate of the Mechanics and Mathematics Faculty of Moscow State University, a graduate student of MIEM HSE.

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SKOLKOVO GRANTEE

## KINTECH LAB LLC

# SOFTWARE FOR PREDICTIVE MULTILEVEL MODELING OF PROPERTIES OF NEW MATERIALS

### COMPETITIVE ADVANTAGES /

Wide coverage of the subject area. Evaluation of the reliability of modeling results. Capability of integrating models and databases. System for creating work scenarios for a distributed team of experts.

### ESSENCE OF INNOVATIONS /

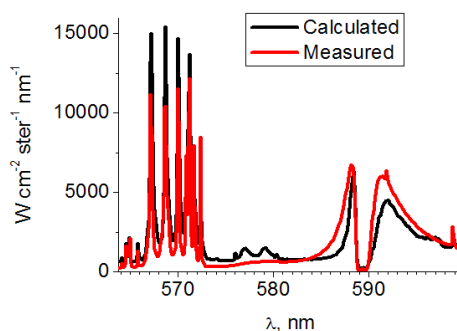
Multi-level modeling does not require any input data on the properties of the materials obtained experimentally. The properties are determined during the modeling process at different physical levels.

### RESULTS ACHIEVED /

The stepping stones to the future are separate software products that have been successfully commercialized on the market. The «proof-of-the-concept» stage of R&D has been completed in collaboration with leading academic institutions. The complete set of technical documentation has been prepared.

### MARKET POTENTIAL /

The target market is USD 1.3-1.5 billion, and there are very few competitive solutions on the market.



### THE TEAM /

**BORIS POTAPKIN**,  
founder, specialist in plasma chemistry;  
**MIKE FRENKLACH**,  
consultant, University of California,  
infrastructure;  
**ANDREW PACKARD**,  
consultant, University of California, expert  
in optimization methods;  
**UWE RIEDEL**,  
consultant, head of the laboratory  
of combustion kinetics, Institute  
of Combustion Technology, Germany.

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SKOLKOVO GRANTEE

## OPTIMENGA777 LLC

# DEVELOPMENT OF SOFTWARE PRODUCTS IN THE AREA OF AERODYNAMIC DESIGN AND ANALYSIS

### COMPETITIVE ADVANTAGES /

High precision of design.  
A warranty of the global nature of the optimal design. Applicable to aerodynamic configurations with a much higher level of geometrical complexity.

### ESSENCE OF INNOVATIONS /

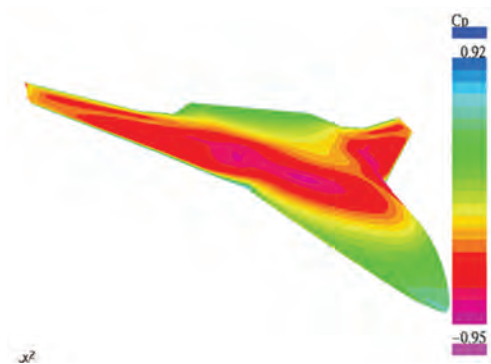
The following innovative solutions were used to resolve the problems related to multi-point optimization: hybrid genetic search for optimal solutions and highly accurate numerical solutions of Navier-Stokes equations in the course of design and optimization.

### RESULTS ACHIEVED /

The first level of product functionality by geometrical complexity was developed, to be used for multi-point automated optimal aerodynamic design and analysis.

### MARKET POTENTIAL /

Large aviation companies, consulting companies implementing projects in the area of aerodynamic analysis and design.



### THE TEAM /

SERGEY PEYGIN,  
Dr.Sc. Phys. Math., professor, CEO;  
BORIS EPSHTEYN,  
the manager of development and commercialization of the MGAERO code, 18 years of experience of work in Israel Aircraft Industries;  
VLADIMIR KOLPAKOV,  
many years of experience of business in Russia and USA.

### CONTACTS /

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## PHAROS CARDIO LLC

# NUMERICAL RECONSTRUCTION AND 3D VISUALIZATION OF THE GEOMETRY AND INTERNAL PROPERTIES OF OBJECTS ON THE BASIS OF MATHEMATICAL PROCESSING OF OPTICAL INFORMATION

### COMPETITIVE ADVANTAGES /

Real-time generation of 3D models of the ventricles of a beating human heart. Visualization of electrophysiological processes in the heart, based on 3D heart models in the form of isoparametric maps. Management of the procedure for destroying arrhythmogenic loci.

### ESSENCE OF INNOVATIONS /

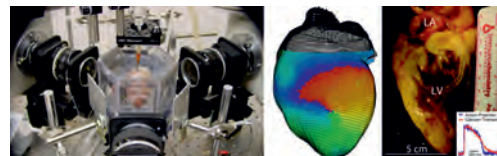
The project is part of the medical IT sector. The purpose of the project is to develop new algorithmic and software designs that significantly improve the efficiency of research into the electrophysiological processes of the human heart.

### RESULTS ACHIEVED /

A scientific version of software for optical mapping on the beating heart was developed. An EPVL library was created for processing and visualization of electrophysiological processes on 3D heart models.

### MARKET POTENTIAL /

The developed technology will change the paradigm of electrophysiology study of the heart, and will result in fundamental improvements in the treatment of cardiac arrhythmia. The market volume is about 9,500 surgical departments for the treatment of heart rhythm disorders throughout the world.



### THE TEAM /

VITALY KALININ,  
CEO, specialist in clinic cardiac electrophysiology;  
ALEKSANDR VKALININ,  
head of R&D, specialist in information technologies, applied mathematics;  
IGOR EFIMOV,  
mentor, expert in optical mapping.

### CONTACTS /

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## RELEX SCIENTIFIC RESEARCH CENTER LLC

### A MULTI-FUNCTIONAL RELATIONAL DATABASE MANAGEMENT SYSTEM THAT HAS HIGH RELIABILITY FOR MOBILE AND INBUILT DESIGNS WITH REAL-TIME SUPPORT

#### COMPETITIVE ADVANTAGES /

A world-renowned, certified Russian universal database management system, successfully operating in the software and hardware systems of diverse sectors of the economy.

#### ESSENCE OF INNOVATIONS /

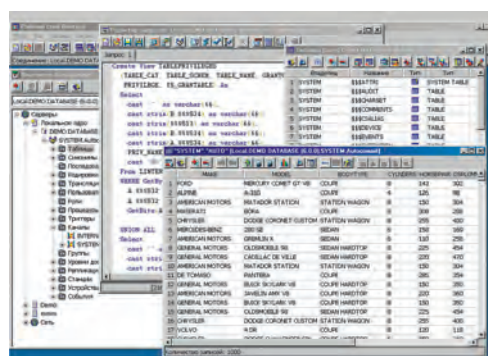
The innovation is the creation of an expandable spectrum of solutions and a technology to integrate mobile agents into the surrounding computation environment, with real-time support and efficient operation in cloud computations.

#### RESULTS ACHIEVED /

Database management system LINTER was exhibited several times at branch fairs, conferences, journal ratings covering information and communication technologies, and was a prize winner, awarded product of the year and the best software product in its category.

#### MARKET POTENTIAL /

Over 300 million licenses of the inbuilt version of LINTER were sold in the most technological region of the world, South East Asia, during the period of 2002 through 2011. From 2008 to 2011, the aggregate sales of licenses for DBMS LINTER in Russia increased by more than five times.



**THE TEAM /**  
 IGOR BOYCHENKO;  
 GENNADY FILATOV;  
 VITALY MAKSIMOV;  
 MIKHAIL ERMAKOV;  
 SERGEY GOLOVIN;  
 VADIM MELNIKOV;  
 ALEKSEY KISELEV;  
 DMITRY BORISENKOV.

#### CONTACTS /

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## ROCK FLOW DYNAMICS LLC

# SUPER COMPUTER TECHNOLOGIES FOR RESOLUTION OF STRATEGIC MODELING TASKS

### COMPETITIVE ADVANTAGES /

Multiple acceleration of model calculation compared with Western analogues developed in the 80's of the previous century. An advanced graphic interface with fully interactive management of the deposit model.

### ESSENCE OF INNOVATIONS /

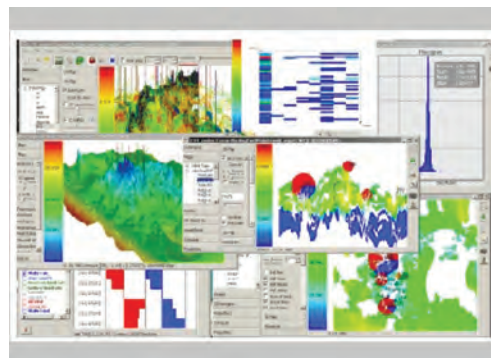
Methods have been developed that are several times faster than the existing methods for calculation of hydrodynamic models.

### RESULTS ACHIEVED /

A commercial version of the product was released. There are currently more than 500 active users in Russia, Kazakhstan, USA, Japan, Great Britain, Malaysia, China, Canada, UAE, Korea, India, Germany, Argentine.

### MARKET POTENTIAL /

The market of specialized software used to model oil and gas deposits is estimated to be USD 2 billion dollars.



### THE TEAM /

More than 50 highly qualified mathematicians and physicians involved in software development, mainly graduates of Moscow State University and Moscow Institute of Physics and Technology. Leading experts in the team have many years' experience in development of software solutions used to model the development of oil and gas deposits.

### CONTACTS /

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SKOLKOVO GRANTEE

## SDI RESEARCH LLC

# SEMANTIC MANAGEMENT OF REFERENCE DATA AT MACHINE BUILDING ENTERPRISES

### COMPETITIVE ADVANTAGES /

The semantic MDM system is configured for machinery production and allows to take into account specificity in design and management.

### ESSENCE OF INNOVATIONS /

The innovation of the project consists in an ontologic model of reference data adapted to conditions of machinery production facilities and operating on the basis of behavioral and interaction rules of technological facilities.

### RESULTS ACHIEVED /

A warehouse for intellectual reference data with basic content was developed. It performs the functions of an information search system.

### MARKET POTENTIAL /

The aggregate estimated volume of the market of potential presence of the product Semantic MDM is about USD 1.4 billion in the world scale.



### THE TEAM /

ANDREY ANDRICHENKO,  
PhD Eng., CEO;  
SERGEY GOROKHOV,  
director for development;  
PAVEL POLYAKOV,  
research director;  
ANTON SOLOVYEV,  
head of the research unit.

### CONTACTS /

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## TECHNOLOGIES OF INVERSE PROBLEMS LTD

# SODIS BUILDING SMIS FOR THE MONITORING SYSTEM OF BUILDING AND STRUCTURE UTILITY SYSTEMS

### COMPETITIVE ADVANTAGES /

The CSP method obtains both temporary diffractor cubes, containing images only of scattered elements  $c$  and traditional temporary cubes without such scattering elements (CSP reflectors).  
The accuracy is 70–80%.

### ESSENCE OF INNOVATIONS /

Formation of a new direction in commercial seismic exploration - seismic exploration with scattered waves.

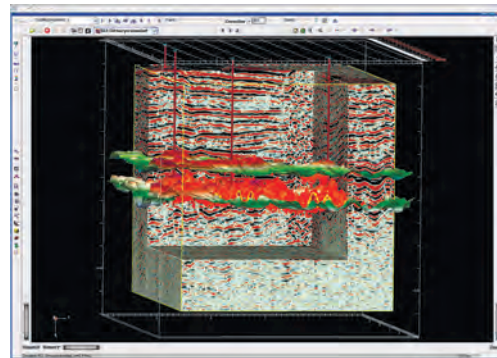
### RESULTS ACHIEVED /

The first stage of product implementation includes:

- a model for correction of accuracy of the CSP method for the spacial parameters of the 3D CDP data processing system;
- a model for improvement of efficiency.

### MARKET POTENTIAL /

The market for 3D seismic exploration in the development of continental and offshore deposits is a multi-billion industry (in the USA alone, approx. USD 1 billion is spent per year for seismic exploration research).



### THE TEAM /

VALERY BARANOV,  
CEO;  
GENNADY EROKHIN,  
technical director;  
SERGEY RODIN,  
development director;  
ANDREY KREMLEV,  
chief architect;  
ALEKSANDR BUGAEV,  
architect.

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## TTG LABS

# TECHNOLOGY AND MIDDLEWARE FOR SOFTWARE AUTOTUNING ON HYBRID PLATFORMS

### COMPETITIVE ADVANTAGES /

Key advantages of our platform-neutral solution consist in its ability to automatically tailor an application to the hardware and data structure, to increase significantly the application performance and to dramatically shorten the time-to-market.

### ESSENCE OF INNOVATIONS /

TTG Apptimizer enables a dynamic optimization (autotuning) of applications that run on GPU or hybrid platform. An application can optimize itself for a particular hybrid system and processed data after its source code has been slightly modified.

### RESULTS ACHIEVED /

The latest commercial version of our flagman product, TTG Apptimizer v1.0.3 Workstation Edition, was launched in May 2013. A Mini-Cluster Edition is now under development. A trial version of TTG Apptimizer is available at [ttglabs.com](http://ttglabs.com).

### MARKET POTENTIAL /

Worldwide market of HPC applications and services will reach \$12.5 billion by 2015 from \$9.9 billion in 2010 (Source: Intersect360, May 2013). Analysts estimate that 40 to 50 percent of these applications and services will relate to hybrid systems.



### THE TEAM /

Our core team consists of three developers with a 20+ years of experience in parallel programming, HPC, development for GPUs and hybrid systems. They have been involved in projects pursued by Intel, AMD, and Microsoft and hold several industry respected certificates.

### CONTACTS /

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## A1 SYSTEMS LLC

# A MOBILE ANTI-SPAM/ANTI-FRAUD SYSTEM DESIGNED TO PROTECT SUBSCRIBERS FROM SPAM, MALWARE AND FRAUD

### COMPETITIVE ADVANTAGES /

A new platform using highly efficient algorithms of SMS traffic identification.

### MAIN POINTS OF INNOVATION /

The subscriber protection system allows threats to be identified and blocked immediately by analyzing the qualitative traffic indicators using an intelligent identification system based on a conceptual traffic analysis model.

### ACHIEVED RESULTS /

The platform was implemented in 5 mobile phone companies. As shown by the statistics, up to 45% of all traffic passing through the platform is blocked as spam. A number of major mass-texting market players have installed the system.

### MARKET POTENTIAL /

Mobile phone companies are very interested in the newly developed system due to the high level of cybercrime in Russia.



### THE TEAM /

ANNA KASHNITSKAYA,  
B2B Department Manager;  
ALEXANDER SAYAPIN,  
Technical Director;  
ANDREI MEDVEDEV,  
Project Manager;  
PAVEL MITRENKO,  
Development Manager;  
ARTEM MAKOVETSKY,  
Lead Developer.

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## AVANPOST LLC

# A UNIQUE AUTOMATION SOLUTION FOR COMPANY ACCESS CONTROL

### COMPETITIVE ADVANTAGES /

The first complex product automating all the aspects involved in organizing and controlling access to a company's IT resources. Low TCO (total cost of ownership).

### MAIN POINTS OF INNOVATION /

The newly developed Avanpost Analytics system significantly simplifies the process of IDM implementation at a company regardless of its size by creating the appropriate access matrix and role structure. Applying this system will take the IDM segment to a completely new level of automation.

### ACHIEVED RESULTS/

Extension of the partner network in the CIS countries. We have completed the initial stage of our work of building the ID information and electronic key control subsystem based on the Avanpost 3.0 Software Package in the Automated Information System (AIS) "Nalog-3" of the Federal Tax Service of Russia.

### MARKET POTENTIAL /

The global market for IDM systems amounted to \$5.1 billion in 2013 and will reach \$10.4 billion by 2018, with the expected compound average growth rate (CAGR) estimated at 15.1% over a 5-year period from 2013 to 2018 (Business Wire data).



### THE TEAM /

ANDREI KONUSOV,  
General Director;  
ALEXANDER SANIN,  
Marketing Director;  
DMITRY VASILEVSKY,  
Technical Director.

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## BEZOPASNIY INTERNET (SAFE INTERNET) LLC

### BEZOPASNIY INTERNET OFFERS AN INTERNET TRAFFIC MONITORING SERVICE AND PARENTAL CONTROL TO PROTECT CHILDREN FROM RESTRICTED CONTENT, AS WELL AS ACTIVITY CONTROL IN SOCIAL NETWORKS

#### COMPETITIVE ADVANTAGES /

Linguistic algorithms are used to analyze social graphs and monitor children's social network activity. Platform expandability. Low TCO. Web 2.0 ready.

#### MAIN POINTS OF INNOVATION /

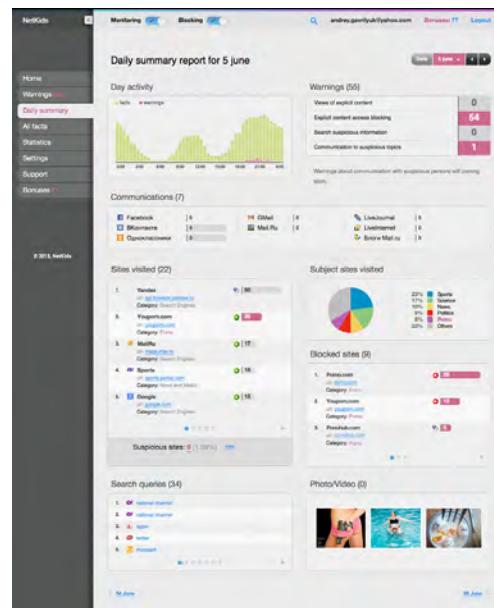
The product provides the full DPI infrastructure, so there is no need for external hardware or software support. On-line processing. High performance at 10 GB.

#### ACHIEVED RESULTS /

The product has been successfully tested by the leading Russian telecommunications operators. Sales started in the first quarter of 2014.

#### MARKET POTENTIAL /

The Security as a Service (SECaaS) market, based on Deep Package Inspection (DPI) and Business Intelligence (BI), has reached \$12.9 billion and is expected to increase by 100% over a five-year period.



#### THE TEAM /

Vitaly Sattarov, General Director, with 10 years' experience as the Technical Director at InfoScan.  
 Alexey Voronin, Business Development, with 10 years' experience as the Electronic Commerce Department Manager at Ramblers.  
 Pavel Velikhov, Scientific Consultant, Co-Founder of ENOSYS Software.

#### CONTACTS /

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## CEZURITY LLC

# A NEW GENERATION OF PROTECTION AGAINST A BROAD RANGE OF MALWARE AND CYBER ATTACKS

### COMPETITIVE ADVANTAGES /

A new level of accuracy in detecting malware, the capability to detect targeted attacks (APT, Advanced Persistent Threats).

### MAINPOINTSOFINNOVATION /

Use of cloud computing and AI methods for Big Data analysis.

### ACHIEVED RESULTS /

In 2013, tens of thousands of home users were able to remove malware from their computers free of charge using one of Cezurity's products, an antivirus scanner. Much of the malware that was blocked by the Cezurity scanner had gone undetected by more popular antivirus solutions that are based on traditional malware and virus detection methods.

### MARKET POTENTIAL /

Products and solutions for one of the fastest-growing segments of the IT market. Since its founding, the company has focused on developing new Information Security technologies to protect business information systems as well as home users against the ever-increasing cyber security threats. Today malware is written by professionals, cyber-attacks are carefully coordinated and the number of threats has increased dramatically. Traditional solutions can no longer offer reliable protection. They cannot cope with the rapid growth of the number of malware programs and are often easily switched off by perpetrators, becoming unable to withstand even low-level attacks.



### THE TEAM /

The company was founded by information security and data analysis specialists.

### CONTACTS /

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Tkachenko

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## ECHELON INNOVATIONS LLC

# A CLOUD PLATFORM FOR TESTING THE QUALITY AND SECURITY OF SOFTWARE BASED ON STATIC AND DYNAMIC CODE ANALYSIS

### COMPETITIVE ADVANTAGES /

High productivity, good scalability.  
No limitations on the source code size.  
Conformance to industry standards.  
Low cost of software testing.

### MAINPOINTSOFINNOVATION /

A Software as a Service cloud computing solution for testing software.  
The solution can be accessed 24/7/365.  
The solution makes use of cutting-edge advances in static and dynamic analysis to look for defects in the source code.

### ACHIEVED RESULTS /

The service' architecture has been developed, as well as the core for static and dynamic code analysis, and the basic audit management environment.

### MARKET POTENTIAL /

According to IDC data for 2012, corporations spent over \$50 billion on testing their software. The agency predicts that these expenditures will double by 2015. The company expects to make a profit of RUB 50 million in the first year of operation.



### THE TEAM /

**ALEKSEY MARKOV**,  
Head of the Project, PhD in Technical Sciences, Senior Scientist, CISSP, SBCI, lecturer at the Bauman Moscow Technical University;  
**VALENTIN TSIRLOV**,  
Lead Researcher, Candidate of Technical Sciences, CISSP, CISM, ABCI, lecturer at the Bauman Moscow Technical University;  
**ANDREY FADIN**,  
Lead Developer, CISSP.  
**ALEXEY SHCHERBAKOV**,  
Lead Expert, GSSP, SCEA, SCJP, member of OWASP, WASC.

### CONTACTS /

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## FLAK RESEARCH LLC

# SECUTER — HARDWARE-BASED SOLUTION FOR DIGITAL IDENTITY AND ROBUST INTERNET SAFETY

### COMPETITIVE ADVANTAGES /

Easy-to-use high performance solution provides the best-in-class security for its price. Rich and scalable functionality. Dedicated and certified hardware and software only. NO extra costs to support FLAK solutions on server side.

### ESSENCE OF INNOVATIONS /

Secuter processes all inbound or outbound IP packets and performs filtering, scanning, blocking, encryption/decryption etc. in a real-time mode. All the PC interfaces are supported.

### RESULTS ACHIEVED /

The beta version is launched.  
 Small-scale production starts in Feb'14.  
 Mass production starts in June'14.  
 The agreements with industry leaders are signed. The European commercial office is opened.

### MARKET POTENTIAL /

Expected that more than 20 million devices to be sold in 5 years. More than 1 billion Web services users will be interested in protection of personal information in 2016.

### THE TEAM /

VICTOR SAMSONOV,  
 CEO.  
 Prof. at SPb. State Polytech. Univ. (PSPU), PhD  
 (Technical Cybernetics);  
 MAXIM KOSTIN,  
 CTO.

### CONTACTS /

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SKOLKOVO GRANTEE

## GROUP-IB

# SOPHISTICATED ANTI-FRAUD, SPIR & ANTIPHISHING AND FORENSIC SOLUTION THAT HELPS TO PREVENT CYBERCRIMES AND INVESTIGATE COMMITTED CRIMES

### COMPETITIVE ADVANTAGES /

Sophisticated anti-fraud, SPIR & antiphishing and forensic solution that prevents cybercrimes and investigate committed crimes. Reveals malicious and harmful software during attacks and at the preparation stage. The solution can be distributed via SAAS, software licensing and hardware & software bundles Low total cost of ownership.

### ESSENCE OF INNOVATIONS /

Expert systems and systems with artificial neural networks and fuzzy logic implemented in the newest technology data mining.

### RESULTS ACHIEVED /

Software architecture and alpha version of the core components is developed.

### MARKET POTENTIAL /

The global eDiscovery and Computer Forensic markets estimated at \$2,43B and will increase at CAGR of 25% for the next years (Forester).

# GROUP | IB |



Pr

### THE TEAM /

ILYA SACHKOV,  
Founder and CEO;  
ALEXANDER BATENEV  
Head of R&D;  
ALEXEY NAZAROV  
Scientific consultant.

### CONTACTS /

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## INFOTRUST LLC

# CLOUDFUZZER IS A SOFTWARE AS A SERVICE PLATFORM FOR ANALYZING WEB-SERVICE SECURITY

### COMPETITIVE ADVANTAGES /

A fully automated service.  
High productivity (25-30% faster).  
No source code needed for testing.  
Low price (2-3 times cheaper).

### MAINPOINTSOFINNOVATION /

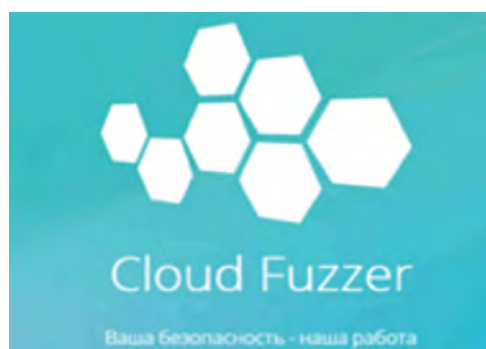
An original new technology that combines the benefits of all major modern web-service analysis methods, allowing it to achieve high productivity while minimizing the number of false alarms.

### ACHIEVED RESULTS /

The first version has been released.  
Sales started in Q2, 2013.

### MARKET POTENTIAL /

The global market for security and reliability testing was estimated at \$4.3 billion in 2012 and is expected to reach \$5.8 billion by 2015. Globally corporations spent over \$50 billion to have their software tested in 2012 and these expenditures are expected to double by 2015 (IDC data).



### THE TEAM /

**MAXIM SHUDRAK**,  
CEO and Co-founder, with 4 years' experience in the industry, carried out grant work in Kaspersky Lab and Intel;  
**VYACHESLAV ZOLOTAREV**,  
Candidate of Technical Sciences specializing in Information Security, 9 years in the industry, Co-founder;  
**TEIMUR KHEIRKHABAROV**,  
Chief Technical Officer, 4 years in the industry, winner of the Black Hat 2013 CTF Conference on Information Security in California, USA.

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## IVIDEON LLC

# A CLOUD SURVEILLANCE SERVICE AND A WHITE-LABEL PROVIDER OF THIS SERVICE FOR ISP, MOBILE OPERATORS AND OTHER COMPANIES WISHING TO OFFER SUCH SERVICE TO THEIR CLIENTS

### COMPETITIVE ADVANTAGES /

We ensure a higher pace and quality of technological development as compared to our competitors. As of today, we are at least 2 years ahead of all other existing solutions

### ESSENCE OF INNOVATIONS /

Ivideon makes remote surveillance incredibly simple, affordable and safe. Video surveillance, that in the past could be afforded by big corporations only, is now open to everyone. And it's simple.

### RESULTS ACHIEVED /

400 000+ registered users. More than a dozen datacenters all over the world. Best iOS and Android apps with more than 200 000 downloads. Find more at [www.िवideon.com](http://www.िवideon.com).

### MARKET POTENTIAL /

IMS Research agency has determined the most promising trends in the surveillance market. One of them became the Video Surveillance as a Service (VSaaS). A new digital systems market is the most dynamic and is steadily growing by 12-18% every year.



### THE TEAM /

Strong development team of Ivideon has experience both in professional video surveillance and highload Internet projects including computer vision and cloud infrastructure building.

### CONTACTS /

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[www.िवideon.com](http://www.िवideon.com)

## LABORATORY ELANDIS LLC

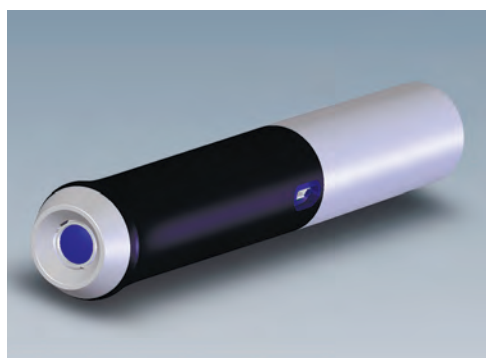
### ELECTRONIC SIGNATURE SYSTEM

#### COMPETITIVE ADVANTAGES /

The solution uses the basic advantage of an electronic analog-digital signature over a digital electronic signature.

#### ESSENCE OF INNOVATIONS /

One of the main advantages of this solution is that the private key of a digital signature belongs not to a person but to a device. Therefore, all cryptographic features are «transferred» to the device.



#### RESULTS ACHIEVED /

A team of professional developers has been formed. Patent applications have been filed. The prototype will soon be completed. Grants have been received from the Ministry of Economic Development and the Bortnik Foundation.

#### MARKET POTENTIAL /

According to expert estimates, the Russian economy loses about 900 billion rubles every year in paper document flow. The main focus of the project is to make an electronic signature as simple as a standard signature on a paper document.

#### THE TEAM /

DMITRY GERTNER,  
CEO, Project Manager;  
VLADIMIR IGNATENKO,  
Chief Engineer, development  
of electronics and low-level software,  
coordination of programmers' work;  
TIMOFEY SIZONENKO,  
Chief Programmer, system programming;  
ALEKSEY LAPSHIN,  
programming engineer, low-level  
programming.

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## NATALYA KASPERSKY INNOVATION CENTER

### «ZINC» – A UNIVERSAL PLATFORM FOR ANALYSIS, MANAGEMENT AND CONTROL OF INFORMATION IN THE MODERN INFORMATION SPACE

#### COMPETITIVE ADVANTAGES /

Quality of detection of information – up to 85% for all types of files. Protection of information kept on remote servers (in a cloud). Monitoring of information created and distributed outside the perimeter.

#### ESSENCE OF INNOVATIONS /

A complex platform to control information, uniting analysis and controlling information in centralized and distributed data warehouses.

#### RESULTS ACHIEVED /

Basic technologies were developed; inventions have been patented; the complex architecture was created with the support of by-module connections of technological units. Product distribution prepared based on finished modules.

#### MARKET POTENTIAL /

The market of data loss prevention (DLP). IDC amounted to USD 446.7 million in 2011.

Gartner amounted to USD 425 million in 2011;

USD 535 million in 2012, the forecasted growth in 2013 is up to USD 670 million.



#### THE TEAM /

NATALYA KASPERSKAYA, investor, initiator, ideologist;  
EKATERINA PSHEKHOTSKAYA, design and implementation of systems for automated processing of the natural language;  
ALEKSANDR SHABANOV, system architect;  
ALEKSANDR KLEVTSOV, product manager.

#### CONTACTS /

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## ONSEC INC

# EFFECTIVE PROTECTION FROM ATTACKS ON WEB APPS DEVELOPED BY RECOGNIZED WEB SECURITY EXPERTS

### COMPETITIVE ADVANTAGES /

In addition to blocking attacks, the solution also detects vulnerabilities in web apps. The solution does not rely on comparing virus signatures and does not require advanced set-up. The solution can easily be scaled up for heavy-load projects. The least possible false alarms and useless noise in the user interface.

### MAINPOINTSOFINNOVATION /

Wallarm automatically profiles the structure of your web application and your users' behavior, allowing it to easily detect any anomalies that may be a cover-up for an attack, including attacks exploiting zero-day vulnerabilities.

### ACHIEVED RESULTS /

The solution has been deployed by a number of major Russian Internet projects and has been integrated with partner solutions.

### MARKET POTENTIAL /

In 2013 the market for web app firewalls reached \$437 million (IDC data).



### THE TEAM /

Wallarm was developed by Onsec, a leader in web app security systems with a large portfolio of projects completed for banks, payment systems and major e-commerce companies.

### CONTACTS /

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## PROTECTION TECHNOLOGY RESEARCH LLC

### PROTECTION FROM UNAUTHORIZED USE AND CONTROL OF THE DISTRIBUTION OF APPLICATIONS FOR MOBILE DEVICES

#### COMPETITIVE ADVANTAGES /

Tamper-resistant security systems. Multi-platform.  
Mobility. Design compatibility. Universality.  
Multi-functionality.

#### ESSENCE OF INNOVATIONS /

Application of unique methods for protecting the code of applications from analysis (obfuscation) and modification. This ensures a high degree of protection with relatively little size and high speed of the code.

#### RESULTS ACHIEVED /

Research has been conducted for determining specifications of the program design of all main systems and sub-systems of the product.

#### MARKET POTENTIAL /

The market for mobile software applications and content is growing all over the world and is worth 2 trillion rubles today. The development of the market has attracted malefactors of various kinds, including pirates and hackers. In some cases, piracy reaches 90%.



#### THE TEAM /

ROMAN KIRILIN,  
CEO, 20 years of experience in the area of project management;  
YULIA TITOVA,  
development director, 10 years experience in operational management at IT companies;  
ALEKSANDR ZATSEPIN,  
CTO, 10 years experience in management of developments;  
SERGEY POLYAKOV,  
scientific advisor, 20 years experience of scientific work.

#### CONTACTS /

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## SECURITY STRONGHOLD LLC

# AN ANTIVIRUS SOLUTION THAT CAN PREVENT THE SPREAD OF COMPUTER VIRUSES WITHOUT HAVING TO WAIT FOR VIRUS DATABASE UPDATES AND WITHOUT THE END USER HAVING TO GET INVOLVED

### COMPETITIVE ADVANTAGES /

The solution offers a new level of protection, even against threats that are yet unknown and against the spread of computer viruses.

### MAINPOINTSOFINNOVATION /

The solution uses AI systems in combination with statistical probability scanning, constantly sharing information about types of threats with the part of the system running in the cloud.

### ACHIEVED RESULTS /

The beta version of the product is being tested by 5 thousand users. The version includes antivirus protection, a firewall, a cyber-threat protection unit as well as protection against Trojans. The previous version of the system has been downloaded 2 million times, in addition to over 30,000 paid users.

### MARKET POTENTIAL /

The global antivirus market was estimated at \$20 billion in 2012 and is expected to reach \$30 billion by 2020. The sector targeted by the product has a 5% share of the global market.



### THE TEAM /

Konstantin Artemyev, Head of the Project, 8 years' experience as an IT security entrepreneur.

Valery Laptev, Research Consultant, 20 years' experience, Candidate of Technical Sciences, Astrakhan State Technical University. Instructor in the Automated Management and Information Processing Systems Department.

The team includes 6 employees having over 6 years' experience in developing and selling antivirus solutions.

### CONTACTS /

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## SONDA PRO LLC

# FINGERPRINT-BASED BIOMETRIC INFORMATION SECURITY SYSTEMS

### COMPETITIVE ADVANTAGES /

The high quality of Sonda's biometric algorithms has been repeatedly confirmed at many international contests and tests carried out by the International Biometrics Industry Association and the National Institute of Standards and Technology: FVC, NIST, SlapSerg, MINEX, IPI RAN.



### MAINPOINTS OF INNOVATION /

High speed, reliability and accuracy of identification even when working with databases containing millions of records are ensured by special algorithms and proprietary data structures and templates.

### THE TEAM /

ANATOLY BOKOV

CEO and Co-founder;

The company staff comprises 40 people, including four PhD in Technical Sciences and one Dr.Sc.

### ACHIEVED RESULTS /

61 patents for biometric solutions, including identification methods, algorithms, software and hardware solutions. 12 software products are registered with the Federal Service for Intellectual Property, Patents and Trademarks.

### MARKET POTENTIAL /

The market for biometrical access control systems has been growing steadily over recent years. Businesses have been taking a great deal of interest in information security. The market is growing at about 20% a year as increasingly more biometric identification systems are being deployed.

### CONTACTS /

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## STC INNOVATIONS LLC

# BIOMETRICAL SECURITY SYSTEMS ON THE BASIS OF ARTIFICIAL INTELLIGENCE

### COMPETITIVE ADVANTAGES /

VoiceKey.OnePass involves two biometric technologies: speaker authentication and facial recognition.

User friendly solution: the combination of two technologies is quite a natural and obvious choice for smartphone. Standard smartphone microphone and camera are enough to get facial image and voiceprint.

Liveness Detector.

Supported platforms: Android, IOS.

### ESSENCE OF INNOVATIONS /

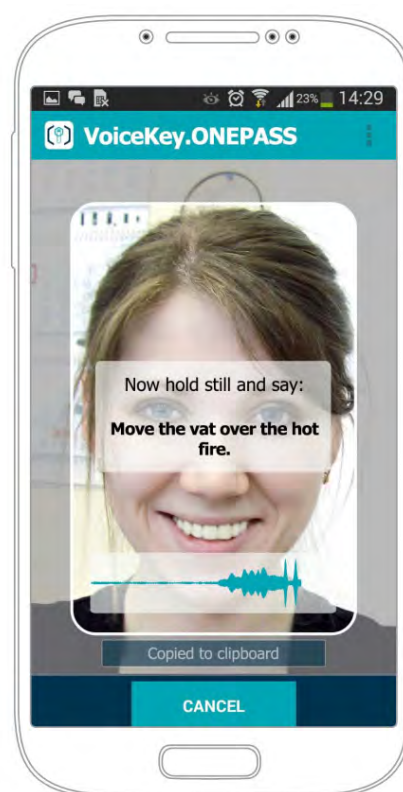
The basis of the design is the algorithm core, based on principles of artificial intelligence for simultaneous processing of the various biometrical signs of a person, and provides reliable identification results with a high degree of accuracy .

### RESULTS ACHIEVED /

A multi-modal biometrical platform was developed ensuring the possibility of contactless identification of a person by voice and face. A line of finished programs for various customers was formed on this basis.

### MARKET POTENTIAL /

A developed line of multi-modal biometrical solutions may be integrated into state and corporate security and control systems. Solutions are realized both for stationary PC and for mobile devices.



### THE TEAM /

MIKHAIL KHITROV,  
PhD Eng., CEO, founder and CEO  
of STC LLC, head of the SIS department  
at the National Research University  
of Information Technologies, Mechanics  
and Optics, a member of IEEE, ISCA;  
YURI MATVEEV,  
Dr.Sc.Eng., prof., research manager;  
ALEKSEY KHITROV,  
head of the direction of commercialization  
in the global market, MBA;  
ALEKSEY DOBROTVORSKY, executive  
director.

### CONTACTS /

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## TRAFICA LLC

# MONITORIUM – AN INFORMATION FLOW ANALYSIS SYSTEM

### COMPETITIVE ADVANTAGES /

Easy to install.  
 Fast to implement.  
 Does not interfere with the LAN.  
 Mobile.  
 Guaranteed data blocking.

### ESSENCE OF INNOVATIONS /

The system is based on detailed analysis of output and input network traffic IP packets, applying DPI (Deep Packet Inspection) technology.

### RESULTS ACHIEVED /

A competitive solution was developed to meet the requirements of small, medium and large businesses.

### MARKET POTENTIAL /

The Russian market (small and medium-sized businesses), and European countries. The markets of the CIS countries, Africa and Latin America.



### THE TEAM /

VLADIMIR DENEZHKIN,  
 CEO;  
 MAKSIM SCHERBAKOV,  
 the commercial director;  
 LEONID ZHUKOV,  
 the technical director;  
 STEPAN KAZAKOV,  
 the developer.

### CONTACTS /

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## VOCORD SOFTLAB LLC

# DESIGN AND DEVELOPMENT OF PROFESSIONAL VIDEO SURVEILLANCE SYSTEMS AND TELECOMMUNICATIONS SOLUTIONS

### COMPETITIVE ADVANTAGES /

Proprietary development of hardware and software systems. A unified hardware and software platform supports open international standards. Equipment certification. A team of professional engineers and programmers. Quality management system.

### ESSENCE OF INNOVATIONS /

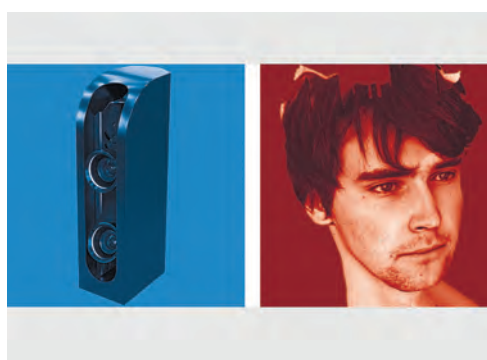
Research, development and commercialization of technologies of machine 3D vision, modeling and recognition of real world objects.

### RESULTS ACHIEVED /

Technological leadership due to broad industry expertise. Vocord and its products have been included in the Register of the Moscow Innovation Development Centre. Professional association memberships include ONVIF, PSIA, AIA, and the Russian Biometric Society.

### MARKET POTENTIAL /

The market potential is unlimited as the advanced products developed have no peers in Russia or abroad.



### THE TEAM /

ALEXEY KADEISHVILI,  
CTO;  
DENIS MASSINO,  
Head of hardware developers  
department;  
ALEXANDER SOKOLOV,  
D.Sc., Head of R&D department;  
IGOR LAGUNOV,  
Head of video proceeding department;  
ALEXEY DMITRIEV,  
Head of software developers department.

### CONTACTS /

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SKOLKOVO GRANTEE

## ANGIOSKAN-INTELS LLC

### ANGIOSCAN MOBILE DIAGNOSTIC SYSTEM

#### COMPETITIVE ADVANTAGES /

The system was a finalist in the IBM Smart Camp and Skolkovo MD competitions and was awarded prizes by RVC and the Bortnik Foundation.

#### ESSENCE OF INNOVATIONS /

Angioscan is an innovation technology that enables early professional cardiovascular system diagnostics for detection of cardiovascular diseases prior to the manifestation of any clinical symptoms.

#### RESULTS ACHIEVED /

The company has signed partnership agreements with global market leaders (Intel, Samsung Electronics, IBM, Prestigio, Contec), and is part of the Federal Special Purpose Program titled Development of the Electronic Component Base and Radio Electronics in the Russian Federation. Since January 2013, the company has been a Skolkovo participant.

#### MARKET POTENTIAL /

Taking into account both the explosive growth of information technologies and the level of public health in Russia, the constantly growing market for diagnostic medicine has vast potential.



#### THE TEAM /

A. PARFYONOV, Dr.Sc.Med., Professor, Company president and shareholder. The devices are based on his scientific method for evaluating arterial function.  
Y. ZOBININ, CTO and shareholder;  
D. KOVALENKO, General Director and representative of GUTA Group, investor in the project.

#### CONTACTS /

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## CARBON VALLEY MSK LLC

# CLOUD SYSTEM FOR MEDICAL RESEARCH AND HEALTH INFORMATION MANAGEMENT: BIOINFORMATICS TO ANALYZE LARGE VOLUMES OF DATA IN HEALTH CARE

### COMPETITIVE ADVANTAGES /

We offer a cost effective and practical bio-IT system to deal with the concerns of real patients, doctors, the biopharmaceutical industry and the Ministry of Health. We produce high-quality biomedical data for use in commercial R&D.

### ESSENCE OF INNOVATIONS /

A set of original methods and tools for intergrating heterogeneous high-quality clinical data based on electronic health records, a biobanking system and a laboratory network to support Biopharm R&D and national healthcare.

### RESULTS ACHIEVED /

General architecture, workspaces, system interfaces, communication modules, specialized medical history and records of remote biobanking have been created. Customers from the USA use the basic module for biotech R&D.

### MARKET POTENTIAL /

Entering a global market that has a volume of USD 53.8 billion in 2014 and by 2018 will grow by 16.1% annually through Biopharm R&D, medical-clinical and diagnostic systems, biobanking and related healthcare industries.

# carbonvalley/

### THE TEAM /

YAN VALLE,  
the project initiator, has 20 years of experience in IT, biotech, healthcare and the most important consumer segments. The consultants include;  
ALEKSANDR SIGOV,  
prof., Academician of the Russian Academy of Sciences;  
TORELLO LOTTI  
prof., President of the World Health Academy (Switzerland).

### CONTACTS /

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## CARGOONLINE LAB LLC

# CARGOONLINE IS A CLOUD PLATFORM FOR PLANNING, MONITORING, ANALYSIS AND PREDICTION

### COMPETITIVE ADVANTAGES /

Automated process of freight transportation control in real time, which greatly reduces the workload of companies and increases the likelihood of compliance with delivery terms .

### ESSENCE OF INNOVATIONS /

By combining the capabilities of existing infrastructure and the best practices of all market participants in freight transport by road, each participant is provided full control and transparency in the entire process.

### RESULTS ACHIEVED /

Used in more than 20 companies (the largest players in the logistics services market). Began the commercialization of freight transportation control systems. The hypothesis is supported by the market, product, and method of distribution and monetization.

### MARKET POTENTIAL /

The global market - USD 4.9 billion.



### THE TEAM /

More than 10 professionals with the required industry, product, technical and scientific expertise. Experience of successful projects in these areas for more than 7 years, in some for more than 15 years.

### CONTACTS /

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## CENTROBIT LLC

# DEVELOPMENT OF AN ELECTRONIC COMMERCE PLATFORM «AGORA» AND SAAS PORTAL

### COMPETITIVE ADVANTAGES /

Fast integration with the ERP of the supplier on account of the innovation technology of software connector - self set-up or less than 20 men/hour.  
API for online update of the content on the web site of an internet shop.

### ESSENCE OF INNOVATIONS /

Agora is connected to the ERP/ accounting system (1C, Dynamics, SAP) of the supplier using a data exchange module developed by Centrobite.

### RESULTS ACHIEVED /

The product has been installed in over 30 companies.  
The company is in the TOP 3 RUSSIAN STARTUP RATING 2012.  
Awarded an index of investment attractiveness AAA.

### MARKET POTENTIAL /

Automation of electronic purchases in the SMB in the Online mode sector.  
The revenues forecast are in excess of RUB 200 million for 2014, according to the current business model.  
The approximate volume of the world market is USD 10-12 billion.



### THE TEAM /

KONSTANTIN TROFIMOV,  
CEO.

The team consists of 15 persons.  
Members of our company created several successful projects in the field of IT and e-commerce, and have rich experience working at banks and major Russian IT companies.

### CONTACTS /

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## CODEWEB LTD

# MOBICON – SAAS-SOLUTION FOR DEVELOPMENT AND MAINTENANCE OF HTML5 APPS UTILIZING EXISTING FLASH ART AND GRAPHICS

### COMPETITIVE ADVANTAGES /

MobiCon is a SaaS solution designed for development and maintenance of HTML5-based apps, including eLearning digital content. MobiCon allows importing existing Art and Graphics in popular formats, such as Flash. It provides the development infrastructure that decreases the overall cost of ownership of digital education content by 40-80%. The solution incorporates a WYSIWYG editor for programming code, graphics, and is integrated with most common and popular JavaScript frameworks. MobiCon provides the means to seamlessly deliver the results on multiple platforms including PC and mobile without any changes to the code.

### ESSENCE OF INNOVATIONS /

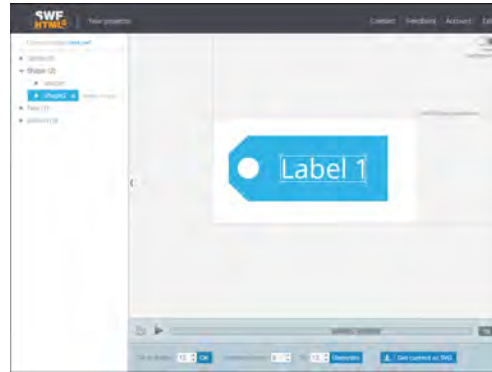
A new approach to the conversion process different from the existing on the market. Proprietary conversion algorithms while promoting open international standard for animations and graphics (Unified Graphics Markup Language). Innovative embedded rendering algorithms adaptive to the delivery platform.

### RESULTS ACHIEVED /

The project is being prepared for the round “A” investment. A detailed business plan is prepared. The architecture and technical specification is developed. Feasibility analysis is successfully completed. The company designated a team of highly experienced professionals. First customers of the future product are identified and secured.

### MARKET POTENTIAL /

MobiCon is focused on eLearning digital content market. The target audience includes leading international publishers, universities and eLearning corporations. The addressable



market is estimated by international experts as \$5.4 bln.

### THE TEAM /

The project team gathers highly qualified eLearning professionals (including two internationally recognized), software developers, and QA engineers. The eLearning market experience of the team members varies from eight to 25 years.

### CONTACTS /

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## DAMASK LLC

THE DAMASK QUEUE MANAGEMENT SYSTEM IS A MODERN HARDWARE AND SOFTWARE SYSTEM USED TO ORGANIZE SERVICES AND MANAGE VISITOR FLOWS IN COMMERCIAL AND PUBLIC INSTITUTIONS

### COMPETITIVE ADVANTAGES /

The DAMASK queue management system is based on WDC (Winning a Demanding Customer) methodology.

### ESSENCE OF INNOVATIONS /

Zero time installation – a technology that reduces installation time and provides the possibility of introducing the queue management system without a specialized installation company.

### RESULTS ACHIEVED /

This includes more than 3500 facilities in government and commercial organizations throughout Russia. Annual turnover is over USD 4 million.

### MARKET POTENTIAL /

Market potential: over USD 300 million (Russia and CIS market). Company expects to gain access to foreign markets with a potential of over USD 600 million.



### THE TEAM /

ALEKSANDR DRUGOV,  
project manager, ceo of damask llc;  
ALEKSANDR MILMAN,  
executive director;  
PAVEL MIRONOV,  
CTO;  
ARTEM KRUTIKOV,  
head of the project office.

### CONTACTS /

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## DASHBOARDS SYSTEMS OJSC

BOARDMAPS IS A SOFTWARE PRODUCT FOR COLLECTIVE MANAGEMENT BODIES INCLUDING BOARDS OF DIRECTORS, COMMITTEES AND MANAGEMENT BOARDS

### COMPETITIVE ADVANTAGES /

Focuses on problem flow (Problem Lifecycle Management), setting and monitoring orders and progress reports, integration with video, voting in person, remote and absentee voting using a digital signature in accordance with GOST for iPad.

### ESSENCE OF INNOVATIONS /

BoardMaps is the world's first problem flow system in which the problem and all related activities are the central element for interaction of the members of the collegial management body.

### RESULTS ACHIEVED /

The team has been created, and a partnership has been established with National Association of Corporate Secretaries, the Russian Institute of Directors, the Association of Independent Directors. BoardMaps 1.3 has been released (web and iPad versions, hosting on the customer's server or in the cloud).

### MARKET POTENTIAL /

BoardMaps focuses on the corporate governance automation market. The potential size of the market in Russia is USD 200 million (an increase of 25% per year). The potential volume of the world market is over USD 3 billion (an increase of 15% per year).



### THE TEAM /

V. BERNSTEIN,  
CEO, 17 years of experience in Russian and American companies and private equity funds;  
A. VRUBEL,  
Chief Technology Officer, over 18 years of experience in developing corporate software.

### CONTACTS /

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## DIALOGGY LLC

PLATFORM FOR CONNECTING COMPANIES AND THEIR CUSTOMERS. TECHNOLOGY ALLOWS TO SOLVE OPERATIONAL DECISIONS FOR ANY PROBLEMS!

### COMPETITIVE ADVANTAGES /

Notification a company about the problem and its response to the client within the minute. High transparency and objective reviews.

### ESSENCE OF INNOVATIONS /

Designed platform allows to increase the processing speed of incoming client requests and the companies' responses via sms alerts.

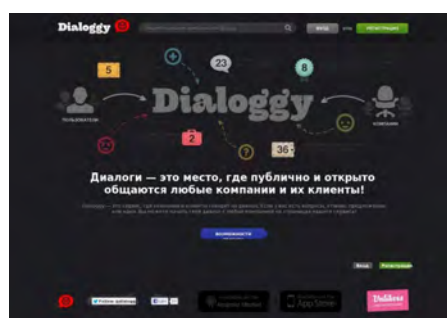
### RESULTS ACHIEVED /

Web portal is developed, mobile application is designed and system is set up for sms notifications.

Partnership with major companies (AUCHAN, Svyaznoy, Perecrestok and other)

### MARKET POTENTIAL /

Today, the market of specialized CRM systems estimated around 2 billion USD.



### THE TEAM /

Dialoggy is the brainchild of talented team of specialists in the fields of IT, CRM, social marketing and other. Our specialists are young, but in their sphere they are highly professional, very energetic and goal-oriented.

### CONTACTS /

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## DIASOFT SYSTEMS LLC

# DEVELOPMENT OF AN INNOVATION ECOSYSTEM OF FINANCIAL APPLICATIONS BASED ON SOA AND CLOUD COMPUTING

### COMPETITIVE ADVANTAGES /

This is an innovation ecosystem with a minimal cost of implementation and a fast time to market.

Proper architecture.

New life for legacy systems.

The operating efficiency is due to the use of an ecosystem for business applications.

### ESSENCE OF INNOVATIONS /

The project involves the development of an expandable range of business applications that can solve the problem of functional content of the software architecture specified by the customer based on the innovative FLEXTERA platform.

### RESULTS ACHIEVED /

The architecture of the FLEXTERA business framework has been created, and the functional and system design has been completed. Load testing of key infrastructure components has been successfully completed.

### MARKET POTENTIAL /

The possibility of large-scale projects with the largest companies, as well as access to international markets in Europe, China, emerging markets (Eastern Europe, Asia, Africa, Latin America, Middle East) and the CIS.



### THE TEAM /

ALEKSANDR GLAZKOV,

project director;

KONSTANTIN VAROV,

chief designer;

ALEKSANDR SCHMID,

scientific consultant.

### CONTACTS /

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## DIGITAL LOYALTY SYSTEM LLC

ASTEROID, «SMART» MOBILE VERTICAL SEARCH TECHNOLOGY BASED ON MULTIPLE CUSTOM SEARCH FILTERS, FOCUSING QUERIES TO THE MOST RELEVANT. SEARCH SERVICE OR WEB RESOURCES

### COMPETITIVE ADVANTAGES /

Provides for identification of buyers by any bank card. Saves information about the buyer and the contents of the purchase by cash or non-cash payment.

### ESSENCE OF INNOVATIONS /

DLS service is created using existing bank cards from different issuing banks (Magstripe, EMV, NFC) as well as existing POS terminals from different acquiring banks.

### RESULTS ACHIEVED /

The business concept and business model of the project have been developed, the architecture of the prototype and the prototype of basic functionality have been developed. Pilot implementation is planned in the Republic of Tatarstan.

### MARKET POTENTIAL /

The market's potential is measured by the volume of retail trade and the number of bank cards for service implementation. The volume of retail trade in Russia in 2012 was USD 375 billion, while the volume of global retail was about USD 10 trillion dollars.



### THE TEAM /

VILDAN HUSSAINOV,  
founder, CEO;  
VADIM KLYASHEV,  
technical manager of the project;  
LEONID MAMYKIN,  
Business Development Director.

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## EDUCATION REVOLUTION RESEARCH AND DEVELOPMENT LLC

### DNEVNIK.RU

#### COMPETITIVE ADVANTAGES /

The proprietary technological SaaS solution, freemium model, combination of three modules (remote training, school management, social network) + integration with governmental service portals, active work with schools, high-quality products.

#### ESSENCE OF INNOVATIONS /

Combination of modules of electronic document flow, remote education, social network as well as integration with governmental services.

#### RESULTS ACHIEVED /

30,000 schools, over 7 million users, international expansion, membership in WEF Technology Pioneers 2014, numerous awards (including twice winner of the Runet award, the winner of the UN World Summit Award in the category of «e-Learning & Education»).

#### MARKET POTENTIAL /

According to government regulations, starting from January 1, 2014, all schools shall provide some services in electronic form, including information on academic performance and maintenance of an electronic diary and journal. The current share of the school market for Dnivnik.ru is ~ 60%.



#### THE TEAM /

GAVRIIL LEVI,  
CEO;  
ALEKSANDR LUKASHOV,  
CTO;  
EKATERINA KISELEVA,  
development director;  
NATALYA AFANASYEVA,  
commercial director.

#### CONTACTS /

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## ELEMENT LLC

### BUSINESS MANAGEMENT SYSTEM ELEMENT PRO

#### COMPETITIVE ADVANTAGES /

Combination of complicated functional and organizational designs in an easily comprehensible form. Accounting for branch specialities. The possibility to evaluate the contribution of each participant in a joint venture.

#### ESSENCE OF INNOVATIONS /

Several approaches are used which set-up the system without the need to learn complicated methodologies and specifications. The main innovation is the development of mechanisms which make it possible to assess the influence of each specialist on key sectors of the company.

#### RESULTS ACHIEVED /

A beta version of a system with basic functionality was developed and is already being used in several friendly companies. Key partners were found and negotiations are underway to begin distributing the system.

#### MARKET POTENTIAL /

The system can be used both in small/ medium business and large business (for example, separate departments). One of the first branch versions of the system was developed taking into account the needs of construction and design organizations.



#### THE TEAM /

Key specialists have dealt with development of software for joint work for 10 (and more) years. This accumulated experience allows them to focus on the possibilities which are necessary for joint work. Active cooperation with external specialists dealing with integration of SW in large holdings.

#### CONTACTS /

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## FLEXBBY SOLUTIONS LLC

# FLEXBBY – A PLATFORM FOR DEVELOPMENT OF CLOUD SERVICES, BUSINESS APPLICATIONS, MOBILE APPLICATIONS

### COMPETITIVE ADVANTAGES /

Guaranteed compliance of system functionality and architecture with the customer's requirements. It is possible to manage flexibly changes in system functionality. Scalable and open architecture.

### ESSENCE OF INNOVATIONS /

A multi-level client-server architecture. Unique approaches to implementation of API and development of the application.

AJAX-based crossplatform technology for the web client and the native client for Android and iOS.

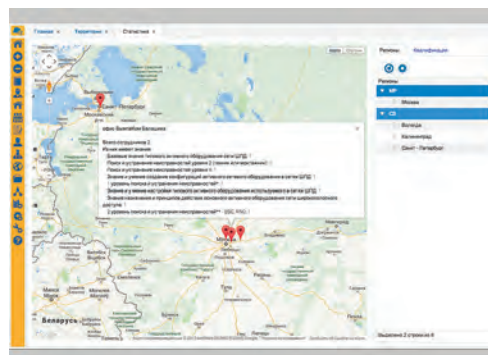
### RESULTS ACHIEVED /

A commercial version of the platform was released.

Applied solutions were created to manage interaction with clients, motivation of employees, applications, document flow. NoteCRM cloud platform was created for management of sales and loyalty .

### MARKET POTENTIAL /

The world market for business applications is USD 250 billion. The world market for SaaS business solutions is approx. USD 40 billion.



### THE TEAM /

**ROMAN CHESOV**, graduated from the Moscow Institute of Physics and Technology, strategy, marketing, sales, more than 10 years of experience with hi-tech companies; **ANDREY PROKOFYEV**, graduated from the Moscow Institute of Physics and Technology, C++ guru, developer of multi-level client server architectures.

The team consists of 7 persons, mainly graduates from the Moscow Institute of Physics and Technology.

### CONTACTS /

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## FREETLAST LLC

### FLOCTORY REFERRAL MARKETING PLATFORM

#### COMPETITIVE ADVANTAGES /

We are the only ones in Russia who offer a full-value social referral platform that has a detailed analytical system to analyze marketing campaigns and to measure indicators at each stage of the purchase funnel.

#### ESSENCE OF INNOVATIONS /

We offer a system which can be integrated into an internet shop in an average of 10 minutes, allows for unlimited number of A/B testing, determines the characteristics for the best ROI indicators and identifies the most influential purchasers.

#### RESULTS ACHIEVED /

At present, we cooperate with more than 200 clients who regularly pay for our services. Many of these are at business level, including Groupon, Svyaznoy, LaModa, S7 Airlines, Utkonos and many others.

#### MARKET POTENTIAL /

We estimate our target market at USD 60 million, with growth currently at 25% per year.



**THE TEAM /**  
SIMON PROJECT,  
CEO;  
ILYA AIZEN,  
co-founder.

At present the team consists of 13 persons, experts in development of products, marketing, sales and analysis of Big Data.

#### CONTACTS /

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## FRUCT MD

### A MOBILE DIAGNOSTIC DEVICE

#### COMPETITIVE ADVANTAGES /

Personalization of diagnostics by identification of the individual particularities of the user's organism and interrelation of the data analyzed.

#### ESSENCE OF INNOVATIONS /

We create an open cloud platform of mobile medicine and develop algorithms for the processing of bio signals which make it possible to identify 10 types of diseases.

#### RESULTS ACHIEVED /

The project is being implemented - 3 designs have been created to diagnose cardiovascular diseases. Our developments became the winners of Skolkovo MD, Russian Mobile VAS Award 2012; we were awarded with the gold medal at the technical fair of Saint Petersburg in 2013.

#### MARKET POTENTIAL /

The global market value of mHealth is set to grow from USD 1.3 billion in 2012 to USD 10.2 billion in 2018, with a growth rate of 42% per year.



#### THE TEAM /

The team is formed of members of the FRUCT association and experts from leading scientific establishments in Russia, possesses technical and medical expertise and includes well-known scientists (Dr.Sc. and PhD), innovation managers and high-class technical specialists.

#### CONTACTS /

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SKOLKOVO GRANTEE

## GLOBALLAB LLC

# GLOBALLAB IS A VERSATILE PLATFORM FOR NETWORK EDUCATIONAL SOLUTIONS

### COMPETITIVE ADVANTAGES /

Project-based research approach to learning according to national standards of different countries. The aggregation of data from the «smart crowd» on a single platform. Academic cooperation of schoolchildren and scholars around the world. Connecting a wide range of digital sensors.

### ESSENCE OF INNOVATIONS /

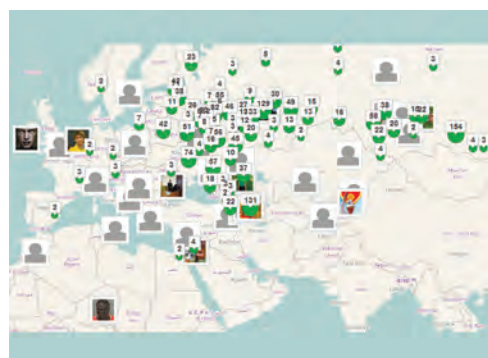
The project's unique nature is in the combination of the methodological portion in the form of educational programs and an innovative online platform. Available for educational institutions from a secure cloud.

### RESULTS ACHIEVED /

A prototype of an advanced platform for Russia, the CIS, and the USA has been created. The first mobile application has been released for testing. Cooperation with manufacturers of digital sensors, tablet PCs, major professional associations is confirmed.

### MARKET POTENTIAL /

Currently worth RUB 126 billion, with a potential volume of RUB 170 billion rubles. Annual growth rate - 5.7%.



### THE TEAM /

Boris Berenfeld, founder and scientific director.  
 Tatiana Krupa, president of the company.  
 Arseniy Lebedev, technical director and chief designer.  
 Yana Zlochevskaya, chief tutor.  
 Anna Schegoleva, editor in chief.  
 Sergey Lovyagin, chief methodologist.  
 Mikhail Ivanisov, analyst.  
 Ksenia Semenova, promotion director.  
 Staff - 59 employees.

### CONTACTS /

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 Tatiana Krupa

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## HIVEXT TECHNOLOGY LLC

### HIVEXT CLOUD PLATFORM

#### COMPETITIVE ADVANTAGES /

Jelastic Private Cloud simplifies and reduces the operation costs of corporate applications through efficient utilization of resources, high performance, flexible integration with the company's infrastructure, ensuring security and fail-safety.

#### ESSENCE OF INNOVATIONS /

The project includes proved innovative designs in the area of cloud computations and virtualization, including module architecture, technologies of vertical scalability of applications, architecture and algorithms of realization of a distributed database management system.

#### RESULTS ACHIEVED /

A public cloud platform Jelastic was developed and fully implemented. It is designed for the hosting of Java/PHP applications. Thanks to cooperation with hosting providers from various points of the world, the Jelastic service has become globally accessible.

#### MARKET POTENTIAL /

The world market for Jelastic Private Cloud in the public clouds sector will equal RUB 200 billion, while the market of JPC in the private cloud sector will be RUB 700 billion by 2014. In the Russian market, JPC may earn RUB 37.5 million by 2014.



#### THE TEAM /

ALEKSEY SKUTIN,  
CEO, co-owner of the project;  
DMITRY LAZARENKO,  
CTO;  
ANDREY POLEVOY,  
development director;  
ALEKSEY ALEKSANDROV,  
server developer;  
VADIM TRENKAEV,  
chief analyst;  
IGOR GLOTOV,  
analyst;  
STANISLAV OVSYANNIKOV,  
analyst.

#### CONTACTS /

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## KOLLOVEAR LLC

### COMINDWARE.

# PRE-INTEGRATED ENTERPRISE COLLABORATION PLATFORM

#### COMPETITIVE ADVANTAGES /

Automation of all company departments by one solution covering all stages of collaboration. Work on the idea, project and portfolio management, resource management, task management.

#### ESSENCE OF INNOVATIONS /

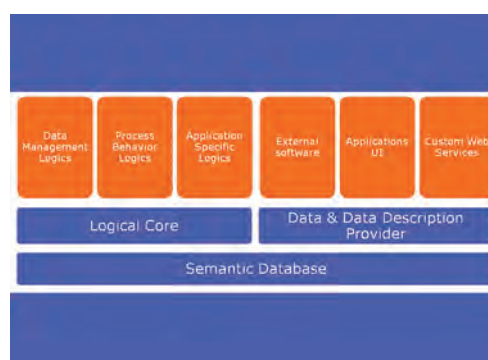
The unique graph-based technology for data storage and processing provides unprecedented flexibility in operations with data and processes.

#### RESULTS ACHIEVED /

An operating prototype under Stage 1 has been created. Work has been carried out to expand the functionality of the prototype. A beta version of the platform is under development.

#### MARKET POTENTIAL /

The total target market for the product is more than USD 3 billion, with a potential to double its growth in 2016-2017. The project revenue objective after the start of commercialization is RUB 600 million for the first 3 years.



#### THE TEAM /

**MAKSIM TSYPLYAYEV,** Project Manager/Executive Director, a successful entrepreneur with 15 years of experience in the establishment, development and management of international IT companies;

**PETR VOLYNSKY,** Technical Director, an expert in management of development and complex IT projects.

#### CONTACTS /

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www.comindware.com

## LINPRIM LLC

# LINPRIM IS A SOFTWARE MANAGEMENT SYSTEM

### COMPETITIVE ADVANTAGES /

LinPrim provides the company with its own server on which its own programs can be installed. Unlike situations where servers are rented or one's own servers are used, with LinPrim the company can do without the services of a system administrator.

### ESSENCE OF INNOVATIONS /

The unique system interface includes a unified space with multiple windows. LP Client can see tasks and notifications without opening a website or mail.

### RESULTS ACHIEVED /

The trademark «LinPrim» was registered in Russia, Great Britain and the USA. The design scheme of the LinPrim system has been developed.

### MARKET POTENTIAL /

The LinPrim market is an international market for cloud business applications for co-working. LinPrim plans to take 2% of the market thanks to its unique interface and functions within 3 years of the sales launch. By 2016, 2% of the market will be worth over USD 262 million.



### THE TEAM /

OLEG ANDREEV,  
CEO, PhD Eng. in system programming;  
IGOR LEZHNEV,  
development director;  
NATALYA MARUSEVA,  
designer.

### CONTACTS /

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Oleg Andreev

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## LOGOS-AGENT TECHNOLOGIES LLC

### DEVELOPMENT OF A SOFTWARE AND HARDWARE CONTROL SYSTEM FOR COMPLEX TRANSPORT SYSTEMS

#### COMPETITIVE ADVANTAGES /

An innovative system for imitating the surrounding city environment. Creates highly realistic transport-related activities and pedestrian flows in a virtual world.

#### ESSENCE OF INNOVATIONS /

The system for simulating transport behavior and pedestrian flows uses advanced AI methods and allows the user to fully enter the virtual space during training.



#### RESULTS ACHIEVED /

Projects were implemented at the order of Mosgostrans, the Federal Security Service of Russia, the Moscow metro and the Intel software partner. More than 40 scientific papers on the project topic were published. More than 30 awards were received at specialized and innovative fairs.

#### MARKET POTENTIAL /

The possibility of expanding the market in Russia. The product characteristics allow it to reach the CIS and international markets. The product is as good as its international analogues and surpasses them in some features.

#### THE TEAM /

The project team consists of highly qualified specialists with high scientific potential aimed at achieving goals. It includes PhDs and Doctors of Science, students and post-graduates. The friendly team has significant experience in implementing major IT projects.

#### CONTACTS /

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## MEDLINESOFT LLC

# MEDTERA IS A SOFTWARE PLATFORM AIMED AT RAPIDLY DEVELOPING NEW SPECIALIZED INFORMATION SYSTEMS AND INTEGRATING EXISTING ONES FOR MEDICAL ESTABLISHMENTS

### COMPETITIVE ADVANTAGES /

Component-based open SOA architecture. A scalable and portable JavaEE platform supporting MDM, IBPMs and HL7 functions that will allow the rapid creation of medical information systems on a regional scale, supporting the operation of over 10,000 users and possessing a very high operational speed.

### ESSENCE OF INNOVATIONS /

The market for commercial and state medical establishments in Russia, the BRICS countries and other countries with rapidly developing economies requiring a highly efficient centralized system to automate tasks in healthcare.

### RESULTS ACHIEVED /

The team has created the architecture of the software platform MEDTERA. The functional division into low-level components and services has been completed. Load testing has been completed successfully. A potential consumer has confirmed its interest.

### MARKET POTENTIAL /

Markets for commercial and state medical establishments in Russia, the BRICS countries and other countries that have a fast developing economy requiring an efficient centralized system to automate tasks in healthcare.



### THE TEAM /

V. GURDUS, Dr.Sc.Med., scientific advisor, has over 20 years of working experience, including as the CEO of OJSC Rosno, Medsi; A. GENTISIS, commercialization advisor, founded the Diasoft group of companies; Key employees include S.DRYAGIN, D.PETRAKOV, S.KATYURIN and N.BATURIN, who have more than a decade of working experience in the area of medical informatization.

### CONTACTS /

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## MOBILESPUTNIK

# MILLIONS OF CORPORATE AND PERSONAL TABLETS USED IN ORGANIZATIONS ALL OVER THE WORLD TO PROCESS BUSINESS INFORMATION

### COMPETITIVE ADVANTAGES /

MobileSputnik turns iPad and Android tablets into the true Enterprise Mobile Workplace, giving users familiar PC capabilities and providing rich functionality, usability and security while working with corporate file resources at any time in any place. MobileSputnik provides a rich toolset for document access, viewing, creating, editing, sharing and management directly on modern tablets.



### ESSENCE OF INNOVATIONS /

Unique multi-screen user interface of mobile clients for iOS and Android, embedded full functional office suite, PC agents for secure enterprise file sync with tablets, direct file sharing between iPad and Android tablets via Wi-Fi, integration with mobile application management and containerization platforms like Good Dynamics – all of that make MobileSputnik the most advanced enterprise file sync and sharing solution.

### THE TEAM /

Project leaders possess more than 20 years of experience in development of software, sales, marketing in leading international companies including Apollo, Borland, HP и Microsoft.

### RESULTS ACHIEVED /

MobileSputnik is the first solution combined full functional file management capabilities with office suite technologies bringing complex PC user scenarios to the modern tablets. There are several implementations and number of successful pilots in Russian companies. The product is available on the international market.

### MARKET POTENTIAL /

Millions of corporate tablets and enterprise BYOD users in organizations all over the world are needed in enterprise-scale and secure access and just-in-time collaboration with corporate documents and file resources.

### CONTACTS /

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## NPO SODIS LAB.

TYPES OF SOFTWARE INCLUDE SODIS BUILDING M FOR THE SYSTEM THAT MONITORS THE STRUCTURES OF BUILDINGS AND FACILITIES, SODIS BUILDING SMIS FOR THE SYSTEM THAT MONITORS UTILITIES SYSTEMS IN BUILDINGS AND FACILITIES, AND SODIS BUILDING BIM FOR THE BUILDING MAINTENANCE SYSTEM, BASED ON THE BUILDING INFORMATION MODEL

### COMPETITIVE ADVANTAGES /

Real-time access to information about the technical conditions of structures and utilities systems. Currently, there is nothing comparable to this product on the Russian or international markets.

### ESSENCE OF INNOVATIONS /

The SODIS Building software makes it possible to control the utilities systems of a building in real time, to provide safe conditions for construction structures and to operate a building efficiently.

### RESULTS ACHIEVED /

The product is being implemented in more than 200 facilities in Moscow and other regions of Russia, including the Sochi 2014 Olympic facilities.

### MARKET POTENTIAL /

Market capacity is estimated at 0.3-1% of the capacity of the construction market and at 5-30% of the capacity of the market for construction facilities maintenance. This is equivalent to tens of billions of US dollars.



### THE TEAM /

ANDREY SHAKHRAMANYAN, PhD in technical sciences, CEO, author of more than 40 scientific publications and patents for inventions in the area of monitoring and forecasting of the technical condition of buildings and structures.

The laboratory of NPO SODIS is a young, active team consisting of highly qualified specialists.

### CONTACTS /

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## SLICKJUMP LLC

# SLICKJUMP, A MOBILE ADVERTISING PLATFORM

### COMPETITIVE ADVANTAGES /

Targeting of ads depending on user's choices and context. Optimization for mobile applications and mobile web sites. Recognition of the most probable choice of users based on their actions in the application/browser.

### ESSENCE OF INNOVATIONS /

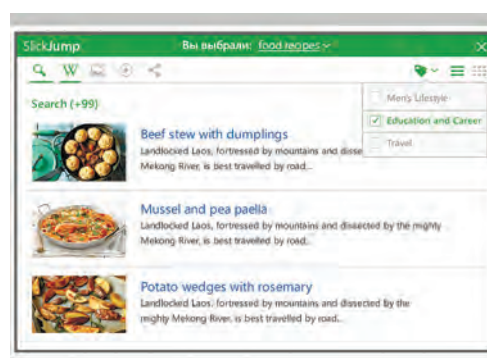
Linguistic text analysis to determine the most probable interests of the user. Analysis based on a model of interests and selection of relevant information.

### RESULTS ACHIEVED /

A prototype of a browser plugin/application implementing the required functionality is ready. Russian and international applications to register the rights to 3 inventions were submitted.

### MARKET POTENTIAL /

The product is attractive for all levels of online advertisers experiencing the problem of inefficiency of advertising for users of mobile devices. The expected market of mobile advertising is USD 20 billion in 2015.



### THE TEAM /

**MAKSIM TSYPLYAEV**, project manager, successful businessman with 15 years' experience of creation, development and management of international IT companies;  
**NIKITA VINOKUROV**, manager of development, a specialist with many years' experience in management of software projects, in particular, in major international companies (ASPLinux, Acronis).

### CONTACTS /

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 www.slickjump.com

## SMARTFIN LLC

### 2CAN

## A SERVICE FOR BANK CARD PAYMENTS ACCEPTANCE WITH THE USE OF SMARTPHONES AND TABLETS (ANDROID AND IOS)

#### COMPETITIVE ADVANTAGES /

Terminal 2can is practically indispensable for acceptance of card payments under mobile conditions: it is compact, easy and convenient to use, and it is free. Unlike banks, 2can connects to any company with any amount of turnover, without limits.

#### ESSENCE OF INNOVATIONS /

2can allows to quickly start receiving card payments without significant costs. This is a beneficial solution for use in offices and in mobile conditions. Receipt of payments via cards increases the turnover of business companies by 20–25%.

#### RESULTS ACHIEVED /

Currently over 6,000 users have been registered in the 2can service and over 3,500 terminals have been connected. The share of the market of mobile acquiring exceeds 50%. Following the results of 2012, the project won «The Startup of the Year» competition and «The Startup of the Year-2012».

#### MARKET POTENTIAL /

For the last 5 years, the total amount of card payments has grown by 5.5 times and the share of transactions for payment of goods/services increased from 25% to 50% in Russia. According to forecasts of VISA analysts, the growth of the market of mobile acquiring will be 30% per year in the nearest future.



#### THE TEAM /

Project initiators: NIKOLAI ZHMURENKO, graduated from the Skolkovo StartUp Academy; YURI VLADIMIROV, experienced finance managers with more than 10 years of experience in telecommunications, banking. Development of the 2can project was invested by venture funds Almaz Capital Partners, InVenture Partners and some business angels.

#### CONTACTS /

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## SMARTWIZ LLC

# AN ADAPTIVE RAILWAY TRAFFIC CONTROL SYSTEM

### COMPETITIVE ADVANTAGES /

Identifies characteristics of the rolling stock and the operating environment during train operations, without the need to take special actions. Stochastic adaptive control law allows for energy efficient management.

### ESSENCE OF INNOVATIONS /

Control of the railway rolling stock based on actual characteristics determined during movement without the installation of any additional equipment.

### RESULTS ACHIEVED /

Developed methods to identify the characteristics of the rolling stock during operations, and a testing unit for mathematical modeling.

### MARKET POTENTIAL /

By 2017, the volume of the global market will amount to EUR 12.5 billion.



### THE TEAM /

LEONID ZHEBRAK,  
project manager;  
BORIS ABRAMOV,  
research assistance, the author  
of over 20 scientific works;  
IGOR AVDONIN,  
the advisor on matters of strategic  
development, raising investments,  
entrance to international markets;  
GENNADY GOKHBERG,  
PhD Eng., assistance professor, head  
of the SW development group.

### CONTACTS /

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## THREESTAY LLC

OUR PROJECT INTEGRATES THE EXISTING WIRELESS TECHNOLOGY OF DIGITAL LOCKS INTO AN ONLINE BOOKING PLATFORM. THIS CREATES A NEW STANDARDIZED METHOD FOR SHORT-TERM HOUSING RENTAL SIMILAR TO BOOKING A HOTEL ROOM ONLINE

### COMPETITIVE ADVANTAGES /

Our competitors, such as HomeAway and Air BnB, are platforms integrating catalogues and payment systems. However, they lack a system for remote control of the entrance door, which makes the lease risky, expensive, non-dynamic and unreliable.

### ESSENCE OF INNOVATIONS /

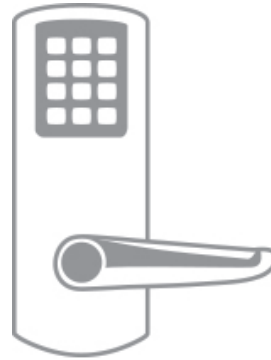
The key feature of our platform is the use of electronic remote control locks which are integrated into an online booking system. Any locks do not require additional wiring or internet connection.

### RESULTS ACHIEVED /

The beta stage of our platform is almost ready to launch. . All key functions have been tested. Appropriate real-time technical support is required.

### MARKET POTENTIAL /

Following the results of 2011, the market reached USD 120 billion, demonstrating a significant growth, because in the previous year, the volume of the market was USD 85 billion.



### THE TEAM /

ALEKSANDR DINER,  
more than 10 years in the financial industry;  
ALEKSANDR MOLOGOKO,  
more than 10 years' experience in design and development, MBA in Finance, the master of computer science.

### CONTACTS /

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www.3stay.com

SKOLKOVO GRANTEE

## UNICLOUD LABS LLC

# DEVELOPMENT OF A UNIFIED CLOUD SYSTEM THAT AUTOMATES BUSINESS ACTIVITY

### COMPETITIVE ADVANTAGES /

The system not only allows business and communication automation within a company, but also between companies. It does this in an elegant, simple and efficient manner. The system includes projects, goals, timelines, document flow, telephony and integration of e-mails.

### ESSENCE OF INNOVATIONS /

The system has a hidden integration platform that allows to connect with other cloud services through their API, using data exchanges, and provide them in the Unicloud Business 365 interface as in a single user cabinet.

### RESULTS ACHIEVED /

Web, iOS, Windows, Mac versions were developed. The system was launched on August 30, 2012 and there are over 7,000 users now. There were numerous positive assessments from the mass media, the professional community and, of course, from users.

### MARKET POTENTIAL /

The system has a high market potential in Russia and other countries, after having been released in English and other languages. The system is being sold, has a stably growing number of paying users and the total volume of the market is measured in billions of USD.



### THE TEAM /

DMITRY TORSHIN,  
CEO.

A high-quality project team consists of various specialists, including scientific advisors from Russia and Germany, high-quality business advisors and experienced developers. The project manager is a PhD Eng. having multi-year experience in management and IT.

### CONTACTS /

Moscow

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## VIRTUAL BUSINESS GROUP LLC

### DEVELOPMENT OF MULTI-AGENT SYSTEM TECHNOLOGY FOR USE IN HR BUSINESS ANALYSIS SYSTEMS

#### COMPETITIVE ADVANTAGES /

Practical implementation of the HR value product will make it possible to automate the information-technology environment for HR management, increase the effectiveness of evaluation and use of human resources, and reduce dependence on individuals when making decisions.

#### ESSENCE OF INNOVATIONS /

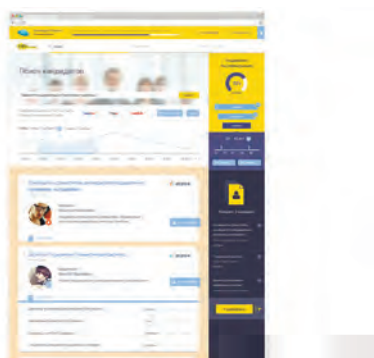
The project is based on multi-agent technology with the integration of corporate talent management in an intelligent system. The development will be presented as an example of a talent management product for Human Resources Management systems.

#### RESULTS ACHIEVED /

The company has conducted research in terms of determining the major technological trends in the development of corporate information systems and applications. They have also created prototypes of two agents for multi-agent systems.

#### MARKET POTENTIAL /

In 2012, the HRM systems market in Russia reached USD 500 million (about RUB 15 billion). In 2010, it was USD 380 million. In two years, the market increased by almost a third to USD 120 million. We expect to achieve a 10% market share in 5 years.



#### THE TEAM /

The project team is made up of specialists in the field of HR, an expert in multi-agent systems, an expert in business analytics, a marketing expert and IT specialists.

#### CONTACTS /

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SKOLKOVO GRANTEE

## WORKLE LLC

# INTERNET PLATFORM THAT ENABLES RESIDENTS OF RUSSIA'S REGIONS TO WORK ON A REMOTE BASIS FOR LEADING COMPANIES

### COMPETITIVE ADVANTAGES /

A wide range of partners provide numerous opportunities for earnings. Safe and legal fee payment plan.

### ESSENCE OF INNOVATIONS /

Almost every adult citizen of the Russian Federation, regardless of education or experience, can master one of the most popular professions that were not previously available for work online.

### RESULTS ACHIEVED /

Product commercialization parameters include 380k people, and 60+ partners. 2013 revenue was RUB 17 million and external financing totals RUB 130 million. Two objects of intellectual property have been registered. The co-investor - is the Clever Group.

### MARKET POTENTIAL /

Workle offers jobs in insurance, banking, and tourism. Banking sector value in 2012 included USD 247 billion in loans and USD 456 billion in deposits.



### THE TEAM /

VLADIMIR GORBUNOV, manager, over five years of managerial experience, work experience in investment companies (personal sales + sales management). Staff - 64 employees.

### CONTACTS /

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## COFITE LLC

### TRADE PLATFORM «LIVETRADE»

#### COMPETITIVE ADVANTAGES /

Our software products are intuitive; even a novice can easily manage the settings and trading process. The flexible architecture allows for all customer demands to be taken into account.

#### ESSENCE OF INNOVATIONS /

A next-generation exchange trading platform focused on high-speed trading with the use of algorithms. It has a revolutionary interface for processing bids, and the performance of the platform (12 milliseconds to process a bid) is excellent.

#### RESULTS ACHIEVED /

The platform is already being used by two stock exchanges. More than 20 brokers in Russia and Ukraine have been successfully supplying our products to their customers and achieving positive financial results for more than 3 years. More than 1,000 customers use our software.

#### MARKET POTENTIAL /

The capacity of the Russian market for exchange trading software is about RUR 300 million. According to Bloomberg, the global market is more than USD 2 billion.



#### THE TEAM /

ALEKSANDR YAKOVLEV,  
Commercial Director. Experienced team of SPbSU graduates: PhDs of Physics and Mathematics, experienced traders, excellent software developers, test engineers, successful project managers.

#### CONTACTS /

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## MEDM

SOFTWARE PLATFORM FOR MOBILE HEALTH MONITORING. ANY SMARTPHONE OR TABLET. 70+ SENSORS. BRANDED SETUP IN ONE DAY!

### COMPETITIVE ADVANTAGES /

Our advantages include:

1. Support for more than 70 medical devices.
2. Support any Smartphones and Tablet.
3. Out-of-the-box custom deploy in one day.

### ESSENCE OF INNOVATIONS /

The essence of innovation is support for 70 medical devices and all mobile platforms in one package. This allows superior flexibility in implementation.

### RESULTS ACHIEVED /

The platform is feature-complete and ready for use now. More than 10 pilot projects are running successfully, first commercial deployments are now being launched.

### MARKET POTENTIAL /

The worldwide market for telemedicine was about US\$ 2 billion in 2010 and keeps growing. In-home monitoring allows to reduce costs, and smartphones are available as an inexpensive and abundant data gateway device.



### THE TEAM /

The Core of the team consist of mobile and enterprise industry veterans with more than 10 years of experience each. Mobile excellence comes from SPB Software – world market leader for Windows Mobile and Android apps, later acquired by Yandex.

### CONTACTS /

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## OPTIMAL MANAGEMENT LLC

# DEVELOPMENT AND COMMERCIALIZATION OF SOFTWARE FOR OPTIMAL MANAGEMENT OF MAJOR ENTERPRISES

### COMPETITIVE ADVANTAGES /

Optimal business management tasks set out by the project have not been resolved before. The existing products either resolve them partially, without ensuring any optimal solution, or do not resolve them at all.

### ESSENCE OF INNOVATIONS /

Parallel algorithms using multiple nodes of the Hadoop cluster, during resolution of the tasks of: optimal management of assets and optimization of supply chains. A unified model of assets and methods of forming various presentations of assets based on this model.

### RESULTS ACHIEVED /

A product prototype was developed and implemented. The status of the participant of SAP Startup Focus Development Accelerator was obtained. The team won the tender «Business IT for tomorrow» at Startup Village. A reseller agreement was concluded with a group of European companies.

### MARKET POTENTIAL /

Potential clients are large companies and the top segment of medium-size companies. The total number of potential clients for each of the products exceeds 10,000. The cost of licenses for products of similar classes and cost of integration is millions of EUR.



### THE TEAM /

The team includes 3 Dr.Sc., 2 PhD's, businessmen with experience in company management and promotion of corporate applications in the market, project managers, experienced advisors in logistics and asset management, having experience in integration of relevant SAP applications, SAP NetWeaver programmers.

### CONTACTS /

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## TALKSUM LLC

# TALKSUM DATA STREAM ROUTER™ (TDSR) – A SOFTWARE AND HARDWARE COMPLEX FOR REAL-TIME PROCESSING, MANAGEMENT, ANALYSIS AND DECISION-MAKING UPON RECEIPT OF NUMEROUS DATA FLOWS

### COMPETITIVE ADVANTAGES /

The Talksum solution surpasses competing designs in terms of operation speed, ease of use and price/quality ratio.

### ESSENCE OF INNOVATIONS /

TDSR is based on processing, monitoring, and optimization of bulk data flows as they are received. An innovative approach enables a radical reduction in the processing time and storage costs and means that decisions can be made promptly in real time.

### RESULTS ACHIEVED /

Processing speed of over 1 million events/sec on one device was proved at Talksum's laboratory of Talksum. The possibility of real-time aggregation and sorting of Netflow data was proved by Mail.ru.

### MARKET POTENTIAL /

In three years (by 2016), the revenues of the company may reach USD 50 million, which will amount to approx. 0.1% of the global market for big data solutions.



### THE TEAM /

SERGEY BIRYUKOV,  
president, entrepreneur, co-owner  
and manager of companies;  
ALEKSANDR VARSHAVSKY,  
CEO of Talksum Inc.;  
DAIL RUSSEL, CTO of Talksum Inc.

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## USALYTICS LLC

USALYTICS™ BASED ON THE UNIQUE ALGORITHM OF MACHINE TEACHING, RESOLVES THE PROBLEM OF PERSONALIZATION OF USER INTERFACES PROVIDING SMALL AND MEDIUM COMPANIES WITH AN INSTRUMENT COMBINING MULTI-VARIETY TESTING

### COMPETITIVE ADVANTAGES /

Usalytics (tm) enables marketing specialists to optimize a web site for various target groups without involving programmers and automate creation of various web site variations.

### ESSENCE OF INNOVATIONS /

As a result, project managers and marketing managers will have a platform from which they can provide a unique user experience to each visitor of their web sites, based upon analysis and automatic decision making.

### RESULTS ACHIEVED /

The alpha version of the product for convenient A/B testing of web sites has been completed. Work on the development of an automation engine has begun.

### MARKET POTENTIAL /

The market of business analytics has reached USD 800 million in Russia according to IDC. According to IDC and Gartner, the global market is growing by 10-15% per year and will reach USD 50.7 billion by 2016.



### THE TEAM /

ALEKSEY VOROBYEV,  
CEO of TeleProvodnik LLC, CEO,  
outsourcing of development of internet  
projects;  
IGOR BALK,  
research manager.

### CONTACTS /

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## IBRIS LLC

# INTERACTIVE CLOUD-BASED SERVICE OF AUTOMATIC ACCENT REDUCTION FOR DIGITAL LANGUAGE LEARNING MARKET

### COMPETITIVE ADVANTAGES /

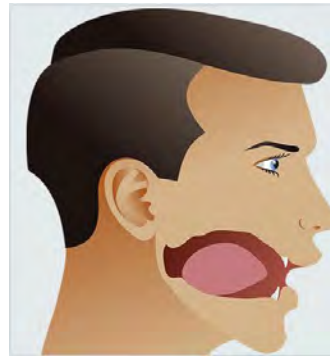
- 1) No one of our commercial competitors use speech inversion in their products
- 2) Our academic competitors're able to make speech inversion only for some types of sounds. We're able to make speech inversion for all types of sounds, words, and phrases
- 3) Our academic competitors's accuracy of articulatory recovery is 85% or less. Our accuracy of articulatory recovery is about 95% - 97%

### ESSENCE OF INNOVATIONS /

Cloud-based service for automatic accent reduction based on our innovative speech inversion technology, which aims to reconstruct movements of jaw, lips, tongue for any speaker, in a fully automatic mode, and directly from speech signals (no video data needed)

### MARKET POTENTIAL /

\$ 1.3 bil. market size in 2011 (Ambient Report), about \$ 2.5 bil. expected market growth by 2016 (Ambient Report), top buying countries - China, India, the US, Brazil, Japan, South Korea



### THE TEAM /

10 specialists in the area of speech technologies, biological acoustics, and applied programming.

Ilya Makarov, the team leader, Ph. D., 10+ years in speech technologies

### CONTACTS /

Moscow

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SKOLKOVO GRANTEE

## 3DIVI LLC

# 3D VISION: DEVELOPMENT OF A 3D CAMERA (SENSOR) AND SOFTWARE

### COMPETITIVE ADVANTAGES /

Nuidroid software is optimized for ARM/Android and embedded platforms; it can use hardware acceleration. The Nuidroid Fusion module makes it possible to identify the location and orientation of any device with motion sensors in sight.

### ESSENCE OF INNOVATIONS /

Nuidroid is optimized for ARM/Android and embedded platforms. A 3D scanner makes it possible to obtain a depth map in real time with a resolution of 1280x960.

### RESULTS ACHIEVED /

The world's first gesture recognition software for Android devices - Nuidroid - was demonstrated at Nvidia GTC 2012. The Company was listed among the 25 best innovation projects in Russia.

### MARKET POTENTIAL /

Nuidroid may be used for a new generation of gaming consoles, Smart TV, smart home management systems, biometrics. The HD 3D scanner is designed for the industrial computer vision and biometrical systems markets.



### THE TEAM /

One of the founders and the CEO of Papillon CJSC. He took the company all the way from being a startup to becoming the largest Russian vertically integrated developer of biometric systems, with turnover of over USD 29 million.

### CONTACTS /

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SKOLKOVO GRANTEE

## ASTEROS LABS LLC

# ASTEROS CONTACT, A SOFTWARE PLATFORM FOR FRONT-END INTEGRATION OF BUSINESS APPLICATIONS, AND A SET OF INDUSTRIAL CLIENT SERVICE SOLUTIONS BASED ON THE PLATFORM

### COMPETITIVE ADVANTAGES /

Using this product, we will be able to create turn-key solutions for automating call centers and sale offices for telecommunication operators and do so faster and at a lower cost in comparison with our competitors.

### ESSENCE OF INNOVATIONS /

Using this solution, we can create a uniform interface based on the one-stop-shop principle for MegaFon.

### RESULTS ACHIEVED /

The product sparked the interest of MegaFon, one of the largest mobile operators in Russia. The company has signed a letter of intent with MegaFon to implement the platform in MegaFon's call centers and sales offices.

### MARKET POTENTIAL /

Estimated value of the market for automating telecom call centers and sales offices: CIS countries (RUB 600 million) and global market (RUB 300 billion).

- CIS countries – 600 million rubles,
- global market – 300 billion rubles.

This product is synergistic for other customer-focused sectors including the banking, housing and utility sectors.



### THE TEAM /

The team consists of over 50 people who are highly-professional analysts, developers and implementation engineers.

### CONTACTS /

Moscow  
Alexey  
Demidov

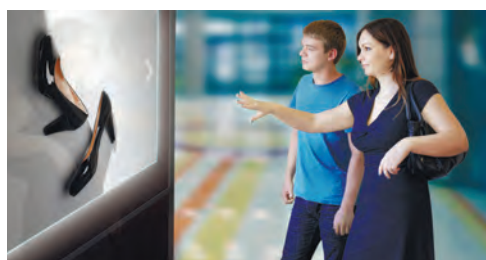
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## COMPUTER VISION SYSTEMS LLC

### VIEYE – A PASSIVE GESTURE RECOGNITION SYSTEM

#### COMPETITIVE ADVANTAGES /

Two standard cameras are sufficient for the system to operate. Stable gesture control indoor and outdoor under any weather conditions. Controlled working distance is 20 cm to 10 m. Unlimited number of devices within one room.



#### ESSENCE OF INNOVATIONS /

The solution combines internet advertising with traditional outdoor advertising. The innovation of the technology is recognition of gestures using a principle of stereo vision based on unique algorithms.

#### RESULTS ACHIEVED /

Began selling the flagman product line Viziware in Europe. Received the award «Innovation product of the year» at Interact Barcelona in 2013. Letters of intent were signed, contracts for installation of Viziware were entered into with major trade chains.

#### MARKET POTENTIAL /

More than 7 million digital advertising screens are currently used. The DOOH market will grow by 21.3% (PQ Media Forecast). The main target segment of the market is advertising and other applications with intuitive gesture control. Consumers are media agencies, retail chains.

#### THE TEAM /

VLADIMIR UFNAROVSKY,  
CEO.

«Computer Vision Systems» is a leading Russian developer in the area of computer stereoscopic vision. Viziware was created after 15 years of profound research by scientists and developers. The team consists of talented developers and marketing specialists with the experience of international sales.

#### CONTACTS /

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SKOLKOVO GRANTEE

## KORTONA NT LLC

# DEVELOPMENT OF THE 'RAPIDAUTOR' PLM PLATFORM FOR AUTOMATED PREPARATION OF TECHNICAL DOCUMENTATION (COMPUTER AIDED TECHNICAL PUBLICATION, CATP)

### COMPETITIVE ADVANTAGES /

The existing CAD and PDM data are used to develop training courses. This significantly accelerates documentation preparation and updating and improves its quality.

### ESSENCE OF INNOVATIONS /

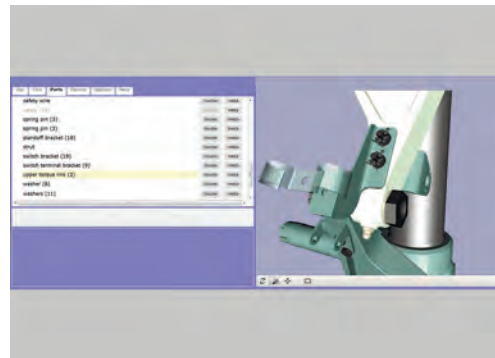
The training courses include 3D animation features. The illustrativeness of these features is comparable with training on real equipment. The development of the training courses begins at the product design stage, not after the completion of this stage.

### RESULTS ACHIEVED /

The requirements for the program (business requirements, as well as requirements for performed functions, applicable standards, etc.) have been developed. Marketing research has been carried out. The project team has been formed.

### MARKET POTENTIAL /

The market for CBT solutions is an integral part of the growing PLM market. The target market for the product includes large manufacturing companies that produce complex equipment.



### THE TEAM /

GEORGY PACHIKOV,  
CEO.

The project team consists of specialists with extensive experience in the development and implementation of complex software products and solutions in Russia and abroad.

### CONTACTS /

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## SMART MUSEUM LLC

### THE UNIFIED SYSTEM FOR MUSEUMS AND VISITORS

#### COMPETITIVE ADVANTAGES /

The service does not require coverage of the museum with the Wi-Fi network. The content is loaded by the company, the museum does not require any IT personnel.

Multi-language functionality.

A system of recommendations.



#### ESSENCE OF INNOVATIONS /

The innovation consists in a unified system enabling any museum to create its own mobile interactive guide. Visitors no longer need to have an Internet connection in a museum or on their telephone .

#### RESULTS ACHIEVED /

The service has been fully developed and is operating in several museums of Saint Petersburg, Moscow and other Russian cities.

#### MARKET POTENTIAL /

There are about 50,000 museums in the world. In 2012, they were visited 1.5 billion times. According to the results of museums surveys held in 24 countries (USA, Canada, Europe), 56% of museums plan to use or already use mobile technologies in their expositions.

#### THE TEAM /

ANDREY SOKOLOV,  
co-Founder, the author of the idea, CEO,  
experience in creation and management  
of an advertisement agency;  
ANDREY KHAPSASOV,  
co-founder, HR director, 3 years  
of experience of work at IT start-ups.

#### CONTACTS /

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SKOLKOVO GRANTEE

## TITAN — INFORMATON SERVICE CJSC

# SPEEREO, A SYSTEM FOR RECOGNITION OF CONTINUOUS SPEECH

### COMPETITIVE ADVANTAGES /

A proprietary speech recognition system. Possibility of creating custom commands in real time. Works with any equipment capable of IR or WiFi connection.

### ESSENCE OF INNOVATIONS /

Control of any devices with user's own commands. Real-time creation of speech instruction arrays by a user or a service provider. Speech interface is scalable to other markets.

### RESULTS ACHIEVED /

The prototype of the device was created. A cloud system for recognition of the Russian and English languages was deployed. The prototype of the user personal account area was created.

### MARKET POTENTIAL /

The number of potential consumers in 2015 is 1,500,000,000. Accordingly, the capacity of the global market is USD 9,000,000,000.



### THE TEAM /

KONSTANTIN LAMIN,  
businessman and venture investor,  
SPbTU, SAPIU, strategy;  
OLEG MALEEV,  
STO, mathematician, manager  
of R&D, creator of speech recognition  
and synthesis technologies;  
DANIIL ISCHENKO,  
SMO, UNISA, strategic marketing, MBA,  
business development, Sales, GR.

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## ZABOTLIVYI GOROD LLC

### NETTLEBOX 3D VISUALIZATION SYSTEM

#### COMPETITIVE ADVANTAGES /

NettleBox creates an illusion of a stable virtual object that looks indistinguishable from the real object. NettleBox solves the problem of latency violating the effect of immersion in virtual reality systems.

#### ESSENCE OF INNOVATIONS /

The illusion of volume is achieved through the formation of the 3D-image depending on the position of the viewer. During this, parallax is involved, an important mechanism of human perception, while the 3D TV technologies use only a binocular vision.

#### RESULTS ACHIEVED /

The company has launched small-scale production of the NettleBox 3D visualization single-user system.

#### MARKET POTENTIAL /

One of the priority areas for the NettleBox application today is virtual simulators and simulations, the market for which is estimated at USD 9.03 billion. The company sees the future of technology in the gaming industry: gaming attractions and the home video game market.



#### THE TEAM /

ANDREY DESYATOV,  
PhD Eng., CEO;  
PETR SEVOSTYANOV,  
CTO.

The team has 13 people. The team has been working on the interactive visualization market since 2007. Expertise in the field of microelectronics allows the company to go beyond the limitations of the existing hardware.

#### CONTACTS /

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## 3D-TEK LLC

# PROJECTION SCREEN BASED ON OPTICAL INTERPOLATION TECHNOLOGY

### COMPETITIVE ADVANTAGES /

Eliminates digital pixel grid.  
Ambient light resistance.  
No eye fatigue.  
Angle of viewing is more than 120.

### ESSENCE OF INNOVATIONS /

Special optical algorithm eliminates digital pixel grid. Separate pixels are not visible at a less than width of the screen distance. The color rendering is more natural and the whole image is more realistic.

### RESULTS ACHIEVED /

Product for home cinemas is ready for mass-production. We need investments for our software and for big size screen (more than 4,5 m width).

### MARKET POTENTIAL /

Our product suits both modern market tendencies: urge for bigger screen size and good quality stereo 3D. Growth in this areas is significant for more than past three years.



### THE TEAM /

The core of the team is people with significant experience in the area of optical technologies or with long history of successes in start-up management.

### CONTACTS /

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## NOVEL DISPLAYS & MATERIALS LTD

# DEVELOPMENT OF THE FABRICATION TECHNOLOGY OF LIQUID CRYSTAL DISPLAY CELLS BASED ON NEW FERROELECTRIC SMECTIC MATERIALS, FOR GENERAL-PURPOSE LIQUID CRYSTAL DEVICES WITH IMPROVED OPTICAL AND DYNAMIC PARAMETERS

### COMPETITIVE ADVANTAGES /

Compared to regular liquid crystals, our LC cells have 5+ times as high light modulation frequency ( $\geq 600$  Hz), shorter optical response time (50 mcs), lower control voltage ( $\pm 1,5$ V) and anhysteretic grey scale.

### ESSENCE OF INNOVATIONS /

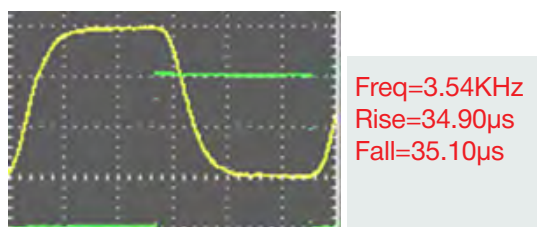
Unique composition of segnetoelectric smectics and original fabrication technology of LC cells based on them along with a method of controlling the light modulation in LC cells

### RESULTS ACHIEVED /

We developed unique compositions of segnetoelectric smectics and methods of controlling LC cells. We manufactured experimental LC cells demonstrating the parameters of light modulation stated above. The innovation is protected by 10+ patents registered in Russia and internationally.

### MARKET POTENTIAL /

Value of worldwide market for LC displays and LC-based systems measured by hundreds of millions devices is hundreds of billions US Dollars and constantly growing. Unmatched quality and new functional properties of devices based on segnetoelectric LC cells will command at least 10% of that market. Also, a new generation of entirely new smart devices and 3D displays will appear.



Optical response of 1.7  $\mu$ m thick LC cell working at  $\pm 1,5$ V (meander) – less than 50 mcs at light modulation frequency of 3,5 kHz

### THE TEAM /

20 scientists (including two Doctors of Science) and engineers, mostly graduates of Moscow Engineering & Physics Institute currently working in the Institutes of the Russian Academy of Science and having broad expertise in various areas of research and research & development.

Project leader is Igor Kompanets, the laureate of the State Award and an author of 2 monographs, 72 inventions and 170 articles. Also in the team are professionals in areas of finance and investments, marketing and sales, and technical support

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Igor Companets, Project Leader & CSO +7.499 783 36 52  
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## RTLS LLC

REAL TIME LOCATING SYSTEM (RTLS) IDENTIFIES AND LOCATES OF PIPE AND ITEMS INDOORS AND OUTDOORS, WITH A GRAPHICAL REPRESENTATION OF THE MOTION OF OBJECTS ON THE PLANS AND AUTOMATIC DETECTION OF VIOLATIONS OF THE ESTABLISHED RULES.

### COMPETITIVE ADVANTAGES /

Ease of deployment and upgrading, reliability and durability, adaptability, usability, customization, security, functional flexibility.

### ESSENCE OF INNOVATIONS /

A complete wireless indoor positioning technologies and products to improve operations and safety with real-time people and asset visibility. System consists of tags, base stations and application software. Original algorithms were developed to improve positioning accuracy and reliability while reducing the required number of base stations and the cost of the entire system in comparison with its analogues. Wireless mesh network for controlling base stations and wireless high-precision time synchronization between base stations are utilized to eliminate the LAN connection for each base station while ensuring high survivability and self-healing system.

### RESULTS ACHIEVED /

Developed hardware and software are currently in mass production. The enterprise JSC «Severstal-Metiz» was put into commercial operation the system for forklifts monitoring. Speed, utilization efficiency of fifty forklifts monitored (more features coming) in the shop area of 130 000 square meters where 156 base stations are installed. The system is integrated with existing enterprise automated system «SKIF». The forklifts are equipped with special tags for vehicles.

### MARKET POTENTIAL /

The main clients of the RTLS LLC are



large and medium-sized industrial, energy, logistics and trading companies as well as mining, oil and gas companies. RTLS market volume in Russia and countries of the Commonwealth will exceed one billion rubles a year in short term.

### THE TEAM /

OLEG TABAROVSKY,  
CEO  
VLADIMIR MAXIMOV,  
chief researcher  
YEVGENY EMELIANOV,  
lead developer

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## ZELNAS LLC

# DEVELOPMENT OF 3D ASSEMBLY TECHNOLOGY OF MICROELECTRONIC SYSTEMS

### COMPETITIVE ADVANTAGES /

High density interconnects ( $>104/\text{cm}^2$ ), a high ratio aspects TSV holes – up to 30:1, reduction of consumption, increase bandwidth, reduce the cost of interposer

### ESSENCE OF INNOVATIONS /

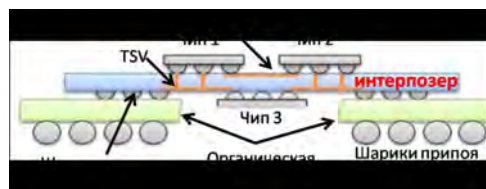
Development of the original interposer design and superfilling TSV using electrochemical copper materials. Innovative method of copper applications is done through original solutions with overwhelming additives and conforming chemically-precipitated nickel-copper barrier-bare layer.

### RESULTS ACHIEVED /

The key process is developed and the optimal conditions of the process of selective activation of silicon wafers with a dielectric layer are determined. Design of 3D TSV interposer is done.

### MARKET POTENTIAL /

The capacity of the market for 3D TSV Assembly will exceed \$4.1 billion. at 2015 ( $>40\%$  annual increase) the share of the Russian market  $> \$40$  Million in 2015. Chemical deposition barrier - bare layers for 3D TSV was in 2013  $> \$67$  Million. Chemically-precipitated barrier-bare layers will replace magnetron sputtering because of lower cost and higher conformality coverage. It is expected the growth of this segment of the market more than 30% per year.



### THE TEAM /

13 specialists, with overwhelming additives and project leader - doctor of Sciences V.Dubin has more than 20 years research experience in on the subject of project, including at INTEL and AMD

### CONTACTS /

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