**PETROCHEMICAL TERRITORIAL CLUSTER OF THE REPUBLIC OF BASHKORTOSTAN**

Cluster, Republic of Bashkortostan

<table>
<thead>
<tr>
<th>Cluster name</th>
<th>Petrochemical Territorial Cluster of the Republic of Bashkortostan</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year of cluster creation</td>
<td>2012</td>
</tr>
<tr>
<td>Key specialization profile</td>
<td>Chemical Production</td>
</tr>
<tr>
<td>Associated specialization profile</td>
<td>Production of crude oil and natural gas; Educational Services;</td>
</tr>
<tr>
<td></td>
<td>Manufacturing of Machines and Equipment (Including Machine Tools and Special Vehicles, Lifting and Hydropneumatic Equipment as well as Robotic Machines); Production of Rubber and Plastic Goods</td>
</tr>
<tr>
<td>Number of cluster participants, units</td>
<td>213</td>
</tr>
<tr>
<td>Number of employees working for cluster organizations-participants, people</td>
<td>46,783</td>
</tr>
<tr>
<td>Level of organization development</td>
<td>High</td>
</tr>
<tr>
<td>Cluster status</td>
<td>Included in the list of pilot innovation territorial clusters</td>
</tr>
<tr>
<td>Support provided to cluster on the part of the subject of the Russian Federation</td>
<td>Yes</td>
</tr>
<tr>
<td>Brief description of primary products (primary services) produced (provided) by cluster participants</td>
<td>Main specialization of the cluster: development of a range of oil refining and petrochemical technologies (from preparation and primary processing to the range of secondary processes), design of oil-refining and petrochemical complexes, range of engineering services, production of petrochemical products and petroleum products.</td>
</tr>
</tbody>
</table>

**Cluster website**

http://nhtkrb.ru

**CLUSTER MANAGER**

<table>
<thead>
<tr>
<th>Full name</th>
<th>No data</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name of organization</td>
<td>No data</td>
</tr>
<tr>
<td>Position</td>
<td>Director</td>
</tr>
<tr>
<td>Telephone (office)</td>
<td>+7 (347) 242-25-11</td>
</tr>
<tr>
<td>Telephone (mobile)</td>
<td>+7 (347) 242-24-73</td>
</tr>
<tr>
<td>E-mail</td>
<td><a href="mailto:dsharonov@inhp.ru">dsharonov@inhp.ru</a></td>
</tr>
</tbody>
</table>

**PLACE OF THE CLUSTER MANAGER EMPLOYMENT**

<table>
<thead>
<tr>
<th>Subject of the Russian Federation (constituent entity)</th>
<th>Republic of Bashkortostan</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inhabited locality</td>
<td>Ufa</td>
</tr>
<tr>
<td>Address</td>
<td>12 Initiatsivnaya Street, 450065, city of Ufa, Republic of Bashkortostan</td>
</tr>
</tbody>
</table>

**PURPOSE OF CLUSTER’S PARTICIPANTS JOINING FORCES**

Currently, the Russian Federation is experiencing a unique strategic and economic situation, which might in the coming years result in achieving a major breakthrough in the development of oil refining, gas processing and petrochemical industry. The modernization of the industry will lead to the reduction of the crude oil export and increase of production of quality petroleum products with high added value, thereby accelerating the development of the Russian economics as a whole. Favorable situation in the oil and gas industry should be used to significantly enhance the role of domestic companies in the modernization of oil refining and petrochemical industries.
In light of the above, the Republic of Bashkortostan founded a petrochemical territorial cluster in 2012.
The core of the Cluster is represented by major research, design, engineering, manufacturing and educational organizations ensuring the development of basic industries of the Cluster.
Support of small and medium entrepreneurship is one of the most important directions of the petrochemical territorial cluster development.
To provide small and medium-sized businesses with scientific and analytical services the center for collective access to high-technology equipment was created in the cluster.
To ensure access of research and design organizations to high-performance hardware and expensive software the engineering center was created in the cluster.

GOVERNING BODY

Form of legal entity’s incorporation (abbreviation) | State Unitary Enterprise
---|---
Name of organization (excluding the description of form of legal entity’s incorporation) | Bashkir Institute of Petroleum Refining
Powers granted to organization | Managing company (specialized development organization) of the cluster
Type of organization | Research and Development Organization;
Year of organization founding | 1956
Year of appointment as a governing authority | 2015
Number of full-time employees overseeing cluster-related managing tasks | 24
Organization website | www.inhp.ru
Country | Russian Federation
Subject of the Russian Federation (constituent entity) | Republic of Bashkortostan
Inhabited locality | Ufa
Current address | 12 Initsiativnaya Street, 450065, city of Ufa, Republic of Bashkortostan

CONTACT PERSON

Full name | Elshad Gumerovich Telyashev
Position | Director
Telephone | 7 (347) 242-25-117 (347) 242-24-73
E-mail | telyashev@inhp.ru

WORKING PARTIES ENGAGED IN THE RANGE OF PROBLEMS RELATED TO CLUSTER DEVELOPMENT

Working group focusing on the development of petrochemical industry and creation of new businesses

FINANCING STRUCTURE OF CLUSTER MANAGING COMPANY

| | 36 | 45 | 19 |
---|---|---|---|
Revenue from sales of services provided by managing company, % | | | |
Federal resources, % | | | |
Regional resources, % | | | |

RANGE OF SERVICES OF CLUSTER MANAGING COMPANY PROVIDED THROUGH THEIR OWN MEANS OR THROUGH OUTSOURCING TO THIRD PARTIES FOR THE BENEFIT OF CLUSTER PARTICIPANTS

- Cluster organizational development and strengthening of cooperation ties between participants
  - Organizing theme-based meetings for various aspects of the cluster development (education, science, production, marketing, infrastructure improvement, etc.), organization of communication activities for participants to exchange experience and conduct internal benchmarking; Preparation or adjustment of the strategic, policy-related and planning documents regulating the cluster development as well as the
preparation of suggestions to be entered into the documents of the cluster participants in order to ensure
the necessary level of coordination of their activities; Monitoring of the cluster participants’ satisfaction
with activities of the management company; Publishing internal information resources (regulations,
guidance materials, digests, bulletins, newsletters, databases, product catalogues, etc.) that contain data
on the activities of the cluster and its participants; Development of cooperation with Russian and foreign
clusters (exchange of information on ongoing projects and possibilities of participation in them, developing
joint research programs, study tours and presentations, etc.)

• Development of innovation potential and R&D sector enabling participants to manufacture new
products

Database maintenance for competences of various cluster participants in scientific, technical and
innovation spheres; Collecting and processing of proposals from the cluster participants on planned and
on-going innovative projects and seeking participants interested in being involved in their implementation;
Conducting workshops in the field of technological specialization of the cluster and innovation
management, with participation of leading Russian and foreign experts

• Development of production capacities in order to scale up product competitiveness and
increase market share of products and services produced or provided by cluster participants

Database maintenance of production infrastructure assets, equipment for collective use, gross leasable
areas within the territory where the cluster is located, as well as potential investors, large consumers of
the cluster products, etc.; Collecting and processing of information on the needs of large enterprises - the
cluster participants in certain works performed by forces of small and medium businesses (production
outsourcing), as well as on projects initiated by small and medium-sized entrepreneurs for the benefit
of the large enterprises participating in the cluster; Organization of meetings and negotiations with potential
investors; Organization of business missions in Russia and abroad with participation of the cluster
participants; Organization of access (preparation and arrangement of negotiations and meetings with
owners, preparation of necessary documentation, etc.) of the cluster participants to technological assets
and infrastructure (science parks, industrial parks, business incubators) outside the territory where the
cluster is located; Conducting market research, including analysis of markets where the cluster products
are offered, development forecast for the most attractive market segments, identification of the product
types in the cluster with better market prospects

• Development of workforce capacity

Database maintenance for Russian and foreign professional training programs, as well as retraining,
advanced training and work placements corresponding to the needs of the cluster participants;
Organization of workshops and other communication activities in field-specific universities with the aim of
informing and attracting students and graduates to work in the cluster organizations

• Promotion of international cooperation

Database maintenance for foreign events (“cluster days”, vendor conferences, networking exchange floor,
road-shows exhibitions, forums, workshops, etc) related to the cluster activities

• Networking with government authorities

Maintaining database of state support tools and mechanisms for the cluster (public programs, contest on
performance of works, state procurement, etc.); Forming a list of proposals for inclusion of representatives
of the cluster to the coordination, expert and advisory groups in the government; Preparing consolidated
data and reports, their provision at the request of relevant authorities