Cluster, Samara region

Cluster name: Innovative Territorial Cluster of Medical and Pharmaceutical Technologies of Samara Region

Year of cluster creation: 2014

Key specialization profile: Medical Industry

Associated specialization profile: Healthcare and social services; Information and Communication Technologies; Space Industry; Microelectronics and Instrumentation; New Materials; Educational Services; Pharmaceutics

Number of cluster participants, units: 66

Number of employees working for cluster organizations-participants, people: 11,435

Level of organization development: Initial

Support provided to cluster on the part of the subject of the Russian Federation: Yes

Brief description of primary products (primary services) produced (provided) by cluster participants:

Main types of existing and developing products and technologies:
- goods (including disposable) and equipment for medical use (for training of doctors, diagnosis, treatment and rehabilitation across a broad nosological spectrum of diseases);
- medical (cellular, tissue) and pharmaceutical biotechnologies; new materials and coatings, additive technologies, including for the purposes of personalized medicine (implants, bone-fixing and bone-replacing fillers, prostheses, orthoses, etc.);
- IT-technologies for medical purposes (including technologies for processing data bulks) and hardware and software complexes on the basis of virtual technologies, augmented reality technologies, simulation technologies;
- pharmaceutical technologies, original drugs and medicinal substances of natural and synthetic origin, including State standard samples of biologically active compounds;
- medical equipment and products based on flexible electronics and microelectronics;
- brain-machine interfaces;
- developments in related areas (food industry, agriculture, biotechnologies)

Cluster website: http://www.samsmu.ru/university/innocluster

CLUSTER MANAGER

Full name: Alexander Vladimirovich Kolsanov

Name of organization: Federal State Budget Educational Institution of Higher Professional Education Samara State Medical University of the Ministry of Healthcare of the Russian Federation

Position: Director of the Innovation Development Institute

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PLACE OF THE CLUSTER MANAGER EMPLOYMENT

Subject of the Russian Federation (constituent entity): Samara region
Inhabited locality urban district Samara
Address 89 Chapayevskaya Street, 443099, urban district Samara

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

Assistance in modernization of the existing and development of new competitive production facilities owned by the cluster organizations; Technological and business cooperation through the transfer of new technologies and products for medical and pharmaceutical purposes; Establishment of joint research and production centres and laboratories, science parks and technopolises, including inter-cluster and cross-sectoral cooperation; Coordination as well as provision of resources, information and personnel for works related to the development of new technologies and materials, liaison with other Russian and foreign companies and organizations with the same profile for the implementation of research and innovation projects; Increasing share of products delivered by the cluster companies and organizations on the domestic and international market of high-technology products; Promotion of scientific and material-technical base of the cluster companies and organizations for the development and production of non-commodity high-technology products on the basis of modernization and renewal of production facilities as well as optimization of cooperative ties within the cluster. Providing highly qualified personnel to medical, pharmaceutical and biotechnological businesses, facilitating the development of educational standards for the training and retraining of R&D, production and teaching personnel.

**GOVERNING BODY**

Form of legal entity’s incorporation (abbreviation) Federal State Budget Educational Institution of Higher Education
Name of organization (excluding the description of form of legal entity’s incorporation) Samara State Medical University.
Powers granted to organization Organization-cluster coordinator
Type of organization Educational Institution
Year of organization founding 1919
Year of appointment as a governing authority 2014
Number of full-time employees overseeing cluster-related managing tasks 12
Organization website www.samsmu.ru
Country Russian Federation
Subject of the Russian Federation (constituent entity) Samara region
Inhabited locality Samara
Current address 89 Chapayevskaya Street, 443099, city of Samara, Samara region

**CONTACT PERSON**

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

Technology transfer group; innovative technologies group; project management group; engineering and production; start-up center
FINANCING STRUCTURE OF CLUSTER MANAGING COMPANY

Revenue from sales of services provided by managing company, % 10
Federal resources, % 30
Regional resources, % 30
Other, % 30

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**
  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**
  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; Development of technology road map for the cluster development; Organizing and conducting on-site competitive selection of the most promising ideas and projects in the field of innovation, research and development, including with the involvement of students, young lecturers and research associates

- **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**
  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; Preparation of investment proposals (market description, strategic plan, description of risk factors and strategies to reduce them, forecast of financial conditions, description of financing needs, etc.) with regard to the projects implemented within 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**
  Collection and processing of proposals with regard to the development of research and educational centers, vocational training departments of enterprises-participants, corporate training centres, research institutes, engineering centers and manufacturing companies within the cluster; 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

- **Formation of a common brand and promotion of brand awareness**
  Participation in or organization of exhibition, fair and communicative events aimed at the promotion of the cluster, its members, their products and services to potential partners (the “cluster days”, vendor conferences, forums, road-shows, exhibitions, forums, seminars, etc.); Preparation and distribution of printed informational materials about the cluster and its participants; Maintenance of the cluster web portal containing information on the cluster’s activities and participants; Preparation of electronic materials (including banners and presentations) and their distribution via information resources of external organizations (regional and municipal administrations, development institutes, etc.); Preparation and placement in the media of press releases, informational announcements and videos related to the activities of the cluster, organization of press conferences, responding to journalists’ requests

- **Promotion of international cooperation**

Ⓒ Minpromtorg (Ministry of Industry and Trade) of Russia
Information exchange and organization of meetings with representatives of embassies, branches of international organizations in Russia, trade missions of Russia abroad, chambers of commerce and regional development centers of foreign countries

• **Networking with government authorities**

Collection and processing of proposals associated with the improvement of statutory legal base regulating the activities of the cluster, as well as changes in strategic planning documents at all levels in order to take into account the development priorities of the cluster; Organizing meetings of the cluster participants with representatives of relevant authorities and public development institutions where cluster-relevant issues are brought for consideration; consultations on financing projects related to the improvement of innovation, production, education and basic infrastructure as well as procurement of equipment; Preparing consolidated data and reports, their provision at the request of relevant authorities