

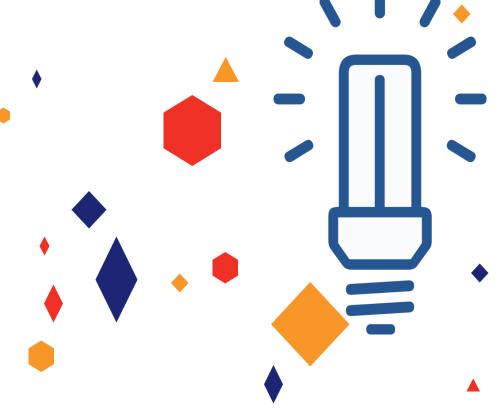


### BUILDING EFFICIENT RELATIONSHIPS BETWEEN INDUSTRY AND SCIENTIFIC COMMUNITY

Innovation Ecosystem Development as a Core Solution

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### **TECH INNOVATIONS**

#### **Corporations:**

In 20<sup>th</sup> century most major technological innovations were made in corporations

Bell Laboratories boasts the most Nobel Prize Laureates – 8 Nobel Prizes have been awarded for work completed at Bell Laboratories.



Bell Labs

# Corporations vs. Startups

#### **Startups:**

Recently major technological breakthroughs have come up from startups rather than corporations.

SpaceX was founded as a startup, that established a new market of private space transportation.



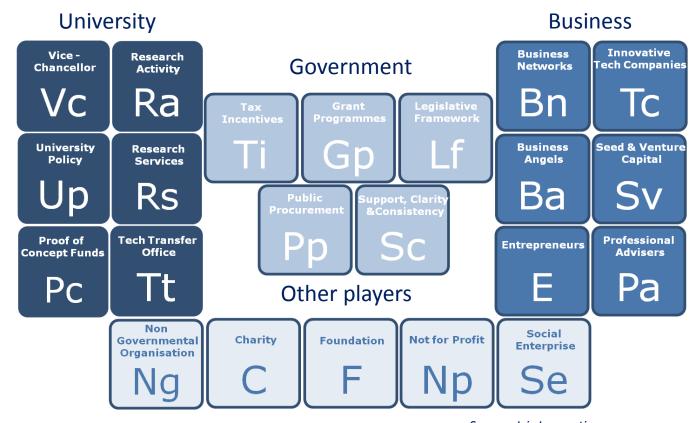
Space X



# STARTUPS BOOST RELIES ON A SOPHISTICATED SUPPORT SYSTEM



Case of Oxford Ecosystem



Source: Isis Innovation

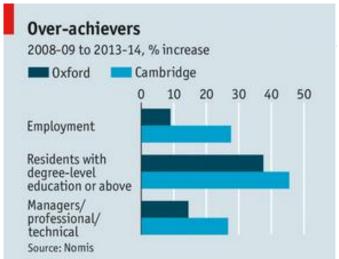


# CAMBRIDGE VS. OXFORD: ECOSYSTEM MATTERS





"Cambridge is at least 20 years ahead of Oxford," admits Bob Price, the leader of Oxford City Council.







## BEST ECOSYSTEMS ORIGINATE AROUND UNIVERSITIES





Robotics Institute, Carnegie Mellon



ARM architectures, University of Cambridge

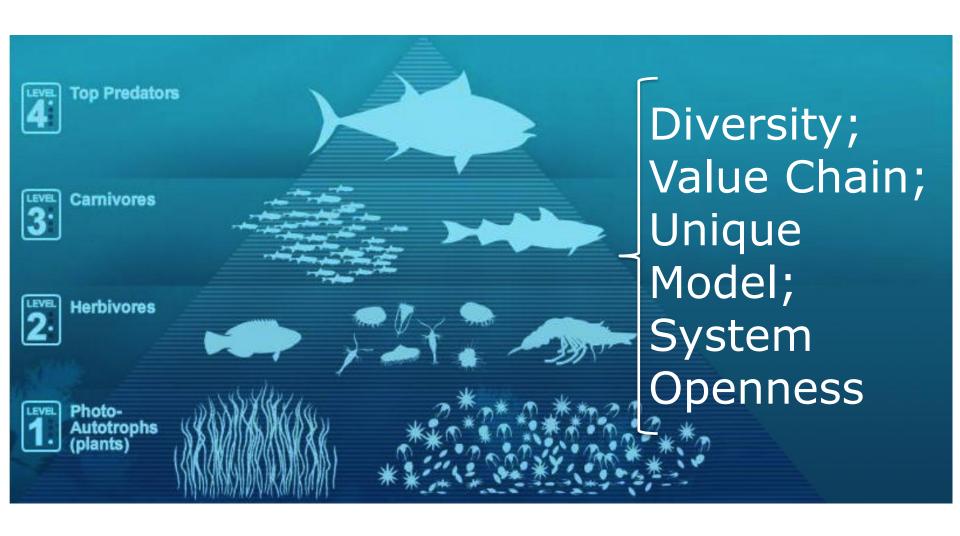


MediaLab, MIT



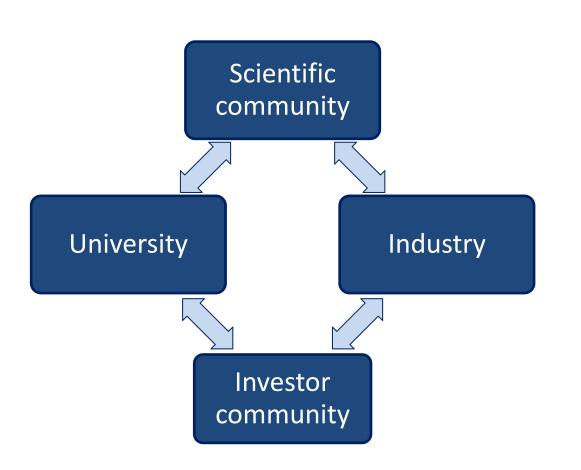


#### WHAT IS AN ECOSYSTEM?





### **ECOSYSTEM FORMULA**



### Conditions of ecosystem:

Cooperation Coherence Reciprocity





#### **ECOSYSTEM MANAGEMENT**





#### **Catalysts for innovation**

- Agile decision making opp
- Brand reputation as a trust-barrier removal
- Social capital
- Networking opp
- Sophisticated services infrastructure
- Visionary and proactive leader stance















#### **CASES OF ECOSYSTEM APPROACH**

Barriers Removed: Rapid Results of the Ecosystem Approach



Eidhoven

Fostering national champion – Phillips



Manchester

Resetting of the city economy as a result of hi-tech and creative industries development



Novosibirsk

Sophisticated University-centered ecosystem





### WHO IS AN ECOSYSTEM MANAGER?





#### **Core Skills**

- Effective community manager who builds on trust
- Speaks different languages (Science, Value chain, Product, Market)

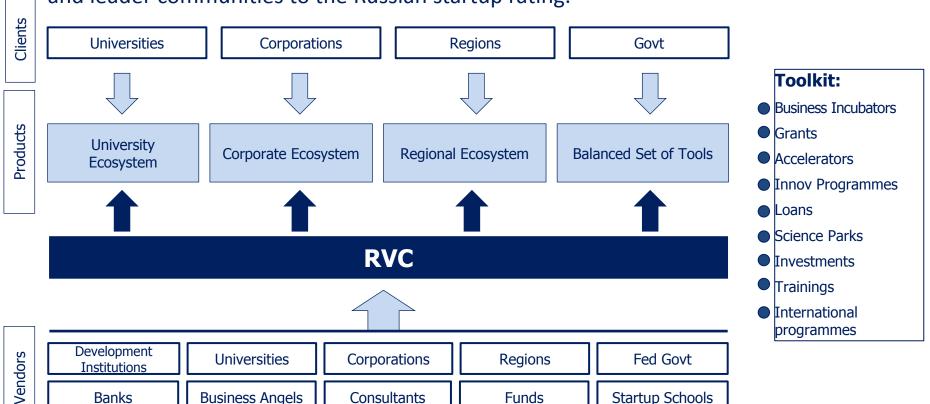






## ROLE OF RUSSIAN VENTURE COMPANY

RVC sets the culture for ecosystem managers, with initiatives ranging from R&D clubs, and leader communities to the Russian startup rating.





# FROM PROJECT MANAGEMENT APPROACH TO ECOSYSTEM MANAGEMENT APPROACH

Project management approach



Ecosystem management approach

