Annex 1 to Order by the Foundation
dated ____ _____ 201_ No. _____

GRANT POLICY OF NON-PROFIT ORGANIZATION THE FUND FOR DEVELOPMENT OF THE CENTER FOR ELABORATION AND COMMERCIALIZATION OF NEW TECHNOLOGIES

Article 1. General Provisions

1. This policy (hereinafter refer to as the "Grant Policy") determines:

1) the conditions for the provision of Grants to Project Participants;

2) project assessment criteria and requirements for grant recipients, applicable upon the provision of Grants;

3) the amount of Grant funds allocated, in relation to the Stage and technological direction of the Projects.

2. This Grant Policy does not regulate the procedure for the provision of Grants to Project Participants that are engaged in applied research.

Article 2. Terms and Definitions

For the purpose of this Grant Policy, the terms below have the following meanings:

Affiliated Counterparty – a contractor, supplier, or other counterparty of the Project Participant, who meets at least one of the following requirements:

1) the counterparty or at least one of the contractor's Beneficiaries is a Beneficiary of the Project Participant or a Key Member of the Project Participant's team;

2) at least one of the counterparty's executives, a member of a management body, or an associate of the counterparty, is a Beneficiary and/or a Key Member of the Project Participant's team;

3) a close relative of at least one of the counterparty's Beneficiaries or executives, a member of the management body, or an associate of the counterparty, is a Beneficiary and/or a Key Member of the Project Participant's team;

Beneficiary - an individual who directly or indirectly (through share ownership (shares) in the authorized capital of other legal entities, being shareholders of the legal entity) controls or has the ability to control the activity of the legal entity;

Project Budget - the total amount of the Grant and funds acquired from a Co-Investor;

Grant – money assets provided by the Foundation, on non-repayable and non-refundable terms, for a specific purpose;

Grant Recipient – the Project Participant with whom the Agreement is made;

Application – the application concerning the allocation of the Grant, specified in Clause 1 of Article 2 of the Grant Regulations;

Innovation Priority - this term is defined in the Regulations on the assignment and termination of a participant's status within the Project for the establishment and operational support of the Skolkovo Innovation Center, in the wording effective at the time of the decision to admit the Application for consideration;

IP – Intellectual Property;

Key Members of the Project Participant's Team – Individuals identified as key team members in the Grant Application and whose participation in the project comprises at least 50% of their work time;

Mentor - an experienced specialist who has a good reputation in the major field of the Project, who assists the Project Participant and Key Members of its team with their knowledge and experience (both for a fee and on a pro bono basis);

Mini-Grant – this term is defined in Clause 2 of Article 4 of the Grant Regulations;

Areas of Focus - 1) energy efficiency and energy conservation, including the development of innovative energy technologies; 2) nuclear technologies; 3) space technologies, especially in the field of telecommunications and navigation systems (including the creation of appropriate ground infrastructure); 4) medical technologies in the areas of equipment and medical product development; 5) strategic computer technologies and software; 6) biotechnologies in agriculture and industry;

Report - a report on the use of the Grant, which is submitted on completion of a Stage, in accordance with the form determined in the Agreement and pursuant to the Grant Regulations;

Plan – a plan for the Project implementation;

Grant Regulations - the Regulations on Grants submitted to project participants for the establishment and operational support of the Skolkovo Innovation Center, approved by a resolution of the Skolkovo Foundation Council on September 27, 2013, and confirmed by the Skolkovo Foundation Board of Trustees on December 11, 2013;

Product - the product and/or technology created as a result of the Project;

Project - the innovation project, which meets the requirements of the Regulations on the Assignment and Termination of a Participant's Status, the Grant Regulations, as well as the requirements of the Agreement, and is implemented by the Grant Recipient within the framework of their research activity, in accordance with the Law;

Budget Estimate - the Grant Recipient's estimated budget for the expenditure of Grant assets and funds provided by the Co-Investor for the purpose of the Project implementation;

Agreement – the Agreement for the provision of the Grant made between the Grant Recipient and the Foundation;

Co-Investor – a Russian or a foreign individual or legal entity, including a Participant of the Grant Recipient's team, as well as a group of declared entities, providing or intending to provide, for the purposes of the project implementation, funds to the Grant Recipient on a free and non-refundable basis, not assuming the counter payment by the Grant Recipient, in accordance with the guidelines for raising funds from a Co-Investor, stipulated in Clause 3 of Article 3 of the Grant Policy, and in accordance with the applicable laws of the Russian Federation. The Grant Recipient cannot also be the Co-Investor of the Project implemented by him/her;

Stage – a part of the Project implementation process, determined in accordance with the requirements stipulated in Annex 1 to the Grant Policy;

Project Participant – a legal entity, having obtained the status of project participant for the establishment and operational support of the Skolkovo Innovation Center;

Foundation – a Non-Profit Organization, the Fund for Development of the Center for Elaboration and Commercialization of New Technologies;

Centers for Collective Use- this term is defined in Clause 1 of Article 1 of the Regulations on accreditation of the Centers for Collective Use, Technopark Skolkovo LLC.

Grant Installment - part of the Grant allotted for the next Stage of the Project development, in an amount necessary for the Grant Recipient to implement the Project within a timeframe that

enables the Foundation to review the Report in essence upon competition of the previous Stage (the amount of the Grant Installment for each Stage is specified in the Plan);

IPC stands for Skolkovo Intellectual Property Center, Limited Liability Company

Clean Room – a room necessary for the implementation of the Project, which allows one to control the size and amount, per cubic meter and with in a given range, of particles in the air, such as: dust, microbes, aerosol particles, and chemical vapors; as well as permitting for the control of parameters such as, humidity, pressure, and temperature;

Phase – a part of the Project lasting from 6 to 12 months inclusive, characterized by the achievement of measurable results that are significant for the implementation of the Project.

Article 3. Principles on Provision of Grants

1. Grants are provided for implementation of Projects that are consistent with the Innovation Priorities and are focused on the development of a particular product, aimed at a specific market. Moreover, the Product may consist of several components, linked together and combined to form a single product or service in terms of their final consumer use, or a single technological process focused on the procurement (provision) of such products or services.

The Foundation provides no more than one Grant to each Project Participant to implement one Stage, not taking Mini-Grants into account.

The Foundation may provide a Mini-Grant (Mini-Grants) to the Project Participant, the total amount of which may not exceed 5,000,000 (five million) rubles for one Project. A Mini-Grant may be given to a Project Participant if there is an Agreement for Project Stages 1-2. A Mini-Grant cannot be allocated to a Project Participant that has an approved Application for Stage 3.

2. The Foundation provides Grants to develop Projects that may be described, among other things, as transitioning from one stage to another. One of the Criteria for determining the Stages of the Project is the confirmation of results achieved by the Project during the previous Stage.

The Foundation shall not provide Grants for a subsequent Stage of the Project implementation if the Project Participant received a Grant to implement the Project at an earlier Stage and did not provide a Report about the previous Stage of the Project, and, as such, the Foundation is unable to take it into consideration in accordance with Clause 5 of Article 11 of the Grant Regulations.

The Foundation will not consider Applications from the Project Participant if the Project Participant received a Grant from the Foundation for the implementation of a different Project and the Foundation did not receive a Report for its consideration on the final Stage. Within the framework of one Stage, the Foundation provides Grants (except for Mini-Grants) by installment for each Phase of the Project implementation.

3. The conditions on which the Foundation bases the allocation of the Grant (except in the case of a Mini-Grant) include, the provision of documents by the Grant Recipient confirming that funds have been raised from the Co-Investor after the signing of a protocol of the Grant Committee Meeting, at which a resolution on the provision of a Grant for the Project (including for the next Stage of the Project implementation), in proportion to the total Project Budget and depending on the Stage, which cannot be less than what is specified in Clause 4 of this article, is adopted. Such fundraising from Co-Investors is carried out before the Grant is provided for each Stage and before

receiving any part of the Grant. The Co-Investor or Co-Investors may provide funds for both current and consecutive Stages of the Project implementation.

Admissible options of fundraising from the Co-Investor or Co-Investors:

1) contribution to the authorized capital of the Grant Recipient – limited liability company;

2) acquisition from the Grant Recipient – joint stock company – of its shares (applicable for joint stock companies only);

3) cash contribution to the Grant Recipient's assets (applicable for limited liability companies only);

4) transfer of money assets by way of gift to the Grant Recipient (inapplicable if the Co-Investor and the Grant Recipient are Russian commercial organizations).

By agreement with the Foundation, those Project Participants that are neither limited liability companies nor joint stock companies may have other options for raising funds from Co-Investors, if said investment generation, taking into account the specifics of the Project Participant's legal form, is on a free and non-refundable basis, not involving reimbursement by the Project Participant, and is in accordance with all applicable laws of the Russian Federation.

4. Requirements for receiving maximum Grant provisions and the minimum amount of funding to be raised from Co-Investors. Requirements for the duration of each Stage and the total number of their Phases differ depending on the Stage, as follows:

Stage	**Maximum amount of the Grant (Rubles)**	**Minimum amount of funds to be raised from Co-Investors (as a percentage of the Project Budget)**	**Stage Timeframe**
Mini-Grant	5,000,000	0	Up to 1 year, no Phases
Stage 1	30,000,000	25%	Up to 2 years, Phases 6-12 months
Stage 2	150,000,000	50%	Up to 3 years, Phases 6-12 months
Stage 3	300,000,000	75%	Up to 3 years, Phases 6-12 months
Stage 1-3	20,000,000	In accordance with the Stage	1 Phase, up to 9 months

5. To confirm the achievements of the Project implementation by the Grant Recipient (Project Phases), the Foundation has the right to request additional documents and to call on entities independent from the Grant Recipient, including on the following issues:

1) examining or testing the samples, models, prototypes, components of a Product or technology;

2) analysis of the consistency of the progress towards the stated objectives of IP protection;

3) market research and study of patent information.

6. In order to make a decision on the provision of a Grant to the Project Participant, the Foundation has the right to engage entities, independent from the Grant Recipient, to perform patent research with respect to the Project.

7. Apart from the possibility of overlooking some of the requirements for the Project and/or the Budget Estimate, stipulated in Annexes 1 and 2 to the Grant Policy (but not more than two

requirements specified in the lowest-level clauses of the corresponding numbered list), upon the resolution of the Grant Committee of the Foundation, expenses for the payment of products, work, and/or services of the Affiliated Counterparties, not conforming with the requirements of Clause 4 of Article 5 of the Grant Policy, may be included in the Budget Estimate of the Project.

Article 4. Requirements for the Project Participant and their Project

1. The following requirements are set for the Project Participant and their Project, irrespective of the Stage of the Project:

1) The Project Participant must hold the rights to the intellectual property of third parties, which are necessary and sufficient for conducting research on the Project Product and for their commercialization in projected markets (e.g. by making agreements for licensing, and the alienation of the exclusive right to produce goods, perform works, render services), without violation of the third parties' rights, or must undertake to purchase such rights or to conclude licensing agreements or contracts for the alienation of exclusive rights, before the Grant is provided;

2) The Project Participant must execute (register), solely in its name, the exclusive rights to intellectual property (including trade secrets (know-how)) created within the framework of the Project, including the Product or its components, and its means of identification, as well as the rights to the independent use of the aforementioned results of intellectual activity and/or means of its identification (to conclude on its behalf licensing agreements, agreements on the alienation of exclusive rights, to give consent for transactions, produce goods, perform work, provide services, taking into consideration the constraints of the Foundation's acts, which contain rules for the Project within the meaning of this term, stipulated by Federal Law No. 244-FZ On the Skolkovo Innovation Center, September 28, 2010);

4) The Project Participant is to ensure that the information contained in documents submitted to the Foundation is complete and accurate. The Foundation has the right to independently check the reliability of the information provided by the Project Participant;

5) The Project Participant is to provide the Foundation with complete and accurate information on its Beneficiaries and the Beneficiaries of the Co-Investor.

6) Key Members of the team, as well as the managers and Beneficiaries of the Project Participant should not have any outstanding convictions for economic crimes.

2. The requirements for Projects, which differ according to their Stages, are specified in Annex 1 to the Grant Policy. Additionally, the requirements for the results of the Project implementation are individually laid out in Annex 1 to the Grant Policy for each of the following areas of activity:

1) R&D;

2) Creation of a commercial version of the product. Marketing and Roll-Out;

3) IP Protection;

4) Human Resources;

5) Raising investments and financial indicators.

Article 5. Requirements for the Budget Estimate

1. The requirements for the Budget Estimate are listed in Annex 2 to the Grant Policy, which specifies the expenditure to be covered by the Grant and by the funds from the Co-Investor.

2. In all articles of the Budget Estimate, the prices for goods, works, and services shall not exceed average market prices for similar goods, works, and services.

3. The Grant Recipient shall be entitled to use Grant funds to pay for work and services rendered by subsidiaries of the Foundation. If it is possible to perform the same work (render similar services), by a subsidiary of the Foundation, its tariffs are subject to mandatory consideration in analyzing the market average level of prices.

4. The inclusion of expenditure on goods and/or services of an Affiliated Counterparty in the Budget Estimate (except in the case of expenses for the rental of equipment and premises) is allowed only if all of the following conditions are met:

1) The Project Participant provided, in the opinion of the Foundation, comprehensive, adequate, and accurate information on the grounds of the affiliation of the Affiliated Counterparties when filing the Application and the Grant Memorandum;

2) The participation of the Affiliated Counterparty is not associated with testing or obtaining expert reports that are to be used as an independent validation of the results of the Project;

3) The Project Participant's employees and/or Key Team Members of the Project Participant are not employees of the Affiliated Counterparty and do not participate in its authorized capital or its activities;

4) Works or services performed (rendered) by the Affiliated Counterparty do not duplicate the work performed by employees of the Project Participant and/or the Key Team Members of the Project Participant;

5) The goods, works, or services supplied, performed, rendered by the Affiliated Counterparty, in opinion of the experts evaluating the Project, are not a significant factor in the implementation of the project at the Stage for which the Grant is provided, or the experts do not express an explicit opinion regarding this issue;

6) The goods, works, and/or services supplied, performed and/or rendered by the Affiliated Counterparty cannot be delivered, performed, and/or rendered for a comparable or lower price by an entity which is not the Affiliated Counterparty;

7) The Project Participant has provided detailed and accurate information on the number of its employees and the level of their engagement, including the use of equipment and resources, that the Affiliated Counterparty intends to use in the performance of its obligations set in its contract with the Project Participant;

8) The engagement of an Affiliated Counterparty is reasonable according to the experts evaluating the Project, or the experts do not express an explicit opinion regarding this issue.

5. Limitations set forth in Clause 4 of this Article do not apply to counterparties under agreements for lease of equipment and premises.

Article 6. Publication of Information on the Provision and Use of the Grant

Information about decisions of the Grant Committee, as well as other information about the provision and use of the Grant by the Project Participant, should be published on the website of the Foundation in the section "Information about Grants", containing the following:

1) Name of the Project Participant;

2) Name of the Project;

3) The operative part of the resolution taken by the Grant Committee (with the date of the meeting and general results of the voting);

4) Information on the date of the Agreement;

5) Information on the dates of the Reports submitted to the Foundation by the Project Participant and the decisions of the Foundation after consideration of such Reports.

Annex 1
to the Grant Policy

Requirements for Projects According to their Stages

1. Requirements for Projects when Mini-Grants are provided

I. Criteria for determining the Stage	1. The Project must be theoretically implementable (it shall not be in conflict with basic scientific principles).
II. Stage Results	At least one of the following Stage results is mandatory (moreover, funds from a Mini-Grant cannot be spent for other purposes): 1. An analysis of risks and prospects for the developed (planned) Product in the sphere of IP sphere was conducted, a total of at least 2 of the following actions were taken: 1.1. a patent map was created; 1.2. a patent purity study was performed (in Russia and in other planned markets); 1.3. a non-disclosure status (trade secrets) was implemented; 1.4. documents identifying and codifying production secrets (know-how) were issued, and/or Russian and/or international applications for the issue of patents to the Grant Recipient (including patent support in Russia and abroad) were filed; 1.5. potentially protectable technical solutions were identified; 1.6. the level of technology was identified (based on the technical solutions described above); 1.7. a legal study of the risks of potential court or other proceedings in Russia and in other planned markets was conducted (in the absence of patent purity or in case of doubts); 1.8. the mode and approximate schedule for the protection of aforementioned technical solutions, in Russia and in other target markets (know-how, filing Russian (Eurasian, international) patent applications, approximate duration of transition to a national phase of international applications, publicly available publications), were determined; 1.9. a study, concerning the actual use of the copyright items and any official results of intellectual activity, the rights to which were owned by third parties in Russia and in other planned markets, was conducted; 1.10. relationships with the authors of the results of intellectual activity were formalized. 2. Marketing research was carried out. 3. Joint activity agreements, attracting of Co-Investors, were negotiated and/or concluded, and letters of intent from potential customers (letters about the possible purchase of the Product) were received. 4. The technical requirements for the Product were developed. 5. Participation in a conference and a report on participation in this conference was prepared. 6. A plan for the introduction of the Product onto the market was prepared. 7. Refinements and/or testing and/or inspection of the Product results were conducted. 8. Research confirming the features of the Product was performed. 9. Research and development for creation of the Product, in accordance with the research plan, was conducted (a laboratory sample and/or experimental technology was developed; or technical documentation was developed; or a pilot sample of the Product was developed and/or pilot technology was developed; or technical documentation for the pilot sample and/or pilot technology was developed; or working design documentation was prepared; or a pilot batch of the Product was produced; or a pilot production facility and/or pilot production technology was created). 10. A team of at least 2 people was organized, confirming their participation in the Project, including at least one researcher and one chief production engineer

	(biologist, doctor, engineer) with experience in the field of the Project (these specializations may be possessed by one person).

Note:
When providing Mini-Grants for the performance of works in just one of the areas, specified in clauses 1, 2, 4-7 of sub-section II. Stage Results of the section entitled, Requirements for the Projects According to Stages of Annex 1, the requirements of clause 4 of sub-section Co-Investors of the section Other Expenses of Annex 2 to the Grant Policy, do not apply.

2. Requirements for Medical Technologies Projects involving the development of medical equipment and medicinal products

	Areas	Criteria for determining the Stage	Stage results
Stage 1	I. R&D	1. The Project scientific concept was developed. 2. The concept confirmation was received. 3. R&D plan was provided.	**Medical equipment, medical devices, diagnostic systems:** 1. For medical equipment and devices: a prototype or pilot sample of the Product and (or) the experimental units of the Product were created in accordance with the plan of research activities. 2. A design of the diagnostic test was developed; the analysis of (technical) feasibility (of the Project) and the feasibility study were conducted. **Medicines, biomedical technologies:** **At least one of the following Stage results must be present:** 3. The confirmation of the concept of the effect of a new connection or technology was completed 4. One or several pharmaceutical preformulations were selected based on the preclinical screening and lead optimization for completion of preclinical trials and beginning of clinical trials. A sufficient quantity of product was obtained for further tests. 5. Preclinical studies of the pharmaceutical preformulation were performed partially or in full. **Information system/computer system/database:** 6. The design of the system was completed and/or the architecture of the product (database, software) was developed. 7. The method and tools for creation of the product were selected. 8. The alpha version of the product was created. 9. Database architecture, annotation scheme and method for data collection and conceptualization were developed. 10. Minimum data for testing the database were collected. 11. Algorithms and individual elements were tested. 12. Functional requirements and specifications were developed (FRS/SRS). 13. The plan for development work for the beta version was provided.
	II. IP Protection	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: 1.1. Potentially protectable solutions were identified; 1.2. In furtherance of the plan of research activities and the plan for publication of results, there were defined the mode and approximate schedule of the protection of technical solutions, listed above, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, the approximate duration of the transition to a national Stage of international applications, freely accessible publications); 1.3. A list of third-party results of intellectual activity	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: 1.1. Patent clearance search was performed (in Russia and abroad, taking into consideration of patent landscape) and a list of third-party results of intellectual activity necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent clearance or in case of doubts) was prepared; 1.2. Patent information research was performed to verify the patentability of technical solutions based on the results of which findings were prepared concerning termination of studies, continuation of studies, changes in the research program (commercialization) and (or) improvement of the existing results of the Project for patentability and/or patent clearance, in the event of its absence; 1.3. The mode and protection schedule in Russia and in the target markets of engineering solutions were defined (know-how, filing of Russian (Eurasian, international) patent

	Areas	Criteria for determining the Stage	Stage results
		necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent clearance or in case of doubts) was prepared; 1.4. A status of confidentiality (trade secret) was implemented, a non-disclosure agreement in Russian and/or foreign language(s) exists. 2. Relations with the authors of the official results of the intellectual property (if any) are formalized. 3. Russian and/or international patent applications on the results of the Project were filed (if applicable).	requests, approximate term of transfer to the national phase regarding the international requests, general publication), patent objects (the result on the whole, its component, etc.) regarding the patent requests, their number is defined; 1.4. A conclusion was prepared on the results of the investigation conducted for the actual use of copyright and any official results of intellectual activity, the rights to which are owned by third parties in Russia and on the planned market; 1.5. The confidentiality (trade secret) status was updated, a non-disclosure agreement in Russian and/or foreign language(s) exists; 1.6. Relations with the authors of the official results of the intellectual property are formalized (with regard to new employees). 2. Documents defining the distribution of rights to the official results of intellectual activity, the amount and procedures for remuneration payment to the authors are formalized. 3. Documents identifying and establishing the specific work secrets (know-how) were issued and/or the Russian and/or international applications for patents for the results of the Project were filed. The protection in a know-how mode, without patenting, but with additional justification, is allowed.
	III. Creation of a commercial version of the product. Marketing and implementation	1. Competitive advantages over the foreign and Russian analogues were justified by the time of entering the market. 2. The range of target parameters of the Project Product and the size of the target market were determined. 3. Presence of Skolkovo logo on marketing materials and documents (if any).	1. A strategy for the Product positioning in the market was created. 2. The source of financing for the further implementation of the Project was determined. 3. Presence of Skolkovo logo on marketing materials and documents.
	IV. HR	A Project Team was formed composed of at least 3 members who accepted to participate in the Project (with a written application, under a civil law agreement or an employment agreement) with the following requirements: 1. One of the employees of the Project has publications on the subject of the Project or experience in the development of a similar product in an organization operating in the core industry; 2. At least one employee of the team has confirmed international experience in the market of the Project or there is a research, technical or business consultant with international experience in this industry with 5 years of experience.	There are at least 2 employees (except for the founders of the company, who are not obliged to be part of the staff), including: 1. At least one researcher; 2. Chief process engineer (biologist, doctor, chief architect) with experience in the Project's sphere (this position can be combined with that of the researcher); 3. Of these team members, at least one member of the team has proven international experience in the market of the Project; 4. On the team there is a full-time specialist with experience in investments or Project implementation in the respective activity, or there is a Mentor (Consultant) with relevant experience.
Stage 2	I. R&D	1. The prototype of the Product and (or) the experimental units of the Product are available, design of the diagnostic test was developed, the analysis of (technical) feasibility (of the Project) and the feasibility study were conducted.	**Medical equipment, medical devices, diagnostic systems:** 1. An industrial prototype was created. 2. Bench tests and preclinical trials of the industrial prototype of the medical equipment or device were carried out.

	Areas	Criteria for determining the Stage	Stage results
		2. The concept was proven (that is, a proof of the concept or principle of its implementation was obtained in order to test and demonstrate the possibility of its use), a sufficient quantity of the substance was produced to carry out further research work. Preclinical studies of the pharmaceutical preformulation were performed partially or in full in accordance with the requirements of the regulatory authorities. R&D plan was provided. 3. The plan for the Project Product testing (if applicable) was provided; the associate contractors (counterparties) for performance of tests were selected.	3. Work design documentation was developed (for the medical equipment or device). 4. Clinical trials of the diagnostic systems began. **Medicines, biomedical technologies:** **At least one of the following Stage results must be present:** 5. Preclinical trials have been conducted to the extent sufficient to obtain clinical trial authorization; the substance to be tested has been produced under certified manufacturing conditions in the amount sufficient for further studies. 6. Clinical trials corresponding to phase I/II were carried out to determine the safety and/or tolerability and/or the optimum dose and/or to confirm the clinical concept (clinical efficiency was proved) of the medicine being studied. **Information system/computer system/database:** 7. A beta version or a prototype of the Product were created (database, software, combination in an integrated system). 8. An external test of functionality and performance has been tested based on industry standards. 9. Functional requirements and (or) software specifications (FRS\SRS) were developed for the beta version of the Product, including the plan for in-situ testing of the Product.
	II. IP Protection	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: 1.1. Potentially protectable solutions were identified; 1.2. In furtherance of the plan of research activities and the plan for publication of results, there were defined the mode and approximate schedule of the protection of technical solutions, listed above, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, the approximate duration of the transition to national Stage of international applications, freely accessible publications); 1.3. A list of third-party results of intellectual activity necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent clearance) was prepared; 1.4. The confidentiality (trade secret) status was implemented; a non-disclosure agreement in Russian and/or in a foreign language exists. 2. Relations with the authors of the official results of the intellectual property (if any) are formalized. 3. Production secrets (know-how) were identified and fixed and/or the Russian and/or international applications for	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: 1.1. Patent clearance search was performed (in Russia and abroad, taking into consideration of patent landscape) and a list of third-party results of intellectual activity necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent clearance or in case of doubts) was prepared; 1.2. Patent information research was performed to verify the patentability of technical solutions based on the results of which findings were prepared concerning termination of studies, continuation of studies, changes in the research program (commercialization) and (or) improvement of the existing results of the Project for patentability and/or patent clearance, in the event of its absence; 1.3. The mode and protection schedule in Russia and in the target markets of engineering solutions were defined (know-how, filing of Russian (Eurasian, international) patent requests, approximate term of transfer to the national phase regarding the international requests, general publication), patent objects (the result on the whole, its component, etc.) regarding the patent requests, their number is defined; 1.4. A conclusion was prepared on the results of the investigation conducted for the actual use of copyright and any official results of intellectual activity, the rights to which are owned by third parties in Russia and on the planned market; 1.5. the confidentiality (trade secret) status was updated, a non-disclosure agreement in Russian and/or foreign language(s) exists; 1.6. Relations with the authors of the official results of the intellectual property are formalized (with regard to new employees).

	Areas	Criteria for determining the Stage	Stage results
		patents for the results of the Project were filed. 4. Russian and/or international applications for trademark registration were filed (if applicable).	2. Documents identifying and establishing the specific work secrets (know-how) were issued and/or the Russian and/or international applications for patents for the results of the Project were filed. 3. Documents defining the distribution of rights to the official results of intellectual activity, the amount and procedures for remuneration payment to the authors are formalized. 4. Licensing or other agreements were made, in respect of intellectual property of third parties that are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity or in case of doubts). 5. On submitted applications, before providing the Grant, Russian and/or foreign patents on the results of the Project and trademark registration certificates, etc. were received (if applicable). The protection in a know-how mode, without patenting, but with additional justification, is allowed.
	III. Creation of a commercial version of the product. Marketing and implementation	1. Competitive advantages over the foreign and Russian analogues were justified by the time of entering the market. 2. All the Product parameters essential for the consumers were identified. 3. The business development strategy was prepared. 4. Presence of Skolkovo logo on marketing materials and documents (if any).	1. A list of potential co-investors was prepared. 2. An agreement of intent was signed with at least one co-investor to fund the next Stage. 3. Presence of Skolkovo logo on marketing materials and documents. Medical equipment, medical devices, diagnostic systems: 4. The pilot operation together with interested consumers is confirmed. 5. Letters or agreements of intent were signed with at least 2 potential customers of the Product. **Medicines, biomedical technologies:** 6. Data were provided confirming the relevance of the Product for the market from the point of view of competition, market potential etc. **Information system/computer system/database:** 7. Proof of relevance and demand for the Product. Agreements of intent were signed with at least one independent customer of the Product. 8. The strategy for sale of the product and interaction with prospective buyers was formed. 9. A standard commercial proposal was developed.
	IV. HR	A project team with at least 3 employees was formed (except for the founders of the company, who are not obliged to be part of the staff): 1. One of the employees of the Project has publications on the subject of the Project or experience in the development of a similar product in an organization operating in the core industry; 2. Chief process engineer (biologist, engineer) with experience in the subject of the Project; 3. At least one person with experience in preclinical and/or	1. There are at least 3 full-time employees, including: 1.1. At least one researcher; 1.2. Chief process engineer (biologist, doctor, chief architect) with experience in the Project's sphere (this position can be combined with that of the researcher); 1.3. At least one person with experience in clinical trials (for projects related to the development of medicines); 1.4. A specialist experienced in investments or Project implementation for the respective activity. 1.5. Of these team members, at least one member of the team has proven international experience in the market of the Project;

	Areas	Criteria for determining the Stage	Stage results
		clinical trials; 4. At least one member of the team has confirmed international experience in the market of the Project or there is a research, technical or business consultant with international experience in this industry.	
Stage 3	I. R&D	1. The pilot model is ready for certification tests and clinical trials (for medical equipment and medical devices). Clinical trials and verification testing of the diagnostic systems began. 2. Documents were issued that prove the claimed properties of the developed prototype. 3. Preclinical studies were successfully completed, except for long-term studies of possible long-term consequences of use of the medicine and other preclinical trials which do not lead to restrictions to the approval of the product for human use, regulatory approvals to begin clinical trials were received, collaborators (counterparties) were determined for clinical trials from among a number of organizations with sufficient experience in the provision of research services to the pharmaceutical and biotechnology sectors. 4. Clinical trials corresponding to Phase I and/or II were carried out. 5. Preclinical and/or early clinical studies were carried pout by a company with the status of Project Participant.	Medical equipment, medical devices, diagnostic systems: 1. Work design documentation was prepared for industrial production, technical and clinical trials and studies were carried out, the set of documents for registration of the Product was prepared. 2. Pilot sales (introduction) were performed. **Medicines, biomedical technologies:** 3. Phase 2 or 3 registration clinical studies were completed in accordance with the following conditions: preclinical and/or clinical studies were carried out by a company with Project Participant status; the study drug or technology is not registered in Russia and/or in other countries. 4. Regulatory approvals for further trials were obtained (if necessary). 5. The registration certificate or another regulatory approval for sale was obtained. **Information system/computer system/database:** 6. Development work was completed. 7. Operability was demonstrated in-situ, including based on the results of testing by Product users. 8. The commercial product (software release) is ready for production.
	II. IP Protection	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: 1.1. A patent clearance study was performed (in Russia and in the planned markets, determined with regard to the patent landscape); 1.2. A list of third-party results of intellectual activity necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent clearance) was prepared; 1.3. A status of confidentiality (trade secret) was implemented, a non-disclosure agreement in Russian and foreign language(s) exists. 2. Licensing or other agreements were made, in respect of intellectual property of third parties that are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity or in case of doubts).	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: 1.1. Patent clearance search was performed (in Russia and abroad, taking into consideration of patent landscape), based on which a conclusion on refinement of Project implementation results was prepared to achieve patent clearance; 1.2. A conclusion was prepared on the results of the investigation conducted for the actual use of copyright and any official results of intellectual activity, the rights to which are owned by third parties in Russia and on the planned market; 1.3. The confidentiality (trade secret) status was updated, a non-disclosure agreement in Russian and/or foreign language(s) exists; 1.4. Relations with the authors of the official results of the intellectual property are formalized (with regard to new employees). 2. Documents identifying and establishing the specific work secrets (know-how) were issued. 3. Documents defining the distribution of rights to the official results of intellectual activity, the amount and procedures for remuneration payment to the authors are formalized. 4. For all target markets of the Project exclusive commercialization rights or licenses were received in the required amount in respect of intellectual property of third parties that are

	Areas	Criteria for determining the Stage	Stage results
		3. Relations with the authors of the official results of the intellectual property are formalized. 4. Production secrets (know-how) were identified and fixed. 5. Required Russian and/or foreign patents on the results of the Project, the certificates of registration for Russian and international (foreign) trademarks, etc. were received.	necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity or in case of doubts). 5. For the segment "Medicines, biomedical technologies" a protection document was received in at least one of the planned countries of commercialization, or patent applications were submitted in one or several planned countries of commercialization. The protection in a know-how mode, without patenting, but with additional justification, is allowed.
	III. Creation of a commercial version of the product. Marketing and implementation	1. Presence of Skolkovo logo on marketing materials and documents (if any). Medical equipment, medical devices, diagnostic systems: 2. Letters or agreements of intent were signed with at least 2 potential customers for purchase of the Product. 3. A Commercialization Plan was developed, which may include licensing or agreement on the cession of the rights for IP; **Medicines, biomedical technologies:** 4. A plan to negotiate the commercialization was developed, which includes licensing or agreement on the cession of the rights for IP and the Product distribution.	1. Presence of Skolkovo logo on marketing materials and documents. Medical equipment, medical devices, diagnostic systems: 2. Pilot implementation was performed. 3. Agreements were signed with at least one customer (distributor) of the Product; 4. Targets of the Marketing Plan for the Product were achieved; 5. Commercialization plan was implemented, which has been developed before the Stage beginning. It may include licensing or agreements on the cession of the rights for IP. **Medicines, biomedical technologies:** 6. The partner (investor, buyer) for commercialization was determined. **Information system/computer system/database:** 7. Agreements of intent were signed with at least 10 independent customers of the Product (commercial or non-commercial). 8. A Commercialization Plan was developed, which may include licensing or agreement on the cession of the rights for IP; 9. The source of financing for the further implementation of the Project was determined.
	IV. HR	1. A Project Team was formed composed of at least 3 employees who accepted to participate in the Project (under an employment agreement) with the following requirements: 1.1. At least one researcher; 1.2. Chief process engineer (biologist, doctor, and engineer) with experience in the subject of the Project; 1.3. At least one member of the team has proven international experience in the market of the Projects subject; 1.4. At least one person with experience in clinical trials. 2. There is a Mentor (Consultant) or staff member on the investment direction experienced in investment or Project	1. There are at least 4 full-time employees, including: 1.1. At least one researcher; 1.2. Chief process engineer (biologist, doctor, chief architect) with experience in the Project's sphere (this position can be combined with that of the researcher); 1.3. At least one manager with experience in the marketing (sales, implementation) of the Product in the market area of the Project; 1.4. At least one person with experience in clinical trials. 1.5. An investment specialist experienced in investments or Project implementation for the respective activity. 1.6. Of these team members, at least one member of the team has proven international experience in the market of the Project;

	Areas	Criteria for determining the Stage	Stage results
		implementation for the respective activity.	
	V. Attraction of investments and financial indices		1. The contract for the sale of Project Participant's shares, the license agreement in respect of IP rights or the agreement on the cession of the rights for IP were made. 2. The partner (investor, buyer) for business development was determined.

3. Requirements for Projects involving Strategic Computer Technologies and Software

	Areas	Criteria for determining the Stage	Stage Results
Stage 1	I. R&D	1. Requirements for the Product are developed, including a substantiation of its scientific and technological novelty (PRD - Product Requirements Document). 2. An R&D plan was provided.	1. The Product Architecture (Design) was created. 2. The tools and the methodology of the Project were selected. 3. A function test on the algorithms of separate system components was performed. 4. Functional requirements specifications and/or Software requirements specifications (FRS\SRS) were created. 5. Operational and critical parameters of the environment were defined, including a testing plan and trials in relevant simulated conditions (Test environment).
	II. IP Protection	1. Relationships with the authors of the results of intellectual activity were formalized. 2. A status of confidentiality agreement (trade secrets) was implemented, a non-disclosure agreement in Russian and/or foreign language(s) exists;; 3. A list of the intellectual property of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project, was prepared, including a list of free software. 4. If target markets for the Product include the U.S.A., Taiwan, and other countries with the same legal regime with respect to the Product in development (planned), then an analysis of IP prospects was performed, specifically: 4.1. potentially protectable technical solutions were identified; 4.2. the mode and approximate schedule for the protection of technical solutions, listed above, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, and approximate duration of transition to a national Stage of international applications publicly available publication), were defined;	1. IP protection documents were updated: 1.1. relationships with the authors of the results of intellectual activity were formalized (as concerns new employees). 1.2. non-disclosure agreements in Russian and a foreign language were updated to a status of confidentiality agreement (trade secret); 1.3. a list of intellectual property of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity or in case of doubts and in case of doubts), was prepared; 1.4. provided that the target markets include the U.S.A., Taiwan, and other countries with the same legal regime, the mode and approximate schedule for the protection of technical solutions, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, approximate duration of transition to a national phase of international applications, freely accessible publications), in respect to applications for patents, the items of patenting (the whole result, its integral part, and so on), and the number of such applications, were determined; 2. An analysis of prospects for the developed (planned) Product in the IP sphere was conducted, namely: 2.1. potentially protectable technical solutions were identified; 2.2. the level of technology was identified (if applicable). 3. Documents, which determine the distribution of rights to the official results of intellectual activity, as well as the size and the order of payment of royalties to the authors, were issued. 4. Licensing or other agreements in respect to the intellectual property of third parties, which are necessary and sufficient for the implementation of the Project, were made. 5. Russian and international applications for granting patents for the results of the Project were filed (if applicable). 6. Protection without patenting during the know-how phase of development is permitted, but requires certain justifiable conditions. The Product must be confirmed as containing no patentable technical solutions that could potentially be revealed or used by third parties as a result of scientific publications by the authors, product sales, and the provision of services by the Grant Recipient or its counterparties. In such circumstances, it is necessary to prepare documents that identify and codify the relevant know-how (specific results of intellectual activities) (if applicable).

	Areas	Criteria for determining the Stage	Stage Results
	III. Creation of a commercial version of the Product. Marketing and Roll-Out	1. Market Requirements Documents (MRD) are prepared, including: 1.1. the size of the target market; 1.2. a substantiation of the Product competitive advantages over international and Russian analogs by the time of its entry onto the market. 2. The Skolkovo logo is present on marketing materials and documents (if available).	1. A strategy for product sales and cooperation with potential customers was developed. 2. The source of financing for the further implementation of the Project was determined. 3. A standard commercial proposal was made. 4. The Skolkovo logo is present on marketing materials and documents.
	IV. Team	A Project team was organized, composed of no less than 2 full-time employees, meeting the following requirements: 1. at least one of the employees of the Project has scientific experience[1] in the subject area of the Project or has more than 2 years of proven technical experience in the specific field; 2. an employee with international experience[2] in the subject area of the Project is desirable.	1. There are at least 2 employees on staff who are directly involved in research activities for the Project. One of the employees is a Chief Architect who has at least 2 years of proven experience in the Project field (or possesses scientific experience). 2. One of the employees **or** a Consultant possesses scientific experience in the Project subject area. 3. The Investor or Mentor (Consultant), or one of the employees, possess international experience in the Project subject area.
Stage 2	I. R&D	1. The Product Architecture (Design) was created. 2. A function test of algorithms and separate system components was performed. 3. The operational and critical parameters of the environment were defined, including a testing plan and testing in relevant simulated conditions. 4. A research activity plan was prepared; the tools and methodology of the Project were selected. 5. The functional requirements and/or software requirements specifications were created (FRS\SRS).	1. The alpha version or the prototype of the Product was created. 2. External functioning and productivity tests were performed according to proprietary standards. 3. A plan for development of a beta-version was provided. 4. The functional requirements and/or software requirements specifications (FRS\SRS) for the beta-version of the Product, including a plan to test the Product in real conditions, were made.
	II. IP Protection	1. Relationships with the authors of the results of intellectual activity were formalized. 2. A status of confidentiality agreement (trade secrets) was implemented, a non-disclosure agreement in Russian and/or foreign language(s) exists; 3. Documents identifying and codifying the	1. IP protection documents were updated: 1.1. relationships with the authors of the results of intellectual activity were formalized (as concerns new employees). 1.2. non-disclosure agreements in Russian and a foreign language were updated to status of confidentiality agreements (trade secret); 1.3. a list of intellectual property of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent

[1] Scientific experience - is experience in scientific work, proven by at least one of the following: a) scientific publications, citation index; b) author of protected IP items (patents); c) reports at conferences as an invited speaker; d) R&D experience at a big company.

[2] International experience - is proven experience of promoting a product in other countries' markets or management of custom engineering for foreign companies (hereinafter listed in requirements under this section).

	Areas	Criteria for determining the Stage	Stage Results
		relevant know-how (specific results of intellectual activities) (if applicable) were prepared. 4. Russian and international applications for trademark registration were filed (if applicable). 5. A list of the intellectual property of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project, was prepared, including a list of free software. 6. If target markets for the Product include the U.S.A., Taiwan, and other countries with the same legal regime, then an analysis of IP prospects, with respect to the Product in development (planned), was performed, specifically: 1.1 potentially protectable technical solutions were identified; 1.2 the mode and approximate schedule for the protection of technical solutions, listed above, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, approximate duration of transition to a national Stage of international applications, publicly available publication) were defined;	purity or in case of doubts and in case of doubts), was prepared; 1.4. provided that the target markets include the U.S.A., Taiwan, and other countries with the same legal regime, the mode and approximate schedule for the protection of technical solutions, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, approximate duration of transition to a national phase of international applications, freely accessible publications), in respect to applications for patents, the items of patenting (the whole result, its integral part, and so on), and the number of such applications, were determined. 2. An analysis of the prospects for the developed (planned) Product in the IP sphere was conducted, namely: 2.1. a patent purity study was performed (in Russia and in planned markets); 2.2. a study, concerning the actual use of the copyright and any official results of intellectual activity, the rights to which were owned by third parties in Russia and in other planned markets, was conducted; 2.3. findings on the termination of studies, the continuation of studies, a change in the program of studies (commercialization), and/or the finalization of the available results of the project implementation to achieve patentability and patent clearance, were prepared; 2.4. the level of technology was identified (based on the technical solutions identified prior to receiving the Grant). 3. Documents, which determine the distribution of rights to the official results of intellectual activity, as well as the size and the order of payment of royalties to the authors, were issued. 4. Licensing or other agreements in respect to the intellectual property of third parties, which are necessary and sufficient for the implementation of the Project, were made. 5. Russian and international applications for granting patents for the results of the Project were filed (if applicable). 6. Protection without patenting during the know-how phase of development is permitted, but requires certain justifiable conditions. The Product must be confirmed as containing no patentable technical solutions that could potentially be revealed or used by third parties as a result of scientific publications by the authors, product sales, and the provision of services by the Grant Recipient or its counterparties. In such circumstances, it is necessary to prepare documents that identify and codify the relevant know-how (specific results of intellectual activities) (if applicable).
	III. Creation of a commercial version of the Product. Marketing and Roll-Out	1. Significant advantages over international and Russian analogs were substantiated by the time of the Product entry onto the market. 2. A standard commercial proposal was made. 3. A strategy for product sales and cooperation with potential customers was developed. 4. The Skolkovo logo is present on marketing materials and documents (if available).	1. Agreements of intent to test the Product were signed with no less than one independent customer. 2. A Commercialization Plan was developed, which may include licensing or an agreement for the cession of IP rights. 3. The source of financing for the further implementation of the Project was determined. 4. The Skolkovo logo is present on marketing materials and documents.
	IV. Team	1. A Project team was organized, composed of no less than	1. There are at least 3 employees **on staff** who are directly involved in research activities for the

	Areas	Criteria for determining the Stage	Stage Results
		3 full-time employees, meeting the following requirements: 1.1. a Chief Architect with at least 2 years of proven experience in the Project field (or possesses scientific experience); 1.2. at least one member of the team has international experience in the Project sphere; 1.3. at least one of the employees possesses scientific experience in the Project subject. 2. An Investor or Mentor (Consultant) or one of the employees has experience in investment or in Project development for the given focus area.	Project. 1.1. One of the employees is a Chief Architect who has at least 2 years of proven experience in the Project field (or may possess scientific experience). 2. **The Project Team** has employees, Investors, or Consultants which comply with the following requirements: 2.1. At least one of the employees possesses scientific experience in the Project subject area; 2.2. At least one of the employees possesses international experience in the Project subject area; 2.3. There is a business development specialist (including commercialization, investments, and finances) or a Mentor (Consultant), which possesses corresponding experience.
Stage 3	I. R&D	1. The alpha version (software) or precision prototype (not software) was created. 2. External or internal functioning and productivity tests were preformed according to proprietary standards. 3. A development plan was provided. 4. Software functional requirements and/or specifications (SRS\FRS) for the beta-version of the Product, including a testing plan, were made.	1. A beta version was created. 2. Developmental work was completed. 3. The operational capacity of the Product in real conditions was shown, including in accordance with the results of consumer testing of the Product. 4. A commercial version of the Product (software release) ready for roll-out was prepared.
	II. IP Protection	1. Relationships with the authors of the results of intellectual activity were formalized. 2. A status of confidentiality agreement (trade secrets) was implemented, a non-disclosure agreement in Russian and/or foreign language(s) exists;; 3. Licensing or other agreements in respect to the intellectual property of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project, were made. 4. Russian and international applications for granting patents for the results of the Project were filed (if applicable). 5. Documents, identifying and codifying the relevant know-how (specific results of intellectual activities) (if applicable), were prepared. 6. Registration certificates for Russian and international (foreign) trademarks were received. 7. An analysis of the prospects for the developed (planned) Product in the IP sphere was conducted, namely: 7.1. a patent purity study was performed (in Russia and in planned markets);	1. IP protection documents were updated: 1.1. relationships with the authors of the results of intellectual activity were formalized (as concerns new employees). 1.2. non-disclosure agreements in Russian and in a foreign language were updated to a status of confidentiality agreement (trade secret); 1.3. a list of the intellectual property of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity or in case of doubts and in case of doubts), was prepared; 2. A study, concerning the actual use of the copyright and any official results of intellectual activity, the rights to which were owned by third parties in Russia and in other planned markets, was conducted; 3. Documents, which determine the distribution of rights to the official results of intellectual activity, as well as the size and the order of payment of royalties to the authors, were issued (if they did not already exist). 4. Exclusive commercialization rights or licenses were received, in the required amount, for all target markets of the Project, in respect to the intellectual property of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (if applicable). 5. At least one of the following: 5.1. Russian and international applications for granting patents for the results of the Project were filed; 5.2. Protection without patenting during the know-how phase of development is permitted,

	Areas	Criteria for determining the Stage	Stage Results
		7.2. potentially protectable technical solutions were identified; 7.3. the level of technology was identified (based on the technical solutions described above); 7.4. the mode and approximate schedule for the protection of technical solutions, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, approximate duration of transition to a national Stage of international applications publicly available publication), were defined;	but requires certain justifiable conditions. The Product must be confirmed as containing no patentable technical solutions that could potentially be revealed or used by third parties as a result of scientific publications by the authors, product sales, and the provision of services by the Grant Recipient or its counterparties. 6. Patents for the Russian Federation or for other countries under the Patent Cooperation Treaty were received, as a result of applications filed prior to the implementation of the Project, or in the case where a Project was confirmed to contain no patentable technical solutions that might be revealed or used by third parties, a 'know-how mode' with respect to such technical solutions was introduced (if applicable).
	III. Creation of a commercial version of the Product. Marketing and Roll-Out	1. Significant advantages over the international and Russian analogs were substantiated by the time the Product enters the market. 2. Agreements of intent to test the product were signed with no less than one independent customer. 3. A Commercialization Plan was developed, which may include licensing or an agreement for the cession of IP rights. 4. The Skolkovo logo is present on marketing materials and documents (if available).	1. Commercial version of the Project is introduced to the market. 2. A Commercialization Plan, which may include licensing or an agreement for the cession of IP rights was implemented. 3. Partnership agreements were made (if applicable). 4. The Skolkovo logo is present on marketing materials and documents.
	IV. Team	1. A Project team composed of no less than 5 employees was organized, meeting the following requirements: 1.1. At least one of the employees possesses scientific experience in the Project subject area; 1.2. At least one of the employees possesses international experience in the Project subject area; 1.3. A Chief Architect with at least 3 years of proven experience in the Project field (or possesses scientific experience); 1.4. A Business Development specialist (including commercialization, investments, and finances). 2. An Investor or Mentor (Consultant) or one of the employees has experience in investment or in Project development for the given focus area.	1. There are at least 5 employees on staff, including: 1.1. A Chief Architect with at least 3 years of experience in the Project field (or possesses scientific experience); 1.2. A Business Development specialist (including commercialization, investments, and finances). 1.3. At least one of the employees possesses international experience on the Project subject; 2. An Investor or Mentor (Consultant) or one of the employees has experience in investment or in Project development for the given focus area.
	V. Raising investment and financial indicators	The presence of a Co-Investor, whose managed assets value is at least 10 times the requested Grant amount, or who has at least 3 organizations under their management, or whose core business turnover (for a strategic investor) is at least 10 times the requested Grant amount.	A business plan for raising investment and/or project funding was developed.

4. Requirements for Space Technologies Projects, particularly in telecommunications and navigation systems (including the creation of the appropriate ground infrastructure), Energy Efficiency and Energy Conservation Projects, including the development of innovative energy technologies, and Nuclear Technologies Projects

	Areas	Criteria for determining the Stage	Stage Results
Stage 1	I. R&D	1. An R&D plan was provided. 2. There are the results of early studies.	1. A laboratory sample (a model, experimental design element, prototype) of the Product and/or laboratory technology, in accordance with the plan of research, was developed. 2. Technical documentation for the laboratory sample (model, experimental design element, prototype) and/or laboratory technology was developed. 3. Independent laboratory (bench) tests of the laboratory sample (model, experimental design element, prototype) were conducted. 4. Technical specifications for development work were formulated (if applicable).
	II. IP Protection	The Grant Recipient's IP protection measures were conducted for the developed Product, namely: 1. a confidentiality (trade secrets) status was implemented; 2. relationships with the authors of the results of intellectual activity were formalized (if applicable).	1. An analysis of risks and prospects for the developed Product in the IP sphere was conducted, namely: 1.1. The following patent research[3] was conducted (if not provided earlier): 1.1.1. a patent purity study (in Russia and in planned markets); 1.1.2. a patentability study. 1.2. potentially protectable technical solutions were identified (if applicable); 1.3. the mode and approximate schedule for the protection of technical solutions, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, approximate duration of transition to a national phase of international applications, freely accessible publications), in respect to applications for patents, the items of patenting (the whole result, its integral part, and so on); 1.4. a list of intellectual properties of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project, was prepared (if applicable); 2. A status of confidentiality agreement (trade secret) was set with respect to the Project implementation results. 3. Relationships with the authors of the results of intellectual activity were formalized, including the preparation of documents, specifying the amount and payment procedure for the authors' remuneration. 4. Documents identifying and establishing production secrets (know-how) were issued and/or the Russian and/or international applications for patents for the results of the Project were filed.

[3] Recommended research document: GOST P 15.011-96 The system for product development and implementation. Patent research. Content and procedure.

	Areas	Criteria for determining the Stage	Stage Results
	III. Creation of a commercial version of the Product. Marketing and Roll-Out	1. The Product competitive advantages over international and/or Russian analogs were substantiated by the time the Product enters the market. 2. The range of target parameters of the Project Product and the size of the target market were determined. 3. The Skolkovo logo is present on marketing materials and documents (if available).	1. Confirmation was received from the consumer regarding their interest in the results of the Project, or the intention of the consumer to participate in product testing was confirmed. 2. Product parameters essential to the consumer were identified. 3. Methods for promoting the Product to potential consumers were determined. 4. The source of financing and plan for the further implementation of the Project were determined. 5. The Skolkovo logo is present on marketing materials and documents.
	IV. Human Resources	A Project team was formed from at least 3 team members who agreed to participate (either by way of written application, or civil contract, or employment contract) in the Project, and complies with the following requirements: 1. one of the Project team members has publications on the subject of the Project or experience in the development of a similar product in an organization operating in the core industry;	1. There are at least 3 employees on staff, including: 1.1. at least one researcher; 1.2. at least 1 chief production engineer (engineer) with experience in the field of the Project (this position can be combined with that of the researcher); 1.3. of these listed team members, at least one member of the team has proven experience in the market of the Project; 2. There is a specialist (either by way of employment or civil contract) on the Project team experienced in investments or Project development for the respective activity or a Mentor (Consultant) with corresponding experience.
Stage 2	I. R&D	2. The laboratory sample (model, experimental design element, prototype) of the Product and/or laboratory technology was developed, and/or technical documentation for the laboratory sample (model, experimental design element, prototype) of the Product and/or laboratory technology was prepared. 3. The results of laboratory (bench) tests of the laboratory sample (model, experimental design element, prototype) were provided. 4. An R&D Plan was prepared.	1. The Product prototype and/or the prototype technology were developed. 2. A set of technical (detailed) documentation for the prototype and/or experimental technology was issued. 3. The prototype was tested in conditions similar to typical operation. 4. Certification was acquired (if applicable).
	II. IP Protection	The Grant Recipient's IP protection measures were conducted for the developed Product, namely: 1. a confidentiality (trade secrets) status agreement was implemented; 2. relationships with the authors of the results of intellectual activity were formalized, including the preparation of documents specifying the amount and payment procedure for the authors' remuneration. 3. potentially protectable technical solutions were identified, and/or Russian and/or international patent	1. An analysis of risks and prospects for the developed Product in the IP sphere was conducted, namely: 1.1. The following patent research[4] was conducted (if not provided earlier): 1.1.1. a patent purity study (in Russia and in planned markets); 1.1.2. a patentability study. 1.2. potentially protectable technical solutions were identified (if available); 1.3. the mode and approximate schedule for the protection of technical solutions, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, approximate duration of transition to a national phase of international applications, freely accessible publications), in respect to applications for

[4] Recommended research document: GOST P 15.011-96 The system for product development and implementation. Patent research. Content and procedure.

	Areas	Criteria for determining the Stage	Stage Results
		applications were filed.	patents, the items of patenting (the whole result, its integral part, and so on), and the number of such applications, were determined; 1.4. a list of intellectual properties of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity or in case of doubts), was prepared; 2. Relationships with the authors of the results of intellectual activity were formalized, including the preparation of documents specifying the amount and payment procedure for the authors' remuneration (with respect to new employees). 3. A confidentiality (trade secrets) status agreement was implemented; 4. Documents identifying and establishing production secrets (know-how) were issued, and/or Russian and/or international applications for patents for the results of the Project were filed, and/or Russian and/or national patents were received.
	III. Creation of a commercial version of the Product. Marketing and Roll-Out	1. Competitive advantages over the world and Russian analogs were substantiated by the time of the Product entry onto the market. 2. Confirmation was received from the consumer regarding their interest in the results of the Project, or the intention of the consumer to participate in product testing was confirmed. 3. Product parameters essential for the consumers were identified. 4. The Skolkovo logo is present on marketing materials and documents (if available).	1. Agreements of intent were signed with at least one potential customer of the Product. 2. A commercialization plan of the Project Product was developed, which may include licensing or an agreement for the cession of IP rights, and/or the business model was updated. 3. A marketing plan for the Product was developed. 4. An agreement of intent (minutes) was signed with at least one investor for further financing of the Project. 5. The Skolkovo logo is present on marketing materials and documents.
	IV. Human Resources	A Project team was formed from at least 5 team members who agreed to participate (either by way of written application, or civil contract, or employment contract) in the Project, and complies with the following requirements: 1. at least one of the Project team members has publications on the subject of the Project or experience in the development of a similar product in an organization operating in the core industry; 2. at least one member of the team has experience in investment management or there is a Mentor (or a research, technical or business consultant) with a corresponding experience of at least 5 years.	1. There are at least 5 team members on staff, including: 1.1. at least one researcher; 1.2. at least one production engineer(engineer) with experience in the field of the Project (this position can be combined with that of the researcher); 1.3. at least one manager with experience in the marketing (sales, roll-out) of the Product in the market area of the Project; 1.4. of these listed team members, at least one member of the team must have proven international experience in the market of the Project; 2. There is a specialist (either by way of employment or civil contract) on the Project team experienced in investments or Project development for the respective activity, or a Mentor (Consultant) with corresponding experience.
Stage 3	I. R&D	1. An experimental prototype of the Product was created. 2. Testing of the prototype was jointly performed with interested consumers and/or testing was performed at an independent laboratory. 3. Certification was acquired (if applicable). 4. A set of technical documents for the prototype or experimental technology was issued.	1. A pilot production and/or the technology for a pilot production were created. 2. Working design documentation for industrial production was issued. 3. A pilot batch of the Product was produced (if applicable). 4. The necessary certificates were received and/or testing of the pre-production (commercial) prototype was jointly performed with interested consumers.

	Areas	Criteria for determining the Stage	Stage Results
	II. IP Protection	The Grant Recipient's IP protection measures were conducted for the developed Product, namely: 1. a confidentiality (trade secrets) status agreement was implemented; 2. relationships with the authors of the results of intellectual activity were formalized, including the preparation of documents specifying the amount and payment procedure for remuneration. 3. Documents identifying and establishing production secrets (know-how) were issued, and/or the Russian and/or international applications for patents for the results of the Project were filed, and/or Russian or national patents were received.	1. An analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely a patent purity study was performed (in Russia and planned markets). 2. Relationships with the authors of the results of intellectual activity were formalized, including the preparation of documents, specifying the amount and payment procedure for the authors' remuneration (with respect to new employees). 3. Documents identifying and establishing production secrets (know-how) were issued, and/or the Russian and/or international applications for patents for the results of the Project were filed, and/or Russian or national patents were received. 4. Exclusive commercialization rights or licenses were received, in the required amount, for all target markets of the Project, in respect to the intellectual property of third parties, which are necessary and sufficient for the implementation (including commercialization) of the Project (if applicable).
	III. Creation of a commercial version of the Product. Marketing and Roll-Out	1. The Product competitive advantages over international and/or Russian analogs were substantiated by the time the Product enters the market. 2. Agreements of intent were signed with at least one potential customer of the Project Product. 3. A commercialization plan was developed, which may include licensing or an agreement for the cession of IP rights. 4. The Skolkovo logo is present on marketing materials and documents (if available).	1. The commercialization plan, which was developed before the beginning of this Stage, was implemented. It may include licensing or agreements for the cession of IP rights. 2. A pilot roll-out was performed (if applicable); 3. The marketing plan targets for the Product were achieved (if applicable). 4. The Skolkovo logo is present on marketing materials and documents.
	IV. Human Resources	A Project team was formed from at least 5 employees who agreed to participate (by way of employment contract) in the Project, and complies with the following requirements: 1. at least one researcher; 2. at least one production engineer (engineer) with experience in the field of the Project (this position can be combined with that of the researcher); 3. at least one manager with experience in the marketing (sales, roll-out) of the Product in the market area of the Project; 4. of these listed team members, at least one member of the team must have proven experience in the market of the Project; 5. at least one specialist with experience in investments or Project development in the respective activity, or there is a Mentor (Consultant) with relevant experience.	There are at least 5 employees on the staff, including: 1. at least one researcher; 2. at least one production engineer (engineer) with experience in the field of the Project (this position can be combined with that of the researcher); 3. at least one manager with experience in the marketing (sales, roll-out) of the Product in the market area of the Project. 4. of these listed team members, at least one member of the team must have proven experience in the market of the Project; 5. at least one specialist with experience in investments or Project development in the respective activity, or there is a Mentor (Consultant) with relevant experience.
	V. Attraction of investments and financial		A business plan and a feasibility study were developed to attract investments and/or project funding.

	Areas	Criteria for determining the Stage	Stage Results
	indicators		

5. Requirements for the Biotechnologies in Agriculture and Industry Projects

	Areas	Criteria for determining the Stage	Stage results
Stage 1	I.R&D	1. The Project theoretical concept was developed. 2. The theoretical and/or experimental confirmation of the concept was received 3. The methods and work technology were selected. 4. A potential possibility of introducing the Project and/or the Product into the current technologies in agriculture or biotechnologies was assessed. 5. R&D plan was provided. 6. Access to the infrastructure required to conduct studies is available.	**Genetics and Breeding: development of new varieties and breeds in crop growing, cattle breeding, aquaculture, forestry; genetic methods and platforms:** For Genetics and Breeding Projects the following stage results are mandatory: 1. Genotyping and/or sequencing of initial genetic material was/were performed. 2. The first two generations were mated. Enhancement of basic parameters in filial organisms was achieved. Criteria for selection of animal units in filial generations were chosen. 3. Informativity of the characteristics markers under selection was assessed. 4. Detailed plan for genetic analysis for more than 3 generations was created. For the Genetic Methods and Platforms Projects the following stage results are mandatory: 5. Method was developed, the concept was proved to be correct (PoC). **New medicines, probiotics, feed ingredients, vaccines, crop protecting agents, agrochemicals:** The following stage results are mandatory: 1. The amount of the preparation/substance sufficient for further research was received. Methods of analytical quality control of preparation/substance were proved. 2. Molecular-and-cellular mechanism of the Product or Technology was confirmed in vitro/in vivo. 3. Reliable tests of the Product efficiency were performed partially or in full. 4. Studies of the security profile (including at least acute toxicity on animal models) were performed. 5. Laboratory procedure for the reception of the preparation/substance was developed. At least one of the following stage results are mandatory: 6. Particular values of the expected key indicators of the end Product were obtained. 7. Studies required to perform state registration trials were performed partially or in full. 8. The criteria of the technology for the reception of trial industrial batches were developed. **Digital technologies in agriculture, forestry and biotechnologies (software and databases for breeding, assessment of living organisms' health, diagnostic instruments, precision farming):** 1. Design of the system was created and/or the Product architecture was developed (database, software). 2. The alpha-version of the product was created: 3. Database architecture, annotative scheme and the method of data collection and conceptualization were developed. 4. Check of serviceability of algorithms and separate system elements was conducted. 5. FRS/SRS (Functional requirements specifications/Software requirements specifications) were created. 6. Minimum data to test database were collected.

	Areas	Criteria for determining the Stage	Stage results
			Technologies for storage and processing of organic stock, waste, bioremediation: 1. Detailed scheme of the processing or storage procedure or bioremediation project was created. 2. General engineering solutions were developed. 3. Individual phases of the process were approved partially or in full. 4. Pilot samples of Product were obtained. **Fermentation processes. Strains:** 1. A strain meeting the planned parameters was received. 2. The accuracy of the breeding method and strain modification chosen was confirmed. 3. Laboratory procedure was developed. **Bioprocesses (production of additives, amino acids, antibiotics, vitamins etc. biotechnologically). Scaling and production.** 1. Commercial strain was received, a process meeting the planned parameters was proved. 2. Individual phases of the process were approved partially or in full. 3. Terms of Reference for the creation of manufacturing specification was formulated (if applicable). **Engineering solutions for agriculture, forestry and biotechnologies: crop growing, cattle breeding, aquaculture, product storage and processing, biotechnological processes:** 1. Laboratory sample of the Product and/or a laboratory technology in compliance with the research activity plan (model, experimental design element, prototype) was developed. 2. Technological documents to the laboratory sample (model, experimental design element, prototype) and (or) laboratory technology were developed. 3. Independent laboratory (stand) tests of the laboratory sample (model, experimental design element, prototype) were performed. 4. Terms of Reference for experimental and design works (if applicable) were formulated.
	II. Intellectual property protection	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: 1.1. potentially protectable solutions were identified; 1.2. in furtherance of the plan of research activities and the plan for publication of results, there were defined the mode and approximate schedule of the protection of technical solutions, listed above, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, the approximate duration of the transition to a national Stage of international applications, freely accessible publications); 1.3. a list of third-party results of intellectual activity	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: 1.1. Patent clearance search was performed (in Russia and abroad, taking into consideration of patent landscape) and a list of third-party results of intellectual activity necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent clearance or in case of doubts) was prepared; 1.2. Patent information research was performed to verify the patentability of technical solutions, based on the results of which findings were prepared concerning termination of studies, continuation of studies, changes in the research program (commercialization) and (or) improvement of the existing results of the Project for patentability and/or patent clearance, in the event of its absence; 1.3. The mode and protection schedule in Russia and in the target markets of engineering solutions were defined (know-how, filing of Russian (Eurasian, international) patent

	Areas	Criteria for determining the Stage	Stage results
		necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent clearance or in case of doubts) was prepared; 1.4. the confidentiality (trade secret) regime is implemented, there is a non-disclosure agreement in Russian and/or foreign language. 2. Relations with the authors of works for hire (if any) have been formalized. 3. Russian and/or international patent applications on the results of the Project were filed (if applicable).	requests, approximate term of transfer to the national phase regarding the international requests, general publication), patent objects (the result on the whole, its component, etc.) regarding the patent requests, their number is defined; 1.4. Conclusion is prepared on the results of an inspection of actual use of copyrighted items and any items of works for hire, for which the rights belong to third parties in Russia and the planned markets. 1.5. The confidentiality (trade secret) status was updated, a non-disclosure agreement in Russian and/or foreign language(s) exists; 1.6. Relations with the authors of the official results of the intellectual property are formalized (with regard to new employees). 2. Documents defining the distribution of rights to the official results of intellectual activity, the amount and procedures for remuneration payment to the authors are formalized. 3. Documents identifying and establishing the specific work secrets (know-how) were issued and/or the Russian and/or international applications for patents for the results of the Project were filed. The protection in a know-how mode, without patenting, but with additional justification, is allowed.
	III. Creation of a commercial version of the product. Marketing and Implementation	1. A list of economically significant criteria for project Product was determined. 2. Competitive and economic analysis of the analogues at the market under the parameters chosen was made. 3. Competitive advantages over the foreign and Russian analogues were justified by the time of entering the market. 4. The size of target market was determined 5. Presence of Skolkovo logo on marketing materials and documents (if any).	1. A strategy for the Product positioning in the market was created and the target segments were chosen. 2. The source of financing for the further implementation of the Project was determined. 3. Presence of Skolkovo logo on marketing materials and documents.
	IV. Staff	A Project Team was formed composed of at least 3 members who agreed to participate in the Project (with a written application, under a civil law agreement or an employment agreement) with the following requirements: 1. One of the employees of the Project has publications on the subject of the Project or experience in the development of a similar product in an organization operating in the core industry; 2. At least one employee of the team has confirmed international experience in the market of the Project or there is a research, technical or business consultant with international experience in this industry with 5 years of experience.	There are at least 2 employees (except for the founders of the company, who are not obliged to be part of the staff), including: 1. At least one researcher; 2. Chief process engineer (biologist, doctor, engineer etc.) with experience in the Project's sphere (this position can be combined with that of the researcher); 3. Of these team members, at least one member of the team has proven international experience in the market of the Project; 4. On the team there is a full-time specialist with experience in investments or Project implementation in the respective activity, or there is a Mentor (Consultant) with relevant experience.

	Areas	Criteria for determining the Stage	Stage results
Stage 2	I. R&D	1. The prototype of the Product and (or) the experimental units of the Product are available, an analysis of the technological implementation of the project was made. 2. The concept was proved (that is, a proof of the concept or principle of its implementation was obtained in order to test and demonstrate the possibility of its use), a sufficient quantity of the substance was produced to carry out further research work. 3. R&D plan was provided. 4. The plan for the Project Product testing (if applicable) was provided; the associate contractors (counterparties) for performance of tests were selected, an industrial partner was defined.	**Genetics and Breeding: development of new varieties and breeds in crop growing, cattle breeding, aquaculture, forestry; genetic methods and platforms:** For Genetics and Breeding Projects the following stage results are mandatory: 1. A declared scheme of crossing, hybridization and the processes, or equivalent alternative scheme was performed. 2. Pure lines, varieties, breeds with stably inheritable basic parameters were created. The characteristics are stabilized and the descendants in pure lines keep the characteristics. 3. The achievement of efficiency under the declared basic parameters of the variety/hybrid/cross/breed is confirmed. Varieties/hybrids/crosses/breeds suitable for commercial use were received. 4. Genetic profile of the variety/hybrid/cross/ breed received was developed. Genetic differentiation of the sample received from the initial material was proved. For the Genetic Methods and Platforms Projects the following stage results are mandatory: 1. Method was proved at least on one commercial facility, **New medicines, probiotics, feed ingredients, vaccines, crop protecting agents, agrochemicals:** 1. Registration tests were over, and the state registration of the Product was performed with the following conditions met: technological adaptation of the Product was performed by the company in the Project Participant Status; the Product or technology being researched are not registered in Russia and/or in other countries. 2. Trial-industrial procedure for the reception of the preparation/substance was developed. 3. Pilot production was created (when no possibility to place the production on the contractual basis). 4. Test batches of the Product were produced. **Digital technologies in agriculture, forestry and biotechnologies (software and databases for breeding, assessment of living organisms health, diagnostic instruments, precision farming):** 1. Product beta-version or the prototype (database, software, combination in the integrated system) was created. 2. External testing of functions and productivity as per industry standards was conducted. 3. FRS\SRS (Functional requirements specifications\Software requirements specifications) for beta-version of the Product including the test and trial plan for the Product in the industrial conditions were created. **Technologies for storage and processing of organic stock, waste, bioremediation:** 1. Laboratory procedure was developed. 2. Toxicological, microbiological and primary pre-industrial studies proving safety of the raw materials processed were conducted. 3. A technology for trial production was created. 4. Trial batch of the Product was made (if applicable).

	Areas	Criteria for determining the Stage	Stage results
			Fermentation processes. Strains: 1. Strain with the pre-set parameters or close to it was received. The parameters were achieved in the fermentor of minimum volume. 2. Strain certificate, including genotyping, conditions of multiplication and production was created. Strain is deposited in collection. 3. A full scheme of scaling, including engineering and economic practicability of scaling was offered. 4. The process is scaled at the level of a pilot plant. **Bioprocesses (production of additives, amino acids, antibiotics, vitamins etc. biotechnologically). Scaling and production.** 1. Strain/technology works in the pre-industrial volume, declared basic parameters are achieved. 2. Trial-industrial procedure is brought to the parameters pre-set by the Terms of Reference. 3. Stable replicable pre-industrial process was received. 4. A technology for trial production was created. **Engineering solutions for agriculture, forestry and biotechnologies: crop growing, cattle breeding, aquaculture, product storage and processing, biotechnological processes:** 1. Trial industrial sample of the Product and/or technology was developed. 2. A set of technical (operating) documentation for the pilot sample and/or pilot technology was developed. 3. Pilot sample testing in conditions close to the actual operational conditions was performed.
	II. Intellectual property protection	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: 1.1. potentially protectable solutions were identified; 1.2. In furtherance of the plan of research activities and the plan for publication of results, there were defined the mode and approximate schedule of the protection of technical solutions, listed above, in Russia and in the target markets (know-how, the filing of Russian (Eurasian, international) patent applications, the approximate duration of the transition to a national Stage of international applications, freely accessible publications); 1.3. The list of results of the third parties' intellectual activity necessary and sufficient for the Project implementation (including commercialization) (in case of no patent novelty) was prepared.	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: 1.1. Patent clearance search was performed (in Russia and abroad, taking into consideration of patent landscape) and a list of third-party results of intellectual activity necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent clearance or in case of doubts) was prepared; 1.2. Patent information research was performed to verify the patentability of technical solutions based on the results of which findings were prepared concerning termination of studies, continuation of studies, changes in the research program (commercialization) and (or) improvement of the existing results of the Project for patentability and/or patent clearance, in the event of its absence; 1.3. The mode and protection schedule in Russia and in the target markets of engineering solutions were defined (know-how, filing of Russian (Eurasian, international) patent requests, approximate term of transfer to the national phase regarding the international requests, general publication), patent objects (the result on the whole, its component, etc.) regarding the patent requests, their number is defined;

	Areas	Criteria for determining the Stage	Stage results
		1.4. The confidentiality (trade secret) status was implemented; a non-disclosure agreement in Russian and/or in a foreign language exists. 2. Relations with the authors of works for hire (if any) have been formalized. 3. Production secrets (know-how) were identified and fixed and/or the Russian and/or international applications for patents for the results of the Project were filed. 4. Russian and/or international applications for trademark registration were filed (if applicable).	1.4. Conclusion is prepared on the results of an inspection of actual use of copyrighted items and any items of works for hire, for which the rights belong to third parties in Russia and the planned markets. 1.5. The confidentiality (trade secret) status was updated, a non-disclosure agreement in Russian and/or foreign language(s) exists; 1.6. Relations with the authors of the official results of the intellectual property are formalized (with regard to new employees). 2. Documents identifying and establishing the specific work secrets (know-how) were issued and/or the Russian and/or international applications for patents for the results of the Project were filed. 3. Documents defining the distribution of rights to the official results of intellectual activity, the amount and procedures for remuneration payment to the authors are formalized. 4. Licensing or other agreements were made, in respect of intellectual property of third parties that are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity). 5. On submitted applications, before providing the Grant, Russian and/or foreign patents on the results of the Project and trademark registration certificates, etc. were received (if applicable). The protection in a know-how mode, without patenting, but with additional justification, is allowed.
	III. Creation of a commercial version of the product. Marketing and Implementation	1. Competitive advantages over the foreign and Russian analogues were justified by the time of entering the market. 2. All the Product parameters essential for the consumers were identified. 3. The business development strategy was prepared. 4. Presence of Skolkovo logo on marketing materials and documents (if any).	1. The list of potential co-investors was prepared. 2. An agreement of intent to fund the next Stage was signed with at least one co-investor. 3. Data were provided confirming the relevance of the Product for the market from the point of view of competition, market potential etc. 4. Agreements of Intent to test the Product were signed with at least one independent customer of the Product. 5. The strategy for sale of the product and interaction with prospective buyers was formed. 6. Presence of Skolkovo logo on marketing materials and documents.
	IV. Staff	A project team with at least 3 employees was formed (except for the founders of the company, who are not obliged to be part of the staff) was formed: 1. One of the employees of the Project has publications on the subject of the Project or experience in the development of a similar product in an organization operating in the core industry; 2. Chief process engineer (biologist, engineer) with experience in the subject of the Project; 3. at least one person with experience in field/industrial trials; 4. at least one member of the team has confirmed international experience in the market of the Project or	There are at least 3 full-time employees, including: 1. at least one researcher; 2. Chief process engineer (biologist, doctor etc.) with experience in the Project's sphere (this position can be combined with that of the researcher); 3. at least one specialist on registration and industrial trials (for the projects on preparations/fertilizers development); 4. a specialist experienced in investments or Project implementation for the respective activity. 5. of these team members, at least one member of the team has proven international experience in the market of the Project.

	Areas	Criteria for determining the Stage	Stage results
		there is a Mentor (or research, technical or business consultant) with international experience in this industry.	
Stage 3	I.R&D	1. For the Genetics and Breeding Projects: development of new varieties and breeds in crop growing, cattle breeding, aquaculture, forestry; genetic methods and platforms: trial sample is ready to state registration trials. **2.** For the area of New Medicines, Probiotics, Feed Ingredients, Vaccines, Crop Protecting Agents, Agrochemicals: Marketing research was completed. 3. The documents confirming the declared properties of the sample being created are issued. 4. Project Product/Technology are ready for the industrial experiments and integration into the current technologies of agriculture or biotechnologies.	**Genetics and Breeding: development of new varieties and breeds in crop growing, cattle breeding, aquaculture, forestry; genetic methods and platforms:** For Genetics and Breeding Projects the following stage results are mandatory: 1. State registration of a new variety/hybrid/cross/breed was performed. The Obtained varieties/hybrids/crosses/breeds must have advantages stated at the development at the initial stages. 2. Trial industrial production was created (jointly with the industrial partner). For the Genetic Methods and Platforms Projects the following stage results are mandatory: 3. The technology is stable, the technology results are implemented in production. **New medicines, probiotics, feed ingredients, vaccines, crop protecting agents, agrochemicals:** 1. A stable technology of the Product production was developed; in clean premises, if required. A package of all the industrial-technological documents was prepared. 2. The Product passed a voluntary certification and registration under the Russian and/or international systems. 3. The Product successfully passed tests in a production cycle with at least two industrial partners. **Digital technologies in agriculture, forestry and biotechnologies (software and databases for breeding, assessment of living organisms health, diagnostic instruments, precision farming):** 1. There was demonstrated operability in real conditions (including testing with the Product consumers). 2. An industrial version of the Product (or software release) ready for introduction into production was prepared. **Technologies for storage and processing of organic stock, waste, bioremediation:** 1. Working design documentation for the industrial production is ready. 2. A pilot production was created. 3. Required certificates are received and/or tests of the trial sample jointly with industrial partners are made. **Fermentation processes. Strains:** 1. A strain completely ready for the production tests is received. 2. Production tests are on or over. 3. Archive and operating banks for storing strains cultures, maintained continuously, were created. 4. A production description was created. **Bioprocesses (production of additives, amino acids, antibiotics, vitamins etc.**

	Areas	Criteria for determining the Stage	Stage results
			biotechnologically). Scaling and production. 1. A full package of the technological documentation for industrial production was developed. 2. Full-scale fermentation. Industrial procedure is brought to the parameters pre-set by the Terms of Reference. 3. A pilot production was created. 4. Product samples were made, the technology was certified. 5. The technology successfully passed industrial tests. **Engineering solutions for agriculture, forestry and biotechnologies: crop growing, cattle breeding, aquaculture, product storage and processing, biotechnological processes:** 1. Pilot production and/ or a technology of trial production was created. 2. Working design documentation for the industrial production is ready. 3. Required certificates were received and/or tests of pre-serial (trial) sample were made jointly with the industrial partners.
	II. Intellectual property protection	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: 1.1. a patent clearance study was performed (in Russia and in the planned markets, determined with regard to the patent landscape); 1.2. The list of results of the third parties' intellectual activity necessary and sufficient for the Project implementation (including commercialization) (in case of no patent novelty) was prepared. 1.3. the confidentiality (trade secret) status was implemented; a non-disclosure agreement in Russian and in a foreign language exists. 2. Licensing or other agreements were made, in respect of intellectual property of third parties that are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity). 3. The relations with authors of the works for hire have been finalized. 4. The production secrets (know-how) are identified and attached. 5. Required Russian and/or foreign patents on the results of the Project, the certificates of registration for Russian and international (foreign) trademarks, etc. were received.	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: 1.1. patent clearance search was performed (in Russia and abroad, taking into consideration the patent landscape), based on which a conclusion on refinement of Project implementation results was prepared to achieve patent clearance; 1.2. Conclusion is prepared on the results of an inspection of actual use of copyrighted items and any items of works for hire, for which the rights belong to third parties in Russia and the planned markets. 1.3. The confidentiality (trade secret) status was updated, a non-disclosure agreement in Russian and/or foreign language(s) exists; 1.4. relations with the authors of the official results of the intellectual property are formalized (with regard to new employees). 2. The documents identifying and confirming certain production secrets (know-how) are issued. 3. Documents defining the distribution of rights to the official results of intellectual activity, the amount and procedures for remuneration payment to the authors are formalized. 4. For all target markets of the Project exclusive commercialization rights or licenses were received in the required amount in respect of intellectual property of third parties that are necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity or in case of doubts). 5. For the segment "Medicines, biomedical technologies" a protection document was received in at least one of the planned countries of commercialization, or patent applications were submitted in one or several planned countries of commercialization. The protection in a know-how mode, without patenting, but with additional justification, is allowed.

	Areas	Criteria for determining the Stage	Stage results
	III. Creation of a commercial version of the product. Marketing and Implementation	1. Presence of Skolkovo logo on marketing materials and documents (if any). 2. Competitive advantages over the foreign and Russian analogues were justified by the time of entering the market. 3. Agreements of intent with at least 1 potential consumer of the Product were signed. 4. There was developed a plan of commercialization, which can include licensing or contracts on IP rights assignment.	1. Pilot implementation was performed. 2. Agreements with at least 1 consumer of the Product were signed. 3. Partner (investor, buyer) or own strategy for commercialization was defined. 4. Agreements of intent to test the Product were signed with independent customers of the Product (commercial or non-commercial). 5. The plan of commercialization, which may include licensing or contracts on IP rights assignment, has been developed and implemented. 6. The source of financing for the further implementation of the Project was determined. 7. Presence of Skolkovo logo on marketing materials and documents
	IV. Staff	1. A Project Team was formed composed of at least 3 employees who agreed to participate in the Project (under an employment agreement) with the following requirements: 1.1. at least one researcher; 1.2. Chief process engineer (biologist, doctor and engineer) with experience in the subject of the Project; 1.3. at least one member of the team has proven international experience in the market of the Project; 1.4. at least one person with experience in clinical trials. 2. There is a Mentor (Consultant) or staff member on the investment direction experienced in investment or Project implementation for the respective activity.	1. There are at least 4 full-time employees, including: 1.1. at least one researcher; 1.2. Chief process engineer (biologist, doctor, engineer etc.) with experience in the Project's sphere (this position can be combined with that of the researcher); 1.3. at least one manager with experience in the marketing (sales, implementation) of the Product in the market area of the Project; 1.4. at least one person with experience in clinical trials. 1.5. an investment specialist experienced in investments or Project implementation for the respective activity. 1.6. Of these team members, at least one member of the team has proven international experience in the market of the Project.
	V. Investment attraction and financial indicators		1. The contract for the sale of Project Participant's shares, the license agreement in respect of IP rights or the agreement on the cession of the rights for IP were made. 2. The partner (investor, buyer) for business development was determined.

Annex 2
to the Grant Policy

Requirements for Budget Estimates

Item of the Budget Estimate	Compliance Criteria
Capital Expenditure Equipment needed for research, the components for creating equipment models available on the market	The equipment is required for the Project, according to the experts who evaluated the Project, or the experts did not express specific views on this issue. The Project Budget Estimate is based on the essential conformity of the intended expenditure with the Stage of the Project for which the Grant is authorized. Components are **not** designed to create mass production, standard equipment, buildings, and infrastructure. The cost of purchased equipment does not exceed the market level. A list and description of equipment, for which the unit value exceeds 1,000,000 rubles (this restriction does not apply to the components of developed devices), must be sent to Technopark Skolkovo, LLC to consider the possibility of purchasing it for use by two or more Project Participants. In a case where Technopark Skolkovo LLC purchases the equipment, the Grant Recipient will lease the equipment (and/or pay for the appropriate service provision, the implementation of relevant works) on a reimbursable basis, including through the use of Grant funds. The Project Budget Estimate does not allow for purchasing vehicles and their components, except when the Project is focused on the development and/or modification of said vehicles or the vehicle is an integral part of the Product under development. The procedure for the equipment purchasing should be agreed upon with the Foundation. At the end of the Agreement term, in cases where the equipment is not required for further implementation of the Project, the Project Participant has the right to sell the equipment. Selling the equipment during the term of the Agreement is not allowed. Expenses may include the cost of insurance on the equipment costing more than 1,000,000 rubles per unit for the term of the Agreement. Expenses may include the cost of transport vehicle insurance, when it is an integral part of the developed product, except for the cost of hull insurance (KASKO). It is not permitted to: 1. include the cost of repairs in the expenses of the Project, except in cases where such repairs are technologically necessary for the preparation of the facilities or the space for the installation of equipment, which is necessary for implementation of the Project, as well as in cases where the expenses for repairs are associated with safety requirements under the Project; 2. include repairs required to create Clean Rooms in the Project expenses. Expenses to create Clean Rooms exclusively located within the Skolkovo Innovation Center are allowed, except for dangerous production facilities, which must be registered in the state register; 3. include the renovation and decoration of office premises in the expenses of the Project; 4. include the cost of purchasing premium goods, works, and services in the expenses of the Project; 5. provide loans to third parties from Grant funds, except for advances; it is also not permitted to use Grant funds to repay a previously received loan.

Cost of Consumables Raw materials for the test samples, etc.	Supplies cannot be used for mass production, to create buildings and infrastructure, for the manufacture of products on an industrial-scale or similar scale, or to build equipment with similar capacity. Expenditure on materials is reasonable, according to the experts who evaluated the Project, or the experts did not express specific views on this issue.
Salary fund Staff wages, payments to contractors and consultants (individuals). Expenditures on intellectual property-related events (including but not limited to patent requests and/or registration of a trademark and/or application software and/or databases; patent information research; agreements, including license agreements and agreement on the alienation of rights; registration of relations with authors and inventors; imposition of non-disclosure)	The number of employees and those working for the Project Participant on the basis of civil law contracts, does not exceed by more than 20% of the average number recommended by the experts who evaluated the Project, or the experts did not express specific views on this issue. Management staff does not exceed 3 people in a team of up to 30 people inclusive, and does not exceed 10% of the total number of employees if there are more than 30 people on a team (rounded up). Salaries for managerial and support staff should not exceed the market average, according to the results of a labor market study. There may be a salary above the market average amount, with proper justification. The Budget Estimate does not include staff incentives, such as: 1. Bonus payments; 2. Voluntary Health Insurance; 3. Payments for meals of personnel and/or counterparties; 4. Compensation for meals of personnel and/or counterparties; 5. Transfers, except for business trips; 6. Training for administrative personnel. Expenses for training scientific and technical personnel should not exceed 1% of the salary fund; 7. Expenses similar in content to those already listed above. The Participant may consult with Technopark Skolkovo, LLC for the purpose of recruiting personnel, with the costs of such a service being included in the Project budget. Expenses for the recruitment of personnel are included in the Project budget, according to a separate agreement with the Foundation. The list and description of services related to registration and protection of rights to intellectual property items shall be submitted to Intellectual Property Center for estimation of their cost. The estimated cost of services related to registration and protection of rights to intellectual property items shall not exceed the cost specified in the estimate submitted to the Intellectual Property Center.
Other Expenses	**Rent:** 1. The Project Budget Estimate accounts for the expense of renting an office, laboratory and/or technical premises. The rental price for one square meter of office space, including mandatory payments for rented premises, which are rented by the Project Participant for the Project, shall not exceed the rental price for the office space provided by Technopark Skolkovo, LLC, UDAS Skolkovo, LLC. 2. Rental costs must not exceed the average rental rates for the given region and location of the premises. 3. The cost and choice of rented technical facilities are to be agreed upon with the Foundation. **Marketing and Roll-Out:** The Project Budget Estimate involves a marketing budget, including, depending on the stage, expenses for: 1. Preparation and participation in trade shows, conferences, seminars; 2. The purchase of prepared market research on the subject of the Project or the commissioning of research to external contractors for a total amount not exceeding 300,000 rubles; 3. Advertising and promotional materials; 4. The creation of a Web Site.

	It is not permissible to include an advertising campaign or hospitality costs in the budget estimate. **Business travel costs:** The Project Budget Estimate provides for business travel expenses, whereby: 1. It is not permissible to include expenses for stays in hotels of over 4 stars in the Budget Estimate; 2. Per Diems must be set according to the local regulations of the Project Participant and should not exceed 700 rubles per day of the business trip for travels within the Russian Federation (Russian Federal Tax Service Letter, No. AC-4-3/13104, July 11, 2011); 3. It is not permissible to include expenses for transportation, using business class fares, in the Budget Estimate; 4. Employees of the Project Participant are only paid for business travel in accordance with the performance of the clearly defined tasks for which the business trip is required. **Associate Contractors:** The Project Budget Estimate allows for the outsourcing of services, provided that: 1. The format and scope of participation of such contractors are reasonable according to the experts who evaluated the Project, or the experts did not express specific views on this issue; 2. Associate contractors are not affiliated with the Project Participant, or conditions specified in Clause 4 of Article 5 of this Policy are observed; 3. Associate contractors do not perform key tasks of the Project set-out in the Plan, instead they are engaged to fulfill sub-tasks (except for Projects in the area of Medical Technologies involving the development of equipment, medical products , during the performance of (1) pre-clinical studies, and/or (2) clinical research, as well as when a significant part of the research must be carried out according to the standards of GLP (good laboratory practice) and GMP (good manufacturing practice) laboratories); 4. The total expenditure on outsourcing is not more than 20% of the Project Budget. The following works/services are performed/rendered outside of the said restriction: 1) trials, and/or testing, and/or certification; 2) services related to registration and protection of rights to intellectual property items; 3) services for manufacturing laboratory or experimental samples (prototypes) according to the Project Participant's technical specifications and/or the creation of a bench(es) for testing carried out in accordance with the Project Participant's technical specifications; 4) rental of equipment; 5) Technopark Skolkovo, LLC services, and/or services of Technopark Centers for Collective Use, and/or Centers for Collective Use accredited by Technopark. 4.1. For Projects in the area of Medical Technologies involving the development of equipment, medical products, the amount of expenses for contractors may exceed 20% of the Project Budget during (1) pre-clinical studies, and/or (2) clinical research, including preparation for said research and unit optimization, as when a significant part of the research must be carried out according to the standards of GLP (good laboratory practice) and GMP (good manufacturing practice) laboratories); 4.2. For the Projects in the area of Strategic computer technologies and software , the amount of expenses for all types of contractors may not exceed 10%. Expenses for the training of scientific and technical personnel are allowed to be included in the Budget Estimate, but they must not exceed more than 1% of the Project salary fund. **Unanticipated needs** Unanticipated needs shall not exceed 3% of the Project Budget. Unanticipated needs require justification and approval of the Foundation.
Size of Grant Installment for a Given Phase	No more than 20% of the Grant total for a given Phase if the duration of said Phase is more than 9 months (inclusive), and no more than 30% of the Grant total if the duration of the given Phase is less than 9 months.