Grant Policy

The Fund for Development of the Center for Elaboration and Commercialization of New Technologies

Moscow, 2012

ORDER

_____ 2012 No. ___

Moscow

On approval of the Grant Policy of Non-Profit Organization the Fund for Development of the Center for Elaboration and Commercialization of New Technologies

In accordance with clause 3 of Article 2 of the Regulations on Grants to Participants of the Project for the establishment and operational support of the Skolkovo Innovation Center to implement innovative projects, approved by the Decision of the Council of Non-Profit Organization the Fund for Development of the Center for Elaboration and Commercialization of New Technologies (Minutes of Meeting in absentia of the Council of the Fund No. 2 dated April 25, 2012) and by agreement with the Board of Trustees of Non-Profit Organization the Fund for Development of the Center for Elaboration and Commercialization of New Technologies (Minutes of Meeting of the Board of Trustees No. 3 dated April 25, 2012),

I hereby order:

1. To approve the attached Grant policy of Non-Profit Organization the Fund for Development of the Center for Elaboration and Commercialization of New Technologies.

2. This order shall come into effect immediately after its signing.

3. I shall personally monitor the execution of this Order

Vice President, Director for Development and Planning A.A. Beltyukov

Acting President of the Fund on the basis of the Order of the President of the Fund No. 44-F-R dated August 10, 2012

Annex to the Order of the Vice President, Director for Development and Planning of Non-Profit Organization the Fund for Development of the Center for Elaboration and Commercialization of New Technologies dated ____ _____ 201_ No. _____

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

Content

Article 1. General Provisions

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

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

2) Project assessment criteria and requirements for the Grantees;

3) Amounts of provided Grants, depending on 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

The following terms have the following meanings in this Grant Policy:

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

1) 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 executive, 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;

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

Project Budget - the total amount of the Grant and funds attracted from a Co-investor;

Grant – this term is defined in clause 1 of Article 1 of the Grant Regulations;

Grant committee – this term is defined in clause 4 of Article 5 of the Grant Regulations;

Grant memorandum – this term is defined in clause 1 of Article 3 of the Grant Regulations;

Grantee – this term is defined in clause 1 of Article 6 of the Grant Regulations;

Application – this term is defined in clause 1 of Article 2 of the Grant Regulations;

Innovation Priority - this term is defined in the Regulations on assigning and termination of the participant's status within the Project for 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 participating in the project during at least 50% of their working time;

Mentor - an experienced expert having a good reputation in the market with regards to the major subject of the Project, who assists the Project Participant and Key Members of his/her team with knowledge and experience (both for a fee and free of charge);

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

Directions of activities - 1) energy efficiency and energy saving, 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 an appropriate ground infrastructure), 4) medical technologies in the development of equipment, medicinal products, and 5) strategic computer technologies and software;

Report – this term is defined in clause 1 of Article 1 of the Grant Regulations;

Plan – this term is defined in clause 1 of Article 4 of the Grant Regulations;

Grant Regulations – Regulations for the provision of Grants to participants of the project for the establishment and operational support of the Skolkovo Innovation Center to implement the innovative projects approved by the decision of the Council of Non-Profit Organization the Fund for Development of the Center for Elaboration and Commercialization of New Technologies (Minutes of Meeting in absentia of the Council of the Fund No. 2 dated April 25, 2012) by agreement with the Board of Trustees of Non-Profit Organization the Fund for Development of the Center for Elaboration and Commercialization of New Technologies (Minutes of Meeting of the Board of Trustees No. 3 dated April 25, 2012)

Product - the product and (or) technology that is the result of the project;

Project – this term is defined in clause 1 of Article 1 of the Grant Regulations;

Budget Estimate – this term is defined in clause 1 of Article 4 of the Grant Regulations;

Agreement – this term is defined in clause 1 of Article 6 of the Grant Regulations;

Co-investor – Russian or a foreign individual or legal entity, including a participant of the Grantee's team, as well as a group of mentioned entities providing or intending to provide, for the purposes of the project implementation, the funds to the Grantee on a free and non-returnable basis, not involving the payment of consideration by the Grantee, in accordance with the stipulation in clause 3 of Article 3

of the Grant Policy, concerning the options for raising funds from co-investors. The Grantee cannot be the Co-investor in respect to the Project implemented by him/her;

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

Project Participant – this term is defined in clause 1 of Article 1 of the Grant Regulations;

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

Part of the Grant – this term is defined in clause 4 of Article 10 of the Grant Regulations;

Clean Room – the room necessary for the Project, where in the air the size and the number (in a given range) per cubic meter of such particles as: dust, microbes, aerosol particles and chemical vapors, as well as such parameters as humidity, pressure and temperature are controlled;

Stage – a part of the Stage lasting from 6 to 12 months, characterized by the achievement of measurable results that are necessary for the Project's implementation.

Article 3. Principles for provision of the Grant

1. Grants are provided for implementing projects corresponding to the Innovation Priorities and focused on the development of specific products aimed at a specific market. Moreover, the Product can consist of several components, linked together and combined to form a single product or service in terms of their final consumer's use or a single technological process for the obtaining (provision) of such products or services.

The Fund provides no more than one grant to each Project Participant to implement one Stage, not taking into account Mini-grants.

The Fund provides the Project Participant a Mini-grant (Mini-grants), the total amount of which is not more than 5,000,000 (five million) rubles for one project. A Mini-grant may be provided to a Project Participant if there is an Agreement on Project Stages 1-2. A Mini-grant cannot be provided to a Project Participant that has filed an Application for Stage 3.

2. The Fund provides Grants to develop the Projects that may be in transition from one stage to another. One of the Criteria for determining the Stages of the Project is the confirmation of results achieved in the Project during the previous Stage.

The Fund shall not provide the Grants for the next Stage of the Project's implementation, if the Project Participant has 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 the Fund was not able to take it into consideration, in accordance with clause 5 of Article 11 of the Grant Regulations.

The Fund will not consider the Applications from the Applicant if the Applicant has received a Grant from the Fund for the implementation of some other Project and the Fund has not received a Report on the last Stage for its consideration. Within one Stage, the Fund provides Grants (except for Mini-grants) by parts for each Stage.

3. The condition, on the performance of which the Fund bases its Grant provision (except for a Mini-grant), is the documents provided by the Grantee that confirm the raising of funds from co-investors after the conclusion of the Agreement, in proportion to the total budget of the Project depending on the Stage, which cannot be less than specified in clause 4 of this article. Such fund rising from the Co-investors is performed before the Grant is provided for each Stage, and before receiving any portion of the Grant.

Admissible options of fund raising:

1) Contribution to the charter capital of the Grantee - limited liability companies;

2) Purchase from the Grantee – a Joint Stock Company – of shares (only applicable to joint stock companies)**;**

3) Monetary contribution to the assets of the Grantee (only applicable to a limited liability companies)**;**

4) Donation of monetary funds in favor of the Grantee (not applicable if Co-investor and the Grantee are Russian commercial organizations).

By agreement with the Fund, those Project Participants that are not limited liability companies or joint stock companies, may have other similar options to raise funds from Co-investors, if the mentioned fund raising, considering the specifics of the legal form of the Project Participant, is on a free and non-returnable basis, and not involving reimbursement from the part of the Project Participant.

4. Requirements for maximum amounts of the provided Grants and minimum amounts of funding that must be raised from Co-investors, as well requirements for the duration of the Stage and its stages depending on the Stage, in the following manner:

Stage	Maximum amount of the Grant, RUR	Minimum amount of funds raised from Co-investors (as a percentage of the Project's Budget)	Stage duration
Mini-grant	5,000,000	0	Up to 1 year, no Stages
Stage 1	30,000,000	25%	Up to 2 years, Stages 6-12 months
Stage 2	150,000,000	50%	Up to 3 years, Stages 6-12 months
Stage 3	300,000,000	75%	Up to 3 years, Stages 6-12 months

5. To confirm the achievements of the Project's Implementation by the Grantee (the Project Stage), the Fund has the right to request additional documents and engage entities, independent from the Grantee, including on the following issues:

1) 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 for the Project Participant, the Fund has the right to engage entities, independent from the Grantee, to perform patent research.

7. The requirements for the Project and the Budget Estimate, stipulated in Annexes 1 and 2 to the Grant Policy, are exhaustive. In addition, the Grant Committee is entitled, upon the recommendation of the Fund, in the process of decision-making on the provision of a Grant, not to take into account some of the requirements for the Project and/or the Budget Estimate (but no more than two requirements).

Article 4. Requirements for the Project Participant and his Project

1. The following requirements are set for the Project Participant and his/her Project, which do not depend on the Stage of the Project:

1) The Project Participant must have the rights to the intellectual property, necessary and sufficient for performing the research and the commercialization of products of the Project in the planned markets (licensing, alienation of the exclusive right to produce goods, works, rendering of services) without violating the rights of others, or commit to purchase such rights or to

conclude licensing agreements or contracts for the alienation of the exclusive right before the Grant is provided.

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

3) The Project Participant should take measures for the long-term motivation and retention of Key Team Members (in particular, by ensuring their participation in the authorized capital of the Project Participant, and (or) to enter into licensing agreements with them to meet the requirements of the Agreement)**;**

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

5) The Project Participant is to provide the Fund with complete and accurate information on its Beneficiaries and 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. The requirements for the results of the Project's implementation are set individually for each of the following areas**:**

1) Research and developments;

2) The creation of the commercial version of the product. Marketing and implementation;

3) IP protection;

4) HR;

5) Attraction of investments and financial results.

Article 5. Requirements for the Budget Estimate

1. The requirements for the Budget Estimate are listed in Annex 2 to the Grant Policy and contain the expenditures to be covered by the Grant and the funds from the Co-investor.

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

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

4. Inclusion of the goods and (or) services of an Affiliated counterparty in the Budget Estimate is allowed only if all the following conditions are met:

1) The Project Participant provides a comprehensive, adequate and accurate, in the opinion of the Fund, information on the grounds of the affiliation of the Affiliated counterparties during filing of 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) Workers of the Project Participant and (or) the Key Team Members of the Project Participant are not the employees of the Affiliated counterparty and do not participate in the charter (share) capital or its activities;

4) Works or services performed (rendered) by the Affiliated counterparty, do not duplicate the work performed by the 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, are not a significant factor in the project implementation at the Stage, for which the Grant is provided;

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 (loading), equipment and resources that the Affiliated counterparty intends to use in the performance of obligations under the contract with the Project Participant;

8) The cost of goods and services of the Affiliated counterparty does not exceed the market price levels.

Article 6. Publication of information on the provision and use of the Grant

The information about the decisions of the Grant Committee, as well as other information about the provision and use of Grants by Project Participants should be published on the website of the Fund in the section “Information about Grants”, containing the following**:**

1) Name of the Project Participant;

2) Project name;

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 provided by the Project Participant to the Fund and the decisions of the Fund after consideration of the submitted Reports.

Requirements for the Projects, depending on their Stages

1. Requirements for Projects when Mini-grants are provided

Criteria for determining the Stage	1. The Project shall be theoretically implementable (shall not be in conflict with basic scientific principles) 2. There exist precedents of financing such projects within the last 3 years.
Stage results	At least one of the following is mandatory (moreover, funds from a Mini-grant cannot be spent for other purposes): 1. Concerning the developed (planned) Product, there was carried out the analysis of risks and prospects in the IP sphere, namely: a. a patent landscape was created; b. a patent purity study was performed (in Russia and in the planned markets, determined with regard to the patent landscape); c. a regime of confidentiality (trade secrets) was implemented, there was a non-disclosure agreement in Russian and a foreign language; d. work secrets (know-how) were identified and fixed in a tangible form; e. potentially protectable solutions were identified; f. present the level of technology was identified (based on the technical solutions described above); g. a legal research of the risks was conducted, court or other proceedings in Russia and the planned markets (freedom to operate: in the absence of patent purity or in case of doubts or presence of doubts); h. there were defined 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, the approximate duration of the transition to a national Stage of international applications, publicly available publication); i. 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 patent purity; j. an inspection was conducted for 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 on the planned markets; k. the relationships with the authors of the results of intellectual activity were formalized. 2. Marketing research was carried out. 3. Agreements were concluded and/or made for collaboration, attracting of co-investors, the letters of intent from potential customers (letters about the possible purchase of the product) were received. 4. Report on the participation in conferences was prepared. 5. Plan for Product introduction onto the market was prepared. 6. Refinements and (or) tests for the Product were conducted. 7. Research confirming the features of the Product was performed. 8. Team of at least 2 people was organized, confirming participation in the Project, including at least one researcher and one chief process engineer (biologist, doctor, engineer) with experience in the Project's sphere (these specializations may be possessed by one person).

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

	Directions	Criteria for determining the Stage	Stage Results
Stage 1	R&D	1. Theory of the Project was developed. 2. R&D plan was provided.	1. A prototype or pilot sample of the products and (or) the experimental units of the Product were created in accordance with the plan of research activities. 2. R&D Plan was corrected. 3. The check of the concept of a new connection or technology was completed (that is, a proof was received of the concept or principle of its implementation in order to test and demonstrate the possibility of its use), compounds were synthesized to carry out and complete the pre-clinical studies, a testing plan and (or) Product testing was developed.
	IP Protection	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. potentially protectable solutions were identified; b. 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); c. there was prepared a list of intellectual properties of third parties that is necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity or in case of doubts or in doubt); d. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language; 2. the relationships with the authors of the results of intellectual activity were formalized 3. Russian and/or international patent applications on the results of the Project were filed.	**Medical equipment, tools, supplies:** 1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. a patent landscape was made; b. a patent purity study was performed (in Russia and in the planned markets, determined with regard to the patent landscape); c. potentially protectable solutions were identified; d. the level of technology was identified (based on the technical solutions described above); e. 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 patent purity; f. there were defined 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, the approximate duration of the transition to a national Stage of international applications, freely accessible publications), in respect to applications for patents, the subjects of patenting (the whole result, its integral part, and so on), and the number of such applications were determined; g. there was prepared a list of intellectual properties of third parties that is necessary and sufficient for the implementation (including commercialization) of the Project (in the absence of patent purity or in case of doubts); h. an inspection was conducted for 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 on the planned markets; i. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language; j. the relationships with the authors of the results of intellectual activity were formalized (relationships with new employees)

	Directions	Criteria for determining the Stage	Stage Results
		(if applicable).	2. Documents, which determine the distribution of rights to the official results of intellectual activity, the size and the order of payment of royalties to the authors, were issued. 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. **Biological molecules and medical technologies:** 1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. a patent landscape was made; b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape); c. potentially protectable solutions were identified; d. present the level of technology was identified (based on the technical solutions described above); e. 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 patent purity; f. there were defined 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, the approximate duration of the transition to national Stage of international applications, freely accessible publications), in respect of applications for patents the subjects of patenting (the whole result, its integral part, and so on), and the number of such applications were determined; g. there was prepared a list of intellectual properties 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); h. an investigation was 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; i. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language; j. the relationships with the authors of the results of intellectual activity were formalized (relationships with new employees). 4. Documents, which determine the distribution of rights to the official results of intellectual activity, the size and the order of payment of royalties to the authors, were issued.

	Directions	Criteria for determining the Stage	Stage Results
			5. 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.
	Creating a commercial version of the Product. Marketing & implementation	1. Competitive advantages over the world and Russian analogues were justified by the time of entry to the market. 2. The range of target parameters of the Project's Product and the size of the target market were determined.	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.
	HR	A Project team was organized, composed of not less than 3 full-time employees meeting 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 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 with 5 years of experience.	There are at least two full time members of the team, including: 1) at least one researcher; 2) chief process engineer (biologist, doctor, and engineer) 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	R&D	1. There is the prototype of the Product and (or) the experimental units of the Product. 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), molecules were synthesized to carry out further research work. The Plan for R&D activity was provided. 3. A testing plan was provided (if applicable) for the products of the Project, collaborators (counterparties) were identified to conduct the tests, for pharmaceutical Projects - plan for preclinical tests were agreed upon with regulatory bodies.	1. Production prototype of the main Product was created. 2. Tests of the prototype were carried out. 3. Work design documentation was developed. 4. Safety studies were carried out, the amount of the substance sufficient for further testing in terms of certified production was produced, pre-clinical trials were completed in full amount, therapy, pharmacokinetics and pharmacodynamics tolerances were verified, as well as the effectiveness of at least one indicator (pharmaceuticals), the requirements of regulatory authorities for conducting clinical trials were met.
	IP Protection	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. potentially protectable solutions were identified;	**Medical equipment, tools, supplies:** 1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. a patent landscape was made;

	Directions	Criteria for determining the Stage	Stage Results
		b. 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); c. there was prepared a list of intellectual properties 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); d. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language; 2. The relationships with the authors of the results of intellectual activity were formalized (if applicable). 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).	b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape); c. potentially protectable solutions were identified; d. the level of technology was identified (based on the technical solutions described above); e. 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 patent purity; f. there were defined 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, the approximate duration of the transition to national Stage of international applications, freely accessible publications), in respect of applications for patents the subjects of patenting (the whole result, its integral part, and so on), and the number of such applications were determined; g. there was prepared a list of intellectual properties 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); h. an investigation was 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; i. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language; j. the relationships with the authors of the results of intellectual activity were formalized (relationships with 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, which determine the distribution of rights to the official results of intellectual activity, the size and the order of payment of royalties to the authors, were issued. 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. **Biological molecules and medical technologies:**

	Directions	Criteria for determining the Stage	Stage Results
			6. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. a patent landscape was made; b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape); c. potentially protectable solutions were identified; d. the level of technology was identified (based on the technical solutions described above); e. 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 patent purity; f. there were defined 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, the approximate duration of the transition to national Stage of international applications, freely accessible publications), in respect of applications for patents the subjects of patenting (the whole result, its integral part, and so on), and the number of such applications were determined; g. there was prepared a list of intellectual properties 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); h. an inspection was conducted for 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 on the planned markets; i. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and foreign language; j. the relationships with the authors of the results of intellectual activity were formalized (relationships with new employees). 7. 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. 8. Documents, which determine the distribution of rights to the official results of intellectual activity, the size and the order of payment of royalties to the authors, were issued (if they did not exist). 9. 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). 10. On submitted applications, before providing the Grant, Russian and/or foreign patents were received on the results of the Project and trademark registration certificates, etc. (if applicable).

	Directions	Criteria for determining the Stage	Stage Results
	Creating a commercial version of the Product. Marketing & implementation	1. Competitive advantages over the world and Russian analogues were justified by the time of entry to the market. 2. All the Product parameters essential for the consumers were identified. 3. The business development strategy was prepared.	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. **Medical equipment, tools, supplies:** 3. The pilot operation together with interested consumers is confirmed. 4. Letters or agreements of intent were signed with not less than one customer (distributor) of the Product **Biological molecules and medical technologies:** 5. The continued relevance of the Product to the Market was confirmed.
	HR	A Project Team 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 pre-clinical and 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 with 5 years of experience.	1. There are at least three full time team members, including: 1) at least one researcher; 2) chief process engineer (biologist, doctor, and engineer) with experience in the Project's sphere (this position can be combined with that of the researcher); 3) at least one person with experience in clinical trials; 4) at least one member of the team with confirmed international experience in the market of the Project. 2. 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
	R&D	1. The prototype is ready for certification tests. 2. Documents were issued that prove the claimed properties of the developed prototype. 3. Documents for a certificate of conformity and the necessary permits to sell the product were filed (for medical devices). 4. Preclinical studies were successfully completed, regulatory approvals to begin clinical trials were received, collaborators (counterparties) were determined for clinical trials from among a number of organizations with international experience in the provision of research services to the pharmaceutical and biotechnology sectors.	**Medical equipment, tools, supplies**: 1. Work design documentation was prepared for industrial production. 2. Pilot sales were performed (introduction) **Biological molecules and medical technologies:** 3. 2nd or 3rd Stages of clinical trials were completed; the approval by regulatory authorities to carry out further tests was received.

	Directions	Criteria for determining the Stage	Stage Results
	IP protection	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. a patent landscape was made; b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape); c. there was prepared a list of intellectual properties 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); d. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language. 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). 3. The relationships with the authors of the results of intellectual activity were 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.	**Medical equipment, tools, supplies:** 1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. a patent landscape was made; b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape); c. findings were prepared for finalizing the current results of the Project to achieve patent purity; d. legal research of the risks was conducted, court or other proceedings in Russia and on the planned markets (freedom to operate: in the absence of patent purity or in case of doubts); e. an inspection was conducted for 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 on the planned markets; f. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language; g. the relationships with the authors of the results of intellectual activity were formalized (relationships with new employees). 2. Documents identifying and establishing the specific work secrets (know-how) were issued. 3. Documents, which determine the distribution of rights to the official results of intellectual activity, the size and the order of payment of royalties to the authors, were issued. 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). The protection in a know-how mode, without patenting with additional justification is allowed. **Biological molecules and medical technologies:** 1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. a patent landscape was made;

	Directions	Criteria for determining the Stage	Stage Results
			b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape); c. findings were prepared for finalizing the current results of the Project to achieve patent purity; d. an inspection was conducted for 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 on the planned markets; e. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language; f. the relationships with the authors of the results of intellectual activity were formalized (relationships with new employees) 2. Documents identifying and establishing the specific work secrets (know-how) were issued. 3. Documents, which determine the distribution of rights to the official results of intellectual activity, the size and the order of payment of royalties to the authors, were issued. 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).
	Creating a commercial version of the Product. Marketing & implementation	**Medical equipment, tools, supplies:** 1. Letters or agreements of intent were signed with not less than one customer (distributor) for the purchase of the Product; 2. A Commercialization Plan was developed, which may include licensing or agreement on the cession of the rights for IP; **Biological molecules and medical technologies:** 3. 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.	**Medical equipment, tools, supplies**: 1. A pilot implementation was performed; 2. Agreements were signed with at least one customer (distributor) of the Product; 3. Targets of the Marketing Plan for the Product were achieved; 4. Commercialization plan was implemented, which has been developed before the beginning of the Stage. It may include licensing or agreements on the cession of the rights for IP; **Biological molecules and medical technologies:** 5. The partner (investor, buyer) for Stage 3 or commercialization was determined.

	Directions	Criteria for determining the Stage	Stage Results
	HR	1. The Project Team consists of: 1) at least one researcher; 2) chief process engineer (biologist, doctor, and engineer) with experience in the subject of the Project; 3) at least one member of the team has proven international experience in the market of the Projects subject; 4) at least one manager with experience in the marketing (sales, implementation) of the Product in the market area of the Project; 5) at least one person with experience in pre-clinical and 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 three full time team members, including: 1) at least one researcher; 2) chief process engineer (biologist, doctor, and engineer) with experience in the Project's sphere (this position can be combined with that of the researcher); 3) at least one manager with experience in the marketing (sales, implementation) of the Product in the market area of the Project; 4) at least one person with experience in pre-clinical and clinical trials; 5) of these team members, at least one member of the team has proven international experience in the market of the Project. 2. There is a Mentor (Consultant) or staff member on the investment direction experienced in investment or Project implementation for the respective activity.
	Attracting investment and financial results	There is the Co-investor, under the management of which there are at least 3 organizations in the appropriate businesses, with the turnover or amount under management of at least $100 million or turnover of the core business of $500 million (for a strategic investor).	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. **Biological molecules and medical technologies:** 2. The partner (investor, buyer) for business development was determined.

	Directions	Criteria for determining the Stage	Stage Results
	R&D	1. Product datasheets were developed. 2. R&D plan was provided.	1. System (product) architecture was created. 2. Tools and the methodology of the Project were selected. 3. Working of the algorithms and separate system components was performed. 4. Terms of Reference for the alpha version of the Product were provided, including the testing plan.
	IP Protection	1. The relationships with the authors of the results of intellectual activity were formalized. 2. The regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and foreign language. 3. There was prepared a list of intellectual properties of third parties that are necessary and sufficient for the implementation (including commercialization) of the Project, including a list of free software (if applicable). Provided that the target market includes the U.S.A., Taiwan, and other countries with the same legal regime: 4. Russian and/or international applications for trademark registration were filed (if applicable). 5. Russian and/or foreign patents were received on the results of the Project implementation and trademark registration certificates, etc. (if applicable); 6. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely:	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. a patent landscape was made (when detecting Russian or foreign patents and patent applications); b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape); c. an investigation was 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; d. 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 patent purity; e. potentially protectable solutions were identified (Provided that the target market includes the U.S.A., Taiwan, and other countries with the same legal regime, identified with the patent landscape); f. the level of technology was identified (if applicable); g. there was prepared a list of intellectual properties 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 and in case of doubts); h. there were defined 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, the approximate duration of the transition to national Stage of international applications, freely accessible publications), in respect of applications for patents the subjects of patenting (the whole result, its integral part, and so on), and the number of such applications were determined; i. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language;

	Directions	Criteria for determining the Stage	Stage Results
		a. potentially protectable solutions were identified; b. in furtherance of the plan of research and the plan of the results publication there were defined the mode and approximate schedule of the technical solutions protection 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)	j. the relationships with the authors of the results of intellectual activity were formalized (relationships with new employees); 2. Documents, which determine the distribution of rights to the official results of intellectual activity, the size and the order of payment of royalties to the authors, were issued. 3. 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 and in case of doubts) 4. Documents identifying and establishing the specific work secrets (know-how) were issued and/or Russian and/or foreign patents on the results of the Project were filed (provided that the target market includes the U.S.A., Taiwan, and other countries with the same legal regime, identified with the patent landscape). The protection in a know-how mode, without patenting with additional justification is allowed.
	Creating a commercial version of the Product. Marketing & implementation	1. Competitive advantages over the world and Russian analogues were justified by the time of entry to the market. 2. The range of target parameters of the Project's Product and the size of the target market were determined.	1. The confirmation from the consumer of his interest in the result of the Project was received or the intention of the consumer to participate in product testing was confirmed. 2. The source of financing for the further implementation of the Project was determined.
	HR	A Project team was organized, composed of not less than 3 full-time employees meeting 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 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 with 5 years of experience.	There are at least two full time team members, including: 1) at least one researcher; 2) a chief process engineer 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.
	R&D	1. The system architecture was created. 2. Working of the algorithms and separate system components was performed. 3. R&D Plan was prepared.	1. The alpha version was created and tested or studies were completed (for software and hardware). 2. The plan for development work was provided. 3. Terms of Reference for the beta version of the Product were provided, including the testing plan.
	IP Protection	1. The relationships with the authors of the results of intellectual activity were formalized.	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely:

	Directions	Criteria for determining the Stage	Stage Results
		2. A regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and foreign language. 3. Russian and/or international applications for trademark registration were filed (if applicable). 4. There was prepared a list of intellectual properties of third parties that are necessary and sufficient for the implementation (including commercialization) of the Project, including a list of free software. Provided that the target market includes the U.S.A., Taiwan, and other countries with the same legal regime: 1. Russian and international patent applications on the results of the Project implementation were filed (if applicable); 2. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. potentially protectable solutions were identified; b. 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 supply of Russian (Eurasian, international) patent applications, the approximate duration of the transition to national Stage of international applications, freely accessible publications)	a. a patent landscape was made (when detecting Russian or foreign patents and patent applications); b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape); c. an investigation was 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; d. 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 patent purity; e. potentially protectable solutions were identified (Provided that the target market includes the U.S.A., Taiwan, and other countries with the same legal regime, identified with the patent landscape), f. the level of technology was identified (on technical solutions above), g. there was prepared a list of intellectual properties 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 and in case of doubts); h. there were defined 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, the approximate duration of the transition to national Stage of international applications, freely accessible publications), in respect of applications for patents the subjects of patenting (the whole result, its integral part, and so on), and the number of such applications were determined; i. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language; j. the relationships with the authors of the results of intellectual activity were formalized (relationships with new employees). 2. Documents, which determine the distribution of rights to the official results of intellectual activity, the size and the order of payment of royalties to the authors, were issued. 3. 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 and in case of doubts). 4. Documents identifying and establishing the specific work secrets (know-how) were issued. 5. Provided that the target market includes the U.S.A., Taiwan, and other countries with the same legal regime, determined with the accounting of the patent landscape:

	Directions	Criteria for determining the Stage	Stage Results
			a. Russian and international patent applications on the results of the Project implementation were filed; b. On submitted applications, before providing the Grant, Russian and/or foreign patents were received on the results of the Project and the certificates of registration for trademarks, etc. (if applicable). The protection in a know-how mode, without patenting with additional justification is allowed.
	Creating a commercial version of the Product. Marketing & implementation	1. Competitive advantages over the world and Russian analogues were justified by the time of entry to the market. 2. The confirmation from the consumer of his interest in the result of the Project was received or the intention of the consumer to participate in product testing was confirmed.	1. Agreements of intent were signed with not less than one customer of the Product. 2. A Commercialization Plan was developed, which may include licensing or agreement on the cession of the rights for IP. 3. A list of potential co-investors was prepared. 4. An agreement of intent was signed with at least one Co-investor for funding of the next Stage.
	HR	A Project team was organized, composed of not less than 5 full-time employees meeting 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 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 with 5 years of experience; 3) at least one manager for investment managing or there is a Mentor (or scientific, technical or business consultant) with relevant experience of at least 5 years.	1. There are at least three full time team members, including: 1) at least one researcher; 2) chief process engineer (biologist, doctor, and engineer) with experience in the Project's sphere (this position can be combined with that of the researcher); 3) at least one manager with experience in the marketing (sales, implementation) of the Product in the market area of the Project; 4) at least one member of the team with confirmed international experience in the market of the Project. 2. 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 3	R&D	1. The alpha version was created and tested or studies were completed (for software and hardware). 2. The technical description of the Product and the program for development work were drawn up.	1. Beta version was created. 2. Development works were completed. The test results were obtained. 3. Commercial Product release was prepared.
	IP protection	1. A patent landscape was made (when detecting Russian or foreign patents and patent applications). 2. A patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape).	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. a patent landscape was made (when detecting Russian or foreign patents and patent applications); b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape);

	Directions	Criteria for determining the Stage	Stage Results
		3. The relationships with the authors of the results of intellectual activity were formalized. 4. A regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and foreign language. 5. Work secrets (know-how) were identified and fixed. 6. 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 and in case of doubts). 7. The registration certificates of the Russian and international (foreign) trademarks were received (if applicable). Provided that the target market includes the U.S.A., Taiwan, and other countries with the same legal regime: 8. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product. 9. Required Russian and foreign patents on the results of the Project were received.	c. an investigation was 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; d. findings about the finalization of the existing results of the Project to achieve patent purity (if applicable) and compliance with the copyright of the third parties were prepared; e. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and foreign language (if it was not prepared before); f. the relationships with the authors of the results of intellectual activity were formalized (relationships with new employees). 2. Documents, which determine the distribution of rights to the official results of intellectual activity, the size and the order of payment of royalties to the authors, were issued (if they were not prepared before). 3. For all target markets of the Project exclusive commercialization rights or licenses were received in the required amount in respect of intellectual property of the third parties that are necessary and sufficient for the implementation (including commercialization) the Project (in the absence of patent purity or in case of doubts). 4. Documents identifying and establishing the specific work secrets (know-how) were issued. The protection in a know-how mode, without patenting with additional justification is allowed.
	Creating a commercial version of the Product. Marketing & implementation	1. Competitive advantages over the world and Russian analogues were justified by the time of entry to the market. 2. Agreements of intent to test the Product were signed with not less than 3 customers of the Product. 3. A Commercialization Plan was developed, which may include licensing or agreement on the cession of the rights for IP.	1. 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.
	HR	1. The Project Team consists of: 1) at least one researcher; 2) chief process engineer with experience in the subject of the Project;	1. There are at least 3 full-time team members, including: 1) at least one researcher; 2) a chief process engineer with experience in the Project's sphere (this position can be combined with that of the researcher);

	Directions	Criteria for determining the Stage	Stage Results
		3) at least one member of the team has proven international experience in the market of the Projects subject; 4) at least one manager with experience in the marketing (sales, implementation) of the Product in the market area of the Project. 2. There is a Mentor (Consultant) or staff member experienced in investments or Project implementation for the respective activity.	3) at least one manager with experience in the marketing (sales, implementation) of the Product in the market area of the Project; 4) at least one member of the team has proven international experience in the market of the Projects subject. 2. There is a Mentor (Consultant) or staff member experienced in investments or Project implementation for the respective activity.
	Attracting investment and financial results	There is the Co-investor, under the management of which there are at least 3 organizations in the appropriate businesses, with the turnover or amount under management of at least $100 million or turnover of the core business of $500 million (for a strategic investor).	A business plan for investment and (or) project funding is developed.

4. Requirements for Space Technologies Projects, particularly in the field of telecommunications and navigation systems (including the creation of the appropriate ground infrastructure)

	Directions	Criteria for determining the Stage	Stage Results
Stage 1	R&D	1. R&D plan was provided. 2. There are the results of the early studies. 3. The range of the target parameters of the Product is determined.	1. A prototype and (or) laboratory Technology was created in accordance with the plan of research. 2. A set of technical documentation for the prototype and (or) laboratory technology was developed. 3. The plan for internal and external testing (if scheduled) of the Product (Product prototype) was provided.
	IP protection	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. potentially protectable solutions were identified; b. 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); c. there was prepared a list of intellectual properties 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) (if applicable); d. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language; 2. The relationships with the authors of the results of intellectual activity were formalized (if applicable). 3. Russian and/or international patent applications on the results of the Project were filed (if applicable);	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. a patent landscape was made; b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape); c. potentially protectable solutions were identified; d. the level of technology was identified (based on the technical solutions described above); e. 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 patent purity; f. there were defined 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, the approximate duration of the transition to national phase of international applications, freely accessible publications), in respect of applications for patents the subjects of patenting (the whole result, its integral part, and so on), and the number of such applications were determined; g. there was prepared a list of intellectual properties 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); h. an inspection was conducted for 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 on the planned markets; i. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language; j. the relationships with the authors of the results of intellectual activity were formalized (relationships with new employees). 2. Documents, which determine the distribution of rights to the official results of intellectual activity, the size and the order of payment of royalties to the authors, were issued (if they have not been issued before).

	Directions	Criteria for determining the Stage	Stage Results
			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 with additional justification is allowed.
	Creating a commercial version of the Product. Marketing & implementation	1. Competitive advantages over the world and Russian analogues were justified by the time of entry to the market. 2. The range of target parameters of the Project's Product and the size of the target market were determined.	1. The confirmation from the consumer of his interest in the result of the Project was received or the intention of the consumer to participate in product testing was confirmed. 2. The source of financing for the further implementation of the Project was determined.
	HR	A Project team was organized, composed of not less than 3 full-time employees meeting 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 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 with 5 years of experience.	There are at least two full time members of the team, including: 1) at least one researcher; 2) a chief process engineer 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	R&D	1. A prototype and (or) laboratory Technology was provided. 2. R&D plan was provided. 3. All the parameters of the Project Product essential for the consumer were identified. 4. Test Plan was prepared.	1. A prototype and (or) laboratory Technology was developed. 2. Testing of the prototype in the conditions close to real operation was performed. 3. A set of technical documents for prototype and (or) experimental technology was issued.
	IP protection	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. potentially protectable solutions were identified; b. in furtherance of the plan of research and the plan of the results publication there were defined the mode and approximate schedule for the protection of technical solutions, listed above, in Russia and in the target	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. a patent landscape was made; b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape); c. potentially protectable solutions were identified; d. the level of technology was identified (based on the technical solutions described above); e. 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 patent purity;

	Directions	Criteria for determining the Stage	Stage Results
		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); c. there was prepared a list of intellectual properties 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); d. a regime of confidentiality (trade secrets) was implemented; there is a non-disclosure agreement in Russian and/or foreign language; 2. The relationships with the authors of the results of intellectual activity were 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).	f. there were defined 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, the approximate duration of the transition to national phase of international applications, freely accessible publications), in respect of applications for patents the subjects of patenting (the whole result, its integral part, and so on), and the number of such applications were determined; g. there was prepared a list of intellectual properties 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); h. an inspection was conducted for 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 on the planned markets; i. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language (if it was not issued before); j. the relationships with the authors of the results of intellectual activity were formalized (relationships with new employees). 2. Documents, which determine the distribution of rights to the official results of intellectual activity, the size and the order of payment of royalties to the authors, were issued (if they have not been issued before). 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 4. Licensing or other agreements were made, in respect of intellectual properties 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 were received on the results of the Project and the certificates of registration for trademarks, etc. (if applicable). The protection in a know-how mode, without patenting with additional justification is allowed.

	Directions	Criteria for determining the Stage	Stage Results
	Creating a commercial version of the Product. Marketing & implementation	1. Competitive advantages over the world and Russian analogues were justified by the time of entry to the market. 2. A confirmation of the consumer was received about his interest in the result of the Project or the consumer intention to participate in the Product testing.	1. Agreements of the intent to test the Product were signed with not less than one customer of the Product. 2. A Commercialization Plan was developed, which may include licensing or agreement on the cession of the rights for IP 3. A list of potential Co-investors was prepared for the further implementation of the Project. 4. An agreement of intent was signed with at least one external investor to fund the next Stage.
	HR	A Project team was organized, composed of not less than 5 full-time employees meeting 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 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 with 5 years of experience; 3) at least one manager for investment managing or there is a Mentor (or scientific, technical or business consultant) with relevant experience of at least 5 years т.	1. There are at least three full time team members, including: 1) at least one researcher; 2) a chief process engineer with experience in the Project's sphere (this position can be combined with that of the researcher); 3) at least one manager with experience in the marketing (sales, implementation) of the Product in the market area of the Project; 4) from the listed team members at least one member of the team with confirmed international experience in the market of the Project. 2. 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 3	R&D	1. The alpha version of the software was created; the study (for software) was completed. 2. Testing of the prototype was performed together with concerned consumers 3. Certification (if necessary) was finalized. 4. The plan for development work was provided.	1. The pre-production sample was tested together with concerned consumers. 2. Working design documentation for industrial production was issued.
	IP protection	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. a patent landscape was made; b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape); c. there was prepared a list of intellectual properties 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: a. a patent landscape was made; b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape)); c. Findings were prepared for finalizing the current results of the Project to achieve patent purity; d. legal research of the risks was conducted, court or other proceedings in Russia and on the planned markets (freedom to operate: in the absence of patent purity or in case of doubts);

	Directions	Criteria for determining the Stage	Stage Results
		d. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language; 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). 3. The relationships with the authors of the results of intellectual activity were formalized. 4. Production secrets (know-how) were identified and fixed and/or Russian and/or foreign patents on the results of the Project, certificates of registration of Russian and international (foreign) trademarks, etc. were received.	e. an inspection was conducted for 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 on the planned markets; f. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and foreign language (if it was not issued before); g. the relationships with the authors of the results of intellectual activity were formalized (relationships with new employees). 2. Documents identifying and establishing the specific work secrets (know-how) were issued. 3. Documents, which determine the distribution of rights to the official results of intellectual activity, the size and the order of payment of royalties to the authors, were issued. 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). The protection in a know-how mode, without patenting with additional justification is allowed.
	Creating a commercial version of the Product. Marketing & implementation	1. Competitive advantages over the world and Russian analogues were justified by the time of entry into the market. 2. The plan for pilot implementation of the Product was provided. 3. A Commercialization Plan was developed, which may include licensing or agreement on the cession of the rights for IP C.	1. Commercialization plan was implemented, which was developed before the Stage beginning that could include licensing or agreement on the cession of the rights for IP. 2. A pilot implementation was performed
	HR	1. The Project Team consists of: 1) at least one researcher; 2) chief process engineer with experience in the subject of the Project; 3) at least one member of the team has proven international experience in the market of the Projects subject; 4) at least one manager with experience in the marketing (sales, implementation) of the Product in the market area of the Project.	1. There are at least 3 full time members of the team, including: 1) at least one researcher; 2) a chief process engineer with experience in the Project's sphere (this position can be combined with that of the researcher); 3) at least one manager with experience in the marketing (sales, implementation) of the Product in the market area of the Project; 4) of these team members, at least one member of the team has proven international experience in the market of the Project. 2. There is a Mentor (Consultant) or staff member on the investment direction experienced in investment or Project implementation for the respective activity.

	Directions	Criteria for determining the Stage	Stage Results
		2. There is a Mentor (Consultant) or staff member on the investment direction experienced in investment or Project implementation for the respective activity.	
	Attracting investments and financial results	There is the Co-investor, under the management of which there are at least 3 portfolio organizations in the appropriate businesses, with the turnover or amount under management of at least $100 million or turnover of the core business of $500 million (for a strategic investor).	A business plan and feasibility study were developed for attracting the investments and (or) project funding.

5. Requirements for Energy Efficiency and Energy Savings Projects, including the development of innovative energy technologies

	Directions	Criteria for determining the Stage	Stage Results
Stage 1	R&D	1. R&D plan was provided. 2. There are the results of early studies. 3. The range of target parameters of the Product is determined.	1. A prototype (a model, laboratory model, experimental design element) of the Product and (or) laboratory technology in accordance with the plan of research was developed. 2. A set of technical documentation for the prototype and (or) laboratory technology (a model, laboratory model, experimental design element) was developed. 3. R&D plan was corrected. 4. Independent laboratory (bench) tests of the sample were conducted. 5. A plan of Product testing was developed for the further implementation of the Project 6. All the Product parameters essential for the consumers were identified.
	IP protection	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. potentially protectable solutions were identified; b. 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); c. there was prepared a list of intellectual properties 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); d. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language; 2. The relationships with the authors of the results of intellectual activity were formalized (if applicable).	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. a patent landscape was made; b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape); c. potentially protectable solutions were identified; d. the level of technology was identified (based on the technical solutions described above); e. 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 patent purity; f. there were defined 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, the approximate duration of the transition to national Stage of international applications, freely accessible publications), in respect of applications for patents the subjects of patenting (the whole result, its integral part, and so on), and the number of such applications were determined; g. there was prepared a list of intellectual properties 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); h. an investigation was 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; i. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language;

	Directions	Criteria for determining the Stage	Stage Results
		3. Russian and/or international patent applications on the results of the Project were filed (is applicable).	j. the relationships with the authors of the results of intellectual activity were formalized (relationships with new employees). 2. Documents, which determine the distribution of rights to the official results of intellectual activity, the size and the order of payment of royalties to the authors, were issued. 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 with additional justification is allowed.
	Creating a commercial version of the Product. Marketing & implementation	1. Competitive advantages over the world and Russian analogues were justified by the time of entry to the market; 2. The range of target parameters of the Project's Product and the size of the target market were determined.	1. The confirmation from the consumer of his interest in the result of the Project was received or the intention of the consumer to participate in product testing was confirmed. 2. The source of financing for the further implementation of the Project was determined.
	HR	A Project team was organized, composed of not less than 3 full-time employees meeting 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 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 with 5 years of experience.	There are at least two full time members of the team, including: 1) at least one researcher; 2) a chief process engineer 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	R&D	1. A set of technical documentation for the prototype and (or) laboratory technology (a model, laboratory model, experimental design element) was developed 2. Independent laboratory (bench) tests of the sample were conducted. 3. A prototype (a model, laboratory model, experimental design element) of the Product and (or) laboratory technology in accordance with the plan of research was provided. 4. R&D plan was prepared. 5. All the parameters of the Project Product essential for the consumer were identified.	1. Product prototype and (or) the prototype technology were developed. 2. Testing of the prototype in the conditions close to real operation was performed. 3. Certification (if necessary) was carried out. 4. A set of technical documents for prototype and (or) experimental technology was developed.

	Directions	Criteria for determining the Stage	Stage Results
	IP protection	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. potentially protectable solutions were identified; b. 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); c. there was prepared a list of intellectual properties 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) d. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language; 2. The relationships with the authors of the results of intellectual activity were formalized (if applicable). 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. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. a patent landscape was made; b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape); c. potentially protectable solutions were identified; d. the level of technology was identified (based on the technical solutions described above); e. 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 patent purity; f. there were defined 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, the approximate duration of the transition to national Stage of international applications, freely accessible publications), in respect of applications for patents the subjects of patenting (the whole result, its integral part, and so on), and the number of such applications were determined; g. there was prepared a list of intellectual properties 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); h. an investigation was 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; i. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language; j. the relationships with the authors of the results of intellectual activity were formalized (relationships with new employees). 2. Documents, which determine the distribution of rights to the official results of intellectual activity, the size and the order of payment of royalties to the authors, were issued. 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. 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 were received on the results of the Project and the certificates of registration for trademarks, etc. (if applicable).

	Directions	Criteria for determining the Stage	Stage Results
			The protection in a know-how mode, without patenting with additional justification is allowed.
	Creating a commercial version of the Product. Marketing & implementation	1. Competitive advantages over the world and Russian analogues were justified by the time of entry to the market. 2. The confirmation from the consumer of his interest in the result of the Project was received or the intention of the consumer to participate in Product testing was confirmed.	1. Agreements of intent were signed with not less than one customer of the Product. 2. A Commercialization Plan was developed, which may include licensing or agreement on the cession of the rights for IP. 3. A list of potential Co-investors was prepared. 4. An agreement of intent was signed with at least one external investor to fund the next Stage.
	HR	A Project Team was formed of not less than 5 full-time employees meeting 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 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 with 5 years of experience; 3) at least one manager for investment managing or there is a Mentor (or scientific, technical or business consultant) with relevant experience of at least 5 years.	1. There are at least 3 full time members of the team, including: 1) at least one researcher; 2) chief process engineer (engineer) with experience in the Project's sphere (this position can be combined with that of the researcher); 3) at least one manager with experience in the marketing (sales, implementation) of the Product in the market area of the Project; 4) of these team members, at least one member of the team has proven international experience in the market of the Project. 2. There is a Mentor (Consultant) or staff member on the investment direction experienced in investment or Project implementation for the respective activity.
Stage 3	R&D	1. There is a prototype of the Product and it is also presented. 2. Testing of the prototype was performed with consumers concerned and at the independent laboratories. 3. Certification (if necessary) was carried out. 4. A set of technical documentation for the prototype was developed.	1. A pilot production and (or) technology of pilot production was created. 2. Working design documentation for industrial production is prepared. 3. A pilot batch of the Product was produced.
	IP protection	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. a patent landscape was made; b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape);	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. a patent landscape was made; b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape);

	Directions	Criteria for determining the Stage	Stage Results
		c. there was prepared a list of intellectual properties 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); d. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language; 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). 3. The relationships with the authors of the results of intellectual activity were formalized. 4. Production secrets (know-how) were identified and fixed and/or Russian and/or foreign patents on the results of the Project, the certificate of registration of the Russian and international (foreign) trademarks, etc. were received.	c. Findings were prepared for finalizing the current results of the Project to achieve patent purity; d. legal research of the risks was conducted, court or other proceedings in Russia and on the planned markets (freedom to operate: in the absence of patent purity or in case of doubts); e. an inspection was conducted for 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 on the planned markets; f. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language; g. the relationships with the authors of the results of intellectual activity were formalized (relationships with new employees). 2. Documents identifying and establishing the specific work secrets (know-how) were issued. 3. Documents, which determine the distribution of rights to the official results of intellectual activity, the size and the order of payment of royalties to the authors, were issued (if they have not been issued before). 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 or doubts availability). The protection in a know-how mode, without patenting with additional justification is allowed.
	Creating a commercial version of the Product. Marketing & implementation	1. Competitive advantages over the world and Russian analogues were justified by the time of entry to the market. 2. Agreements of intent were signed with not less than one customer of the Product. 3. A Commercialization Plan was developed, which may include licensing or agreement on the cession of the rights for IP.	1. 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.
	HR	1. The Project Team consists of: 1) at least one researcher; 2) chief process engineer (engineer) with experience in the subject of the Project; 3) at least one member of the team has proven international experience in the market of the Projects subject; 4) at least one manager with experience in the marketing (sales, implementation) of the Product in the market area of the Project.	1. There are at least 3 full time members of the team, including: 1) at least one researcher; 2) chief process engineer (engineer) with experience in the Project's sphere (this position can be combined with that of the researcher); 3) at least one manager with experience in the marketing (sales, implementation) of the Product in the market area of the Project; 4) of these team members, at least one member of the team has proven international experience in the market of the Project.

	Directions	Criteria for determining the Stage	Stage Results
		2. There is a Mentor (Consultant) or staff member on the investment direction experienced in investment or Project implementation for the respective activity.	2. There is a Mentor (Consultant) or staff member on the investment direction experienced in investment or Project implementation for the respective activity.
	Attracting investments and financial results	There is the Co-investor, under the management of which there are at least 3 organizations in the appropriate businesses, with the turnover or amount under management of at least $100 million or turnover of the core business of $500 million (for a strategic investor).	A business plan and feasibility study were developed for attracting the investments and (or) project funding.

6. Requirements for the Nuclear Technologies Projects

	Directions	Criteria for determining the Stage	Stage Results
Stage 1	R&D	1. There are the results of the studies confirming the scientific validity of the Project (not necessarily contained by the Project Participant). 2. A technical proposal on the Product is prepared. 3. R&D plan is provided.	1. The model, prototype or pilot sample of the Product and (or) its elements were created according to R&D plan. 2. R&D Plan was improved. 3. Terms of reference for development work or maintenance were formulated. 4. A plan of Product testing was developed.
	IP protection	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. potentially protectable solutions were identified; b. 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); c. there was prepared a list of intellectual properties 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 or in doubt); d. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and foreign language; 2. The relationships with the authors of the results of intellectual activity were formalized (is applicable). 3. Russian and/or international patent applications on the results of the Project were filed (is applicable).	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. a patent landscape was made; b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape); c. potentially protectable solutions were identified; d. the level of technology was identified (based on the technical solutions described above); e. the Findings were prepared to terminate studies, continue with the , changes in the research program (commercialization) and (or) improvement of existing results of the Project for patentability and patent purity; f. there were defined 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, the approximate duration of the transition to national Stage of international applications, freely accessible publications), in respect of applications for patents the subjects of patenting (the whole result, its integral part, and so on), and the number of such applications were determined; g. there was prepared a list of intellectual properties 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); h. an inspection was conducted for 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 on the planned markets; i. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language; j. the relationships with the authors of the results of intellectual activity were formalized (relationships with new employees). 2. Documents, which determine the distribution of rights to the official results of intellectual activity, the size and the order of payment of royalties to the authors, were issued. 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.

	Directions	Criteria for determining the Stage	Stage Results
			The protection in a know-how mode, without patenting with additional justification is allowed.
	Creating a commercial version of the Product. Marketing & implementation	1. Competitive advantages over the world and Russian analogues were justified by the time of entry to the market; 2. The range of target parameters of the Product and the size of the target market were determined.	1. At least one letter or agreement was signed on the interest of the consumer to purchase the Product or the consumer's intent to participate in Product testing (technology certification). 2. The source of financing for the further implementation of the Project was determined.
	HR	A Project team was organized, composed of not less than 3 full-time employees meeting 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 member of the team has proven has proven international experience in the market of the Projects or there is a Mentor (or scientific, technical or business consultant) with relevant experience of at least 5 years.	There are at least two full time members of the team, including: 1) at least one researcher; 2) chief process engineer (engineer) 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	R&D	1. There is a model, prototype or pilot sample of the Product and (or) its elements. 2. R&D Plan was provided. 3. The plan for Product testing (if applicable) is provided	1. Production prototype of the main Product was created. 2. Tests of the prototype were carried out. 3. Work design documentation was developed.
	IP Protection	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. potentially protectable solutions were identified; b. 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. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. a patent landscape was made; b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape); c. potentially protectable solutions were identified; d. the level of technology was identified (based on the technical solutions described above); e. findings were prepared to terminate studies, continue with the studies, changes in the research program (commercialization) and (or) improvement of existing results of the Project for patentability and patent purity;

	Directions	Criteria for determining the Stage	Stage Results
		c. there was prepared a list of intellectual properties 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); d. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and foreign language. 2. The relationships with the authors of the results of intellectual activity were 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).	f. there were defined 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, the approximate duration of the transition to national Stage of international applications, freely accessible publications), in respect of applications for patents the subjects of patenting (the whole result, its integral part, and so on), and the number of such applications were determined; g. there was prepared a list of intellectual properties 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); h. an investigation was 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; i. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and foreign language; j. the relationships with the authors of the results of intellectual activity were formalized (relationships with new employees). 2. Documents, which determine the distribution of rights to the official results of intellectual activity, the size and the order of payment of royalties to the authors, were issued. 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. 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 were received on the results of the Project and the certificates of registration for trademarks, etc. (if applicable). The protection in a know-how mode, without patenting with additional justification is allowed.

	Directions	Criteria for determining the Stage	Stage Results
	Creating a commercial version of the Product. Marketing & implementation	1. Competitive advantages over the world and Russian analogues were justified by the time of entry to the market. 2. All the Product parameters essential for the consumers were identified. 3. At least one signed letter or agreement on the interest of the consumer to purchase the Product or the consumer's intent to participate in Product testing was provided. 4. The business development strategy was prepared.	1. Product test was carried out together with interested consumers and/or the Product prototypes were sold. 2. Letters or agreements of intent were signed with not less than one customer for the Purchase of the Product. 3. A Commercialization Plan was developed, which may include licensing or agreement on the cession of the rights for IP 4. Pilot production was organized (if necessary).
	HR	A team of the Project consisting at least 5 members is formed 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 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 with 5 years of experience; 3) at least one manager for investment managing or there is a Mentor (or scientific, technical or business consultant) with relevant experience of at least 5 years.	1. There are at least 3 full time members of the team, including: 1) at least one researcher; 2) chief process engineer (engineer) with experience in the Project's sphere (this position can be combined with that of the researcher); 3) at least one manager with experience in the marketing (sales, implementation) of the Product in the market area of the Project; 4) of these team members, at least one member of the team has proven international experience in the market of the Project. 2. There is a Mentor (Consultant) or staff member on the investment direction experienced in investment or Project implementation for the respective activity.
Stage 3	R&D	1. The prototype is ready for testing and certification (or) there is a documented set of technologies to create the Product or service for the customer (at least 50% of the technologies package planned to be used by engineering center); 2. The documents confirming the claimed properties of the developed prototype were issued.	1. Working design documentation for industrial production is prepared. 2. The required certificates were obtained.

	Directions	Criteria for determining the Stage	Stage Results
	IP protection	1. Analysis of risks and prospects in the IP sphere was conducted for the developed (planned) Product, namely: a. a patent landscape was made; b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape); c. there was prepared a list of intellectual properties 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); d. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language; 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). 3. The relationships with the authors of the results of intellectual activity were formalized. 4. Production secrets (know-how) were identified and fixed). 5. Required Russian and/or foreign patents on the results of the Project, the certificate of registration of the 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: a. a patent landscape was made; b. a patent purity study was performed (in Russia and in planned markets, determined with regard to the patent landscape); c. findings were prepared for finalizing the current results of the Project to achieve patent purity; d. legal research of the risks was conducted, court or other proceedings in Russia and on the planned markets (freedom to operate: in the absence of patent purity or in case of doubts); e. an inspection was conducted for 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 on the planned markets; f. a regime of confidentiality (trade secrets) was implemented, there is a non-disclosure agreement in Russian and/or foreign language; g. the relationships with the authors of the results of intellectual activity were formalized (relationships with new employees). 2. Documents identifying and establishing the specific work secrets (know-how) were issued. 3. Documents, which determine the distribution of rights to the official results of intellectual activity, the size and the order of payment of royalties to the authors, were issued; 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 or doubts availability). The protection in a know-how mode, without patenting with additional justification is allowed.
	Creating a commercial version of the Product. Marketing & implementation	1. The plan for pilot implementation of the Product and (or) services was provided. 2. The agreements with at least two consumers of the Product and/or services were signed. 3. A Commercialization Plan was developed, which may include licensing or agreement on the cession of the rights for IP.	1. A pilot implementation was performed. 2. Targets of the Marketing Plan for the Product were achieved. 3. 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.

	Directions	Criteria for determining the Stage	Stage Results
	HR	The Project Team consists of: 1) at least one researcher; 2) chief process engineer (engineer) with experience in the subject of the Project; 3) at least one member of the team has proven international experience in the market of the Projects subject; 4) at least one manager with experience in the marketing (sales, implementation) of the Product in the market area of the Project. There is a Mentor (Consultant) or staff member on the investment direction experienced in investment or Project implementation for the respective activity.	There are at least 3 full time members of the team, including: 1) at least one researcher; 2) chief process engineer (engineer) with experience in the Project's sphere (this position can be combined with that of the researcher); 3) at least one manager with experience in the marketing (sales, implementation) of the Product in the market area of the Project; 4) of these team members, at least one member of the team has proven international experience in the market of the Project. 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.
	Attracting investment and financial results	There is the Co-investor, under the management of which there are at least 3 organizations in the appropriate businesses, with the turnover or amount under management of at least $100 million or turnover of the core business of $500 million (for a strategic investor).	A business plan and feasibility study were developed for attracting the investments and (or) project funding is developed.

Annex 2
to the Grant Policy

Requirements for the Budget Estimates

Item of the Budget Estimate	Benchmarks
Capital expenditures The equipment for research, components for creating equipment models available in the market	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. Project Budget Estimate is based on the essential conformity of the intended expenditure with the Stage of the Project, for which the Grant is involved. Components are **not** designed to create mass production, standard equipment, buildings and infrastructure. The cost of purchased equipment does not exceed the market level. List and description of the equipment, the unit value of which exceeds RUR 1 million (this restriction does not apply to the components of the developed devices) must be sent to Technopark Skolkovo LLC to consider the possibility of its purchasing to be used by two or more Project Participants. In case the equipment is purchased by Technopark Skolkovo LLC, the Grantee leases the equipment (and (or) pays for appropriate services providing, the implementation of relevant works) on a reimbursable basis, including the use of the Grant funds. The Budget Estimate of the Project does not involve the purchasing of vehicles and their components, except when the project is focused on the development and (or) the modification of the 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 Fund. Upon the Agreement termination, in case the equipment is not required for the further implementation of the Project, the Project Participant has the right to sell the equipment. Sales of the equipment during the term of the Agreement are not allowed. The expenses may include the cost of insurance of the equipment costing more than RUR 1 million per unit for the term of the Agreement. The expenses include the cost of transport vehicle insurance, which is an integral part of the developed product, except for the cost for hull (KASKO) insurance. It is not allowed to: 1. include the cost of repairs in the expenses for the Project, except for technologically necessary preparation of the facilities or the space for the equipment installation, which is necessary for the Project, as well as the expenses for repairs associated with the safety requirements under the Project; 2. include the repairs required to create Clean Rooms in the expenses of the Project; 3. include office premises renovation and decoration 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 the Grant amount, except for advances, and repayment of previously received loan from the Grant amount is not allowed.
Consumable costs Raw materials for the test samples, etc.	Supplies cannot be used to create mass production, buildings and infrastructure, products manufacturing in industrial-scale outputs or close to them or create equipment with similar capacity. Expenditures on materials are reasonable according to the experts, who evaluated the Project, or the experts did not express specific views on this issue.
Salary Fund Wages, payments to contractors and consultants (individuals).	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 10% of the total (rounded up). Salaries of managerial and support staff should not exceed the average ones in the market according to the results of the labor market study. There may be a salary above the market average amount, with proper justification. The Budget Estimate does not involve the staff motivation, such as: 1. Bonus payment; 2. Voluntary Health Insurance; 3. Payment for personnel and (or) the counterparties meals; 4. Compensation for personnel and (or) the counterparties meals; 5. Transfers, except for business trips; 6. Administrative personnel training. The costs for scientific and technical personnel training should not exceed 1% of the salary fund; 7. Similar in content to the above expenses. For the purposes of recruiting personnel, the Participant can apply to Technopark Skolkovo LLC, the costs of services of which are included in the Project budget. Expenses for personnel recruiting are included in the Project budget according to a separate agreement with the Fund.
Other expenses	**Rent:** 1. Budget Estimate of the Project provides for the rent expenses for the office, laboratory and (or) technical premises. At the same time, rental price for one square meter of office space, including mandatory payments for rented premises which are rented by the Project Participant for a Project shall not exceed the rental price for the office space provided by Technopark Skolkovo LLC. 2. Rental costs must not exceed the average rental rates in view of the region and the location of the object. 3. Cost and technical facilities rent are to be agreed upon with the Fund. **Marketing and Implementation:** Budget Estimate of the Project involves a marketing budget, including, depending on the stage, the expenses for: 1. Expenses for preparation and participation in trade shows, conferences, seminars; 2. Purchasing ready market research on Subject of the Project or ordering the research from external contractors for total amount of not more than RUR 300,000; 3. Advertising and promotional materials; 4. Creating a Web Site. It is not allowed to include in the cost estimate the advertising campaign, as well as hospitality costs.

	Business travel expenses Project Budget Estimate provides for business travel expenses, herein: 1. It is not allowed to include in the budget hotels over 4 stars; 2. Travel allowance must be defined by local regulation of the Project Participant and for travels within the Russian Federation Travel allowance should not exceed RUR 700 for each day of the travel (Russian Federal Tax Service Letter dated July 11, 2011 No. AC-4-3/13104); 3. It is not allowed to include in the Budget Estimate expenses for transportation, using business class fares; 4. The employees of the Project Participant are only paid for business travel in accordance with well-founded tasks for which performance the business trip is required. **Associate Contractors;** The project Estimate allows for outsourcing services on the condition that: 1. Format and the participation of 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 (clause 4 of Article 5 of this Policy); 3. Associate Contractor**s** do not perform the key tasks of the Project in accordance with the plan, and are engaged to perform subtasks; 4. The total expenditure on outsourcing is not more than 20% of the Project Budget (for the Projects in Medical Technologies in the development of equipment, medical products cannot exceed 20% of the Project Budget, during the (1) pre-clinical studies, and (or) (2) clinical research, as well as if a large part of the research should be carried out by the GLP standards (good laboratory practice) and GMP (good manufacturing practice) laboratories); 5. Expenditures for other external contractors may include the expenditures for the examination of the results achieved during the Project implementation in the independent laboratories; 6. Expenses for other external contractors may include the cost of manufacturing laboratory or pilot prototypes and (or) the design or creation of the bench for carrying out testing, performed by the external contractors on technical requirements of the Project Participant. Training of scientific and technical personnel is allowed to be included in the Budget Estimate, but not more than 1% of the salary fund of the Project. **Unanticipated needs** Unanticipated needs shall not exceed 3% of the Project Budget. Unanticipated needs require justification and approval by the Fund.
The size of part of the Grant for the Stage	Not more than 20% of the Grant for the Stage if the duration of the Stage is more than 9 months (inclusive) and not more than 30% if the duration of the Stage is less than 9 months.