

Survey on internationalization potential of SMEs. Export directory.

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Introduction

St. Petersburg is proud of its deep-rooted culture of innovative entrepreneurship. Since the foundation of our city in the 18th century, our entrepreneurs have always succeeded in their audacious and cutting-edge economic undertakings, while closely watching European and world trends. Nowadays, St. Petersburg, as an economic powerhouse of Northwestern Russia, develops new industries. Cleantech is clearly among them.

In this catalogue, we present companies that have already profoundly transformed not only our city environment, but everyday life of St. Petersburg' citizens. Electric vehicles and charging stations, solar panels and smart energy efficiency solutions – all these products are manufactured or designed by our companies. Moreover, given that St. Petersburg has almost unparalleled R&D opportunities, it attracts cleantech enthusiasts from other Russian regions. In that sense, our city has both potential and aspiration to become a cleantech center of Russia.

Economic potential of St. Petersburg has been steadily developing during recent years. This is reflected in the basic indicators of economic development such as, for instance, foreign direct investment volume and gross regional product.

Undoubtedly, cleantech companies make their own contribution in economic development of our city and pave the way for circular economy to emerge. City authorities consider clean technologies extremely important and are committed to supporting small and medium-sized enterprises in their boldest initiatives. Together, we launch joint projects in the realm of clean technologies.

St. Petersburg Government strives to create clean-tech friendly business environment. For that purpose, it fosters innovations and boosts regional economic growth through means of cooperation and financial stimuluses.

1 Internationalization potential of SMEs

As consumer market is getting more globalized, more SMEs are considering going global to access numerous benefits such as new revenue potential, diversifying company's markets, and exposing to foreign investments opportunities.

The high-tech as well clean-tech SMEs have high global market potential since innovative and resource-efficient technologies they offer are sought-after around over the world. Concerning Russian cleantech firms, thinking globally is a prerequisite to success since Russian cleantech market is still small enough, whereas in some other countries their innovations are more attractive and needed.

However, companies seeking for growth outside Russia should be aware of potential risks and barriers they may encounter as well as the ways and tools to overcome these obstacles.

First risk that may discourage many companies from global growth is lack of required funding. It is noted by many Russian entrepreneurs that they would benefit greatly from affordable government loans, tax relief or adequate investments for internationalization purposes. For sure, internationalization is a complicated and costly process especially for SME's and startups which are short in competent staff and have limited financial resources.

Meanwhile, such efficient tool for expansion as participation in international exhibitions that allows a company to demonstrate and promote its products, acquire new customers and find potential partners is often unavailable for small and medium-sized businesses due to high costs needed.

Furthermore, cleantech SMEs often have difficulties identifying business opportunities abroad due to the differences in the way people use products and other cultural and marketing difficulties. Having achieved high turnover in Russia, firms often face serious challenge of reaching potential partners and identifying customers abroad. It is evident that these obstacles occur because cleantech firms often are too concentrated on technical side of production while experiencing lack of competent specialists in foreign trade activities. This is combined with lack of information available on foreign markets as well as unawareness of legal systems of foreign countries. Less obvious but still crucial, networking system that management has built in foreign countries matters when a company thinks about going global. Fledgling startups that struggle to attract more clients in Russia often could not invest enough time and money for something apart from day-to-day operations. For that reasons, numerous cleantech companies are too uncertain about engaging in risky and unclear internalization.

When entering foreign markets, high-tech and clean-tech SMEs are faced with administrative obstacles, politics and bureaucracy in the target country, regulation increasing obstacles to import from abroad, high tariff and tax rates, as well as other complexities and uncertainties involving business on the target market. Undoubtedly, the most serious barriers regarding expansion are high quality requirements, registration and licensing as well as sanitary and phytosanitary standards. All bureaucratic procedures mentioned above may last for several months during which a firm sells nothing on the target market although dedicating an enormous amount of time and money.

According to Russian entrepreneurs, keen competition on target markets can be an insurmountable obstacle. Operating in already hostile environment and well-saturated market, cleantech SMEs may come to the need of adapting its business models to fit in international market.

Commercial risks, such as currency risks, any contractual uncertainties and their resolution, corruption, delays in delivery and distribution processes and uncertainty regarding the required funding should be as well taken into account.

The most critical international market barriers according to Russian entrepreneurs



Based on risks and barriers mentioned above, cleantech SMEs seeking for international growth should consider the following steps:

- Look for investment opportunities and support from different governmental and non-governmental institutions to expand to foreign markets. This includes participating in exhibitions, seminars and conferences building a personal network and attracting extra funds for internalization activities.
- Possess experience of the target market or obtain such experience by hiring new personnel before expanding to a new market area, especially if the culture of the market area is very different or constantly educate company's personnel in foreign trade activities. Another way to scale up a business would be taking part in an acceleration program aimed to boost international sales and improve marketing skills of the whole team.
- Determine concrete actions, schedule and strategy for the entry into the market for the company so that the ambitious international growth targets will be realized in the form of practical action and actual schedules.
- Closely examine all regulatory requirements in target markets and be ready to react to unexpected changes.
- In order to start its journey along a fast growth path to internationalization a company must proactively react to observed market drivers: the management must actively promote fast internationalization, the company must use local distributors or other partners in order to quickly internalize knowledge of the target market and the cleantech innovation must be scalable to reap the international benefit.
- Develop the ability to use innovative business models and be ready to adapt their value propositions to suit the target market.
- Develop sustainable value propositions to activate new and powerful levers to seek differentiation, legitimacy, and novel business opportunities in developed countries.

1.1. Internationalization support institutions



The Enterprise Europe Network helps enterprises to find the right international partners to grow and expand abroad.

The Network has the reach and expertise to find the right partner(s) to, for example: manufacture or distribute products, access new markets, find the technology to drive innovation in your business, cooperate in research and development projects. Network' experts, who are situated in more than 60 countries, assist companies in different ways. For instance, they closely look at company's needs and goals, assess if the company is ready for international partnership, advise on how to better prepare for internationalization, identify the best way to find a partner that matches company's needs. Besides, Network experts search for potential partners, saving its clients time and money. Giving an illustration, they get in touch with the right experts in more than 60 countries, leverage the Network's online database of business opportunities, arrange company's participation in the EEU international matchmaking events and trade missions.

<https://een.ec.europa.eu/about/branches>



Foundation for Assistance to Small Innovative Enterprises

Foundation for Assistance to Small Innovative Enterprises (FASIE) is a governmental non-profit organization functioning as a federal state budget agency. The FASIE aims to implement the government support and development policy in the field of science and technology, build and enhance support institutions, contribute to jobs creation with the view to ensuring an efficient use of Russian science and technology capacity, provide financial and informational help, engage young people in innovation activities, attract non-budget investment to innovative SMEs. The FASIE offers SMEs an unprecedented opportunity to scale up and enter global markets through its Internationalization program. It is designed to support companies that participate in joint projects with foreign partners on development and release of new products as well as companies planning to sell their products on international markets.

Only small companies fulfilling the requirement of the Article 4 of the 209 Federal Law on Small Business are eligible for participation. The preference is given to fast growing companies that develop and manufacture high-technology goods. Those participating in competition of export-oriented products are required to have experience in international supply. The limits of funding are up to 215.000 Euro per project. The duration of project should not exceed 24 months. The company has to come up with at least 50% co-funding of the required grant amount. FASIE only covers R&D costs, namely: salary, materials, sub-contracting, "other" costs.

<http://fasie.ru/>



Internet Initiatives Development Fund

The Internet Initiatives Development Fund (IIDF) is a Russian venture capital fund established in 2013 by the Agency for Strategic Initiatives. The Foundation invests in technology companies in the early stages of development, develops a network of start-up accelerators, and is involved in the development of methods of legal regulation of the venture industry

IIDF's mission is to make Russia more attractive for tech entrepreneurs. While aiming high, the Fund arranges one of the best Acceleration program in Russia that offer educational, marketing and legal support, access to best market expert, personal tracker, and comfortable office in the center of Moscow.

<https://www.iidf.ru/>



Center for Entrepreneurship Development and Support

Center for Entrepreneurship Development and Support, which was established in 2010, is the only multifunctional organization in St. Petersburg to provide entrepreneurs with assistance and comprehensive support.

The center provides guidance on all special programs of state support, as well as on general aspects of entrepreneurship. In addition, it gives assistance in production cooperation, arranges free educational programs helps companies to reduce administrative barriers. A practical example of the Centre's activity is the Production cooperation program which ties SMEs with large enterprises.

Finally, CEDS serves to facilitate access to foreign markets for SME. Once a company is registered at the Centre's site as export-oriented, it will stay informed about services the Centre renders and all events considered beneficial for company to participate in. Regarding particular services, CEDS provides consultations on certification for export supply, custom processing, intellectual property registration and protection, taxes and accounting for foreign trade operations. Moreover, companies are welcome to address CEDS if they need translation assistance or seek to advance their foreign trade and export knowledge.

<https://www.crpp.ru/>



The Ingria Business Incubator

The Ingria Business Incubator is a subdivision of the St. Petersburg Technopark. Here the high-tech projects receive the support necessary for their further growth. The business incubator was launched in 2008. Since then, over 550 have received assistance in taking their first steps in the market, building a professional team, obtaining investment and finding customers.

It is aimed at small-sized high-tech companies seeking to commercialize their innovative products and developments. Both projects taking their first steps in the market and those, who have already identified their business model and are ready for investment and scaling, can become residents.

In addition, the experts at the Ingria Business Incubator help and support technological projects by solving practical tasks, such as intellectual property protection, patenting and building effective teams.

<https://ingria-startup.ru/>



ITMO High Park

ITMO High Park is ITMO University's center for innovation, education and high tech located in St. Petersburg. The innovation center strives to commercialize high-tech products, support existing innovative startups and help to set up new ones with the aim of enabling growth of digital economy in Russian Federation.

ITMO High Park provides information, acceleration and financial support which enables expansion of Russian innovative project into foreign markets. The Center takes particular interesting in digital urban projects.

<http://highpark.pro/>

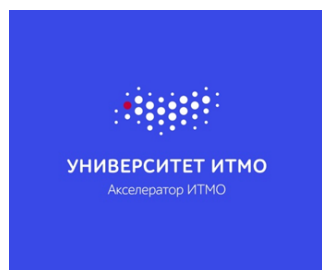
1.2. Accelerators



Internet Initiatives Development Fund Accelerator

IIDF Accelerator is a business development program that offers startups either to launch sales or improve sales performance at a reasonable price. The first program is a perfect match for budding startups willing to emerge strong and loud in a very competitive environment. During the Acceleration, a startup is identifying its potential clients, adapting the product to clients' needs and developing company's competitive advantage. Final stage is where a startup launches first sales or raises a check for existing clients. The second program is distinctive because it allows companies to increase sales while reducing selling costs

<https://accelerator.iidf.ru/>



ITMO Accelerator

ITMO Accelerator is a top-ranked Accelerator program that provides startups with the resources and connections they need to reach the next level. The Accelerator includes educational program designed to develop crucial skills and give understanding of the market and stage of elaborating and testing of a business plan.

Moreover, startups receive support and useful advice from a mentor. Pre-acceleration takes place before the actual Acceleration. Whereas at the first stage participants are working on the idea, the second stage is where startups launch production and sales, explore investment opportunities and enter new markets.

<http://accel.itmo.ru/>



City Digital Accelerator

City Digital Accelerator represents interests of innovative projects, city authorities, support institutions and universities. Startups, which take part in the Acceleration program, are able to launch a pilot project together with an integrator-company. If testing goes well, a company will get its first order this company. Besides, CDA's residents have better chances to receive investments from venture funds and business angels. Due to the strong connection with the city administration, the Accelerator helps companies to analyze and reduce possible administrative barriers. As well as helping to succeed in Russia, CDA enables startups to enter foreign markets.

CDA is looking forward to cooperate with startups that develop cutting-edge products and innovative solutions in following fields: AR/VR/MR, videoanalytics and semantic analysis, robotics and automation of high-tech manufacturing, blockchain, AI/ML, new products and solution for high-tech industry, RPA, Cyber-Physical Systems and new energy technologies.

<https://cda.vc/>



Center for Entrepreneurship Development and Support Accelerator

CEEDS Accelerator is a free-of-charge program, recommended by Ministry of Finance of The Russian Federation, aimed to develop new business projects through education, training, mentorship, and consulting. The targeted audience of the program involves officially registered entrepreneurs as well as private persons intended to start a business. The Acceleration program includes 2 educational modules, a project presentation for business mentors, one and half months of individual work with business mentor, and a final pitch session.

<https://accelerator.crpp.ru/>



Kirovsky Zavod. Industrial Accelerator

The Industrial Accelerator of Kirovsky Zavod is a perfect venue to launch a high-tech project in industrial, energy or agricultural machinery sectors. Applying startups are required to present developed solutions or MVP, should have successful sales and 2 or more founder who are ready to participate in Accelerator (in St. Petersburg). It is preferable that startups aspire to scale up and expand to global market. During 3-months Acceleration program, companies are closely working with experts and trackers, improve skills in customer development and sales, and develop solutions for future deployment in existing enterprises. Another advantage of the program is accommodation and working space for key projects members.

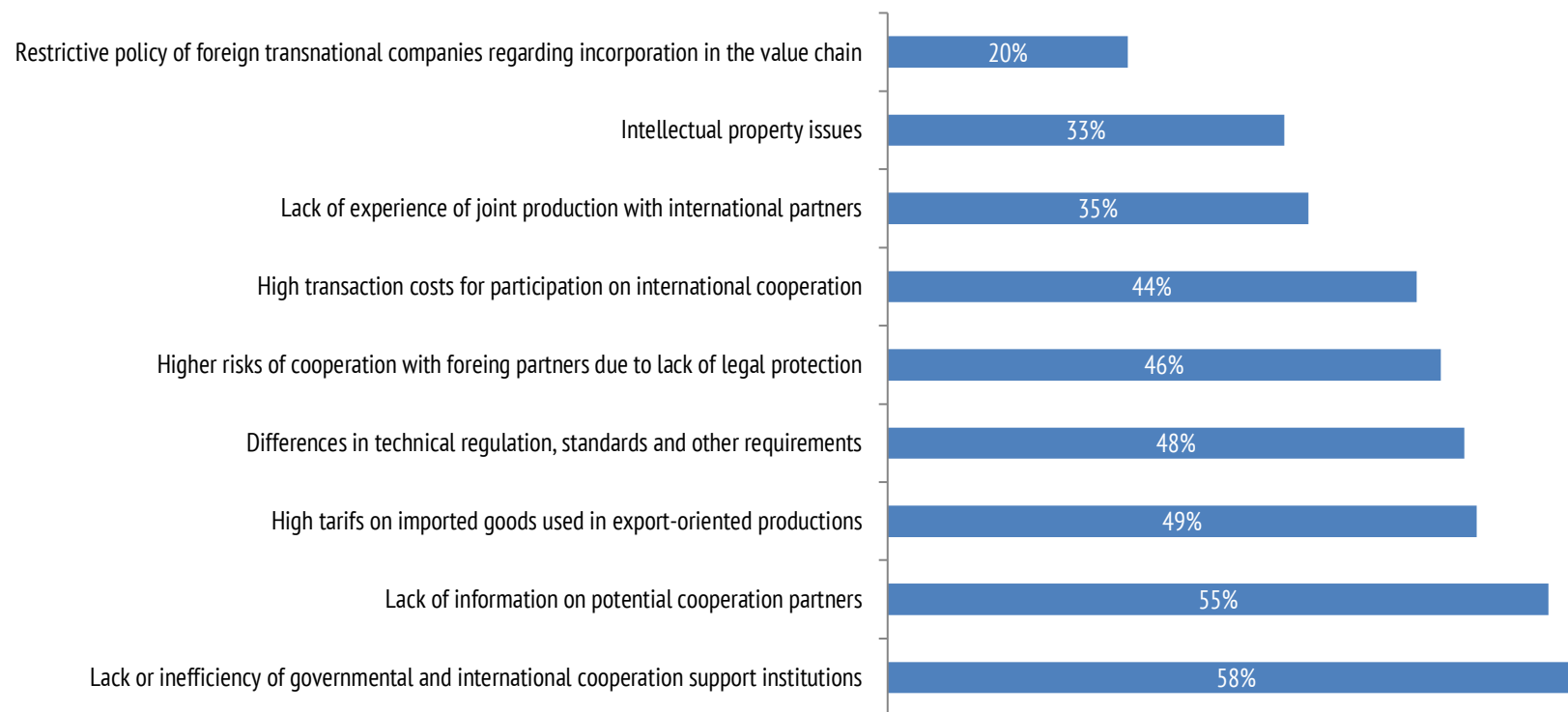
<https://kirovgroup.vc/>

1.3. Technology transfer opportunities

International cooperation as well as technology transfer are efficient ways of entering new markets. These provide firms with a golden opportunity to develop innovative solutions, release new products and sell it on targeted markets with close cooperation with local companies. Other advantages of involving in international cooperation are improvement of productions quality and decrease of costs.

Nevertheless, some hidden risks exist when a SMEs decides to engage in international cooperation and develop, produce or sell products together with foreign partners.

The most crucial barriers to international cooperation, according to Russian entrepreneurs



In regards of cleantech firms, the highest risks are those linked to the intellectual property issues and differences in technical regulation, standards and other requirements.

To overcome these barriers it is recommended for cleantech companies to address international programs available for participation of the Russian innovative companies that may allow for finding right partners and building a fair and open cooperation.



IraSME

IraSME is a network of funding programs from different countries and regions that share the same goal of supporting small businesses in their innovation efforts. The idea is to fund international projects on a national or regional level with as little extra effort as possible. Twice a year IraSME issues calls for proposals for transnational cooperative research projects between SMEs and RTOs with the objective to develop innovative products, processes or technical services. The calls follow a bottom-up approach, i.e. research topics are not pre-defined and can be decided by applicants themselves. Funding is made available through national and regional programs. IraSME enables consortia of SMEs and RTOs (not mandatory) from at least two participating countries to work together in transnational projects.

<https://www.ira-sme.net>



EUREKA

EUREKA is an intergovernmental network that provides a proven platform for international R&D&I cooperation and facilitates access to finance for companies involved in its projects. One of the EUREKA program for SME participation, Network Projects are market-driven innovative R&D projects, devised and run by an international consortium. The Program has 'bottom-up' nature, i.e. the project consortium defines the technology to be developed and how the project comes together as a whole. The consortium also agrees upon the intellectual property rights and how the partnership is built; it agrees on the sharing of expertise. The consortium can take many forms, composed of small, medium or large companies; universities or research centres.

<http://www.eurekanetwork.ru/>



M-ERA.NET

M-ERA.NET is an EU funded network which has been established in 2012 to support and increase the coordination of European research and innovation programs and related funding in materials science and engineering. M-ERA.NET provides a central forum where substantial pan-European research funding programs can be aligned to support the European RTD community. M-ERA.NET aims to address societal challenges and technological needs with an interdisciplinary approach, providing a flexible umbrella structure to cover emerging topics in materials research and innovation, including materials for low carbon energy technologies and related production technologies. As a core activity, a series of joint calls for transnational RTD projects will be implemented. These calls will offer the European RTD community an opportunity to access coordinated funding across Europe and to gain access to leading knowledge world-wide.

<https://m-era.net/about>



MANUNET

MANUNET supports innovation-driven, close-to-market research and development projects in manufacturing. It aims to encourage cross-border value chains that emerge from advancing technologies. Every year MANUNET opens a call for proposals to co-fund manufacturing research projects by preferably small and medium-sized enterprises (SMEs) and their strategic partners. Any short-term projects with small-medium consortia are expected. Funding is dependent on national and regional programmes.

The MANUNET Call for proposals includes all fields in Manufacturing, structured in the following topics:

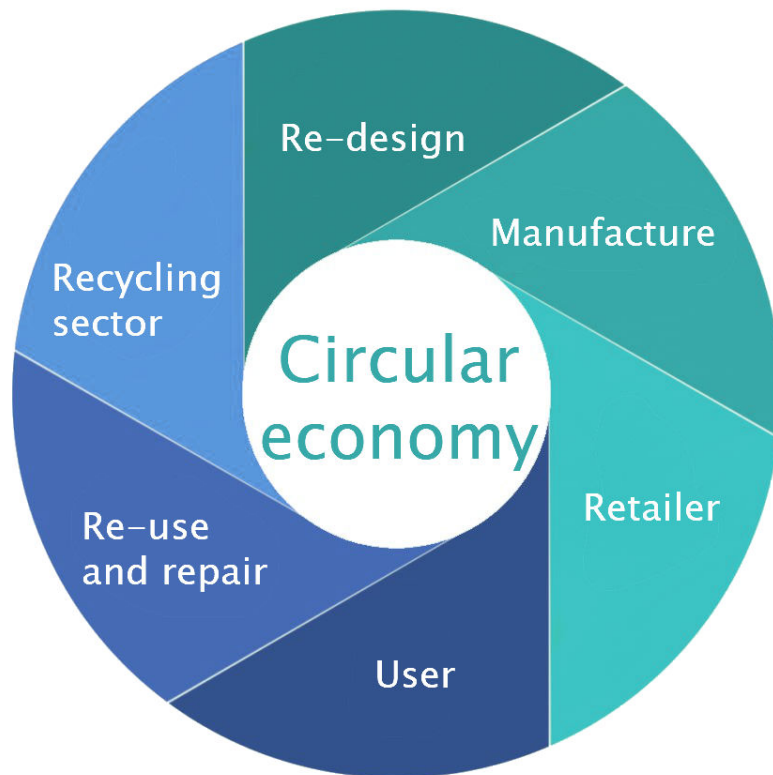
- Knowledge-based engineering, information and communication technologies for manufacturing, including technologies for Industry 4.0
- Manufacturing technologies for environmental and energy applications including resource efficiency, recycling (reuse, remanufacturing, etc) and circular economy in manufacturing processes.
- Adaptive manufacturing technologies including processes for removing, joining, adding, forming, consolidating, assembling and related advanced industrial machinery.
- Additive manufacturing (for example technologies, materials, products etc.)
- New materials for manufacturing (alloys, lubricants, coatings, textile fibres, construction, composites, insulation, multi-functional multi-materials etc.).
- New manufacturing methods, components and systems (development of demonstrators, devices, tooling and equipment, logistic systems, etc.).

- Other technologies, products and services related to the manufacturing field (logistic, supply chain, etc.)

<https://www.manunet.net/>

2 Cleantech Industry

2.1. Overview



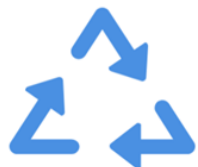
Cleantech industry stems from deep understanding of an urgent need to reduce the burdens on the environment caused by material and energy consumption and finally reconsider our priorities and opt for protecting the nature rather than exploiting it. Otherwise we come across such problems as depletion of natural resources and high level of pollution.

To tackle the environmental challenges our planet is facing, the UN offered the world the sustainable development concept. It is defined as development that meets the needs of the present without compromising the ability of future generations to meet their own needs. Sustainable development Goals followed as a call for action by all countries to promote prosperity while protecting the planet. Cleantech companies lead the way in achieving environment-oriented SDGs. These are affordable and clean energy, sustainable cities and communities, responsible consumption and production and climate action.

World-wide recognition of environment protection necessity brought about new business opportunities and spurred the development of environmental clean innovations. Nowadays, clean tech companies are seen not only as conservationists but also as main innovation drivers and creators of a new economic model called a circular economy. A circular economy is one that exchanges the typical cycle of make, use, dispose in favour of as much re-use and recycling as possible. The longer materials and resources are in use, the more value is extracted from them. This could contribute toward reducing world's dependency on critical materials, but also reduce overall demand by recovering the resources, nutrients or energy contained in products at the end of their useful life.

2.2. Cleantech sectors

Cleantech companies are those offering products or services intended to provide superior performance at lower costs while greatly reducing or eliminating negative ecological impact and improving the productive and responsible use of natural resources.



Turning waste into a resource is one key to a circular economy. Due to cleantech solutions for re-manufacturing, reusing, refurbishing and recycling, we reduce amount of waste generated and limit massive landfilling of once considered non-recyclable and non-recoverable waste, thus protecting the atmosphere, turf and water from the pollution it causes.



Water is a vital resource for industrial activities and agriculture, often being the carrier for energy and being used as a cooling agent. Besides, access to the clean water sustains life of households. Thereby, it is important to deal with water quality aspects in relation to water treatment and sanitation facilities to limit our demand for water.



Energy efficiency is seen as one of the main sustainable pillars in order to reduce greenhouse gas emissions through innovative and cost-effective ways. Reducing energy use and energy waste through various technologies in green buildings, collaborative consumptions, cogeneration and the use of smart grids is stimulating the cleantech markets within this area.



Energy storage has the potential to unlock needed flexibility for the mass implementation of renewable energy. Further innovations are expected in this expanding cleantech market with developments in thermal storage, hydrogen storage and different forms of batteries playing an increasingly important role in our energy systems.



There has been a shift away from a manufacturing focus within transportation towards broader concepts of mobility and community innovation. Cleantech has rapidly accelerated innovation and developments in electrical vehicles, fuels, infrastructures, and the use of big data in transport management.



Many of the elements needed for a more sustainable society are readily available, however, there is a need to develop an intelligent layer to innovatively manage our assets such as energy, water, and storage technologies in an interactive, integrated, and seamless way. Therefore, smart cities are one of the most sought-after sectors of cleantech industry.



Population growth and a growing concern with how we produce our food supplies increasingly requires the need for innovations in agricultural processes. Innovations include developments in natural fertilizers and pesticides, sustainable forestry, animal farming, and aquaculture.



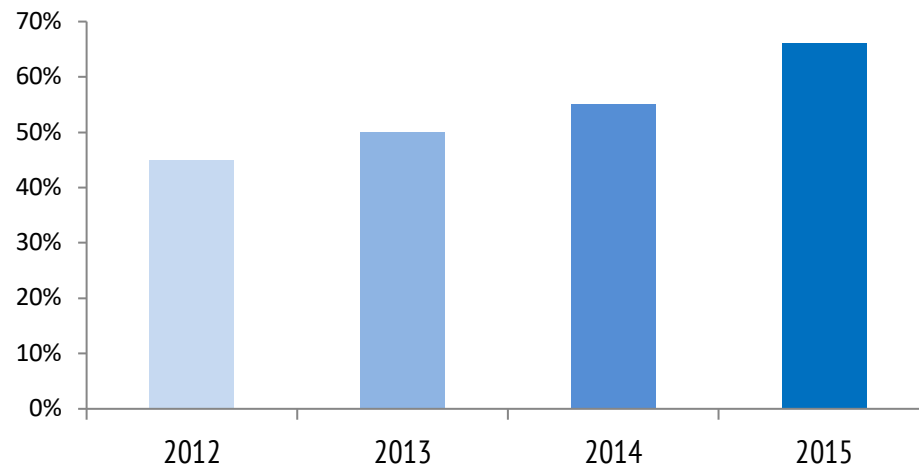
At the heart of sustainability is the production of energy by the cleanest means possible. Clean energy technologies are advancing rapidly with vast improvements in wind, solar, biofuels, and waste to energy solutions to help feed our appetite for energy



Industries continue to develop and produce products that our global systems require. An increasing political focus on reducing the impacts of industry on the environment has led to innovations in the design, materials and equipment.

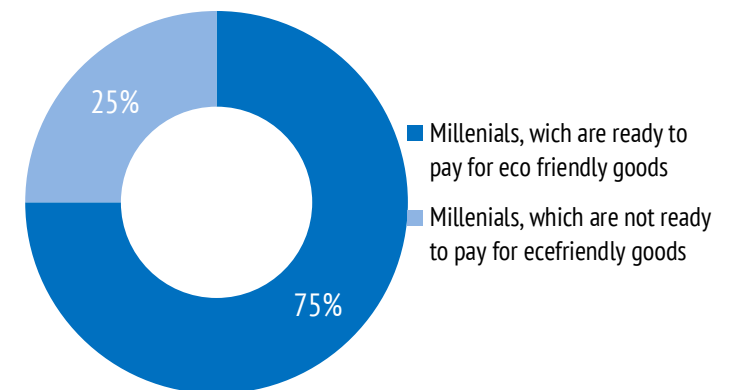
As concerns about cleantech clients, it is expected that cleantech products and solutions will be in even higher demand as consumers are adopting more sustainable behaviors. The phenomenon of sustainable consumption defined as costumer' aspiration to buy more sustainable goods and boycott those increasing environmental burden is gaining grounds all over the world. Not surprisingly, the most environment conscious are so called millennials who will inevitably be facing environmental challenge in the nearest future. This explains to the great extent why companies will switch to more efficient cleantech solutions to remain viable.

Number of consumers willing to pay more for sustainable products



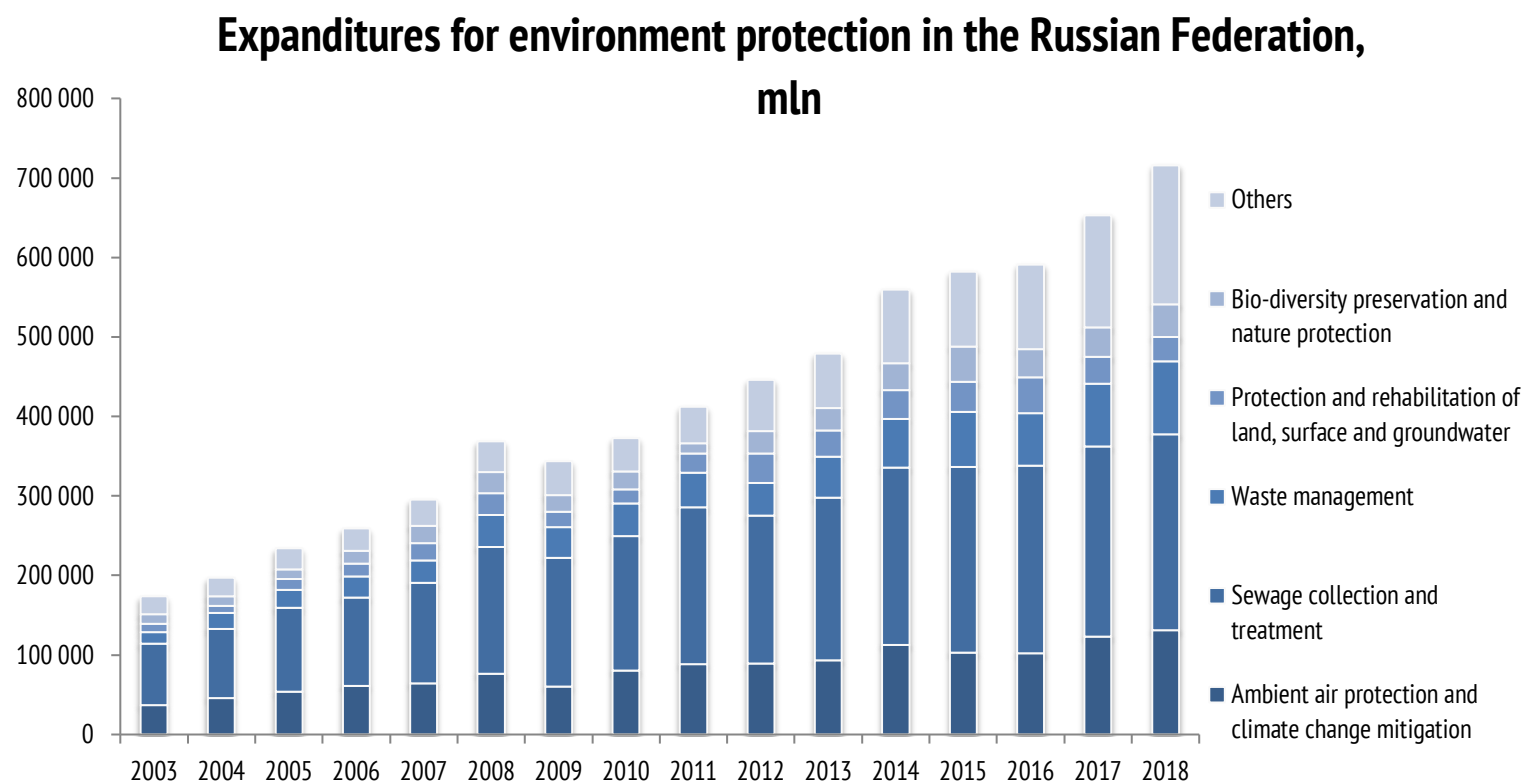
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Proportion of Millenials willing to buy sustainable goods, 2015



2.3. Cleantech Industry in Russia

Over the last years sustainable development has become increasingly important in Russia. While taking international responsibilities on fulfilling SDGs as well as abiding by Paris agreements on climate change, Russian government is concentrating on the development of green economy in the country both by fostering public discussions and re-forming environmental legislation. Civil society as well as is encouraging clean tech business solutions as we see a dramatic shift in the way Russian citizens treat the nature. A long-lasting perception, that an abundance of space and natural resources allow us not to worry about using up and wasting everything we have, was replaced by the culture of environment protection.



2.4. Cleantech Industry in St. Petersburg



70+ companies



3 clusters



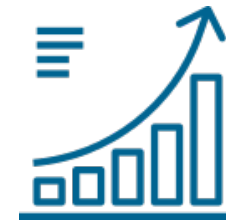
500+ employees



0.2% of GRP



4 universities

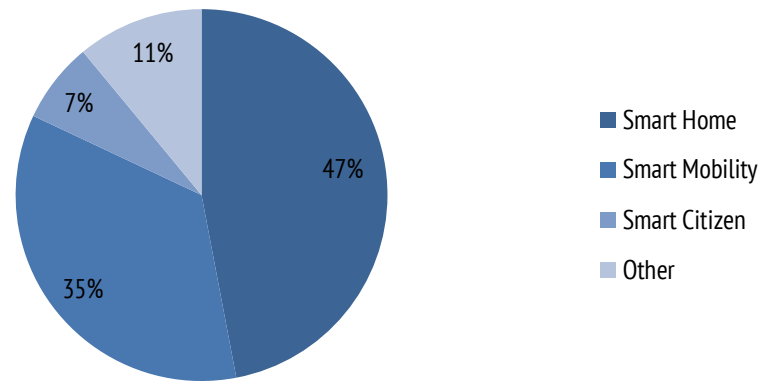


93.7 mln. euro in output

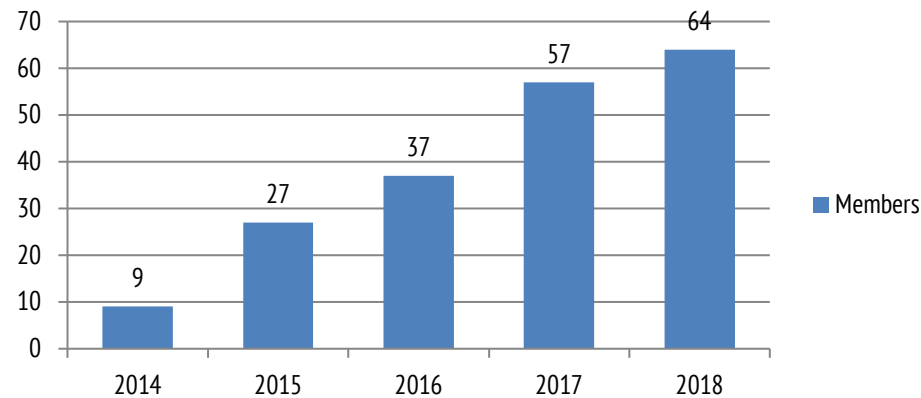
St. Petersburg is one of the key pioneers in cleantech sector since it offers unique market opportunities for cleantech companies due to following reasons. First and foremost, St. Petersburg is a big city with well-versed, wealthy, active, and mostly young population inclined to follow environmental trends and attempt to limit consumption and waste accumulated. Secondly, unlike Moscow, St. Petersburg’s market is not fully occupied and provides sample opportunities for emerging startups. According to our estimates, cleantech sector is now dominated by small and medium enterprises. Nevertheless, there is a growing interest in environmentally-friendly initiatives on the part from of local authorities and large businesses.

City’s authorities fully understand the urgent need to improve ecological situation and give impetus to development of clean tech companies. The St. Petersburg Environmental policy 2030 is a great illustration of it. This documents sets out clear objectives to be achieved till 2030 in terms of reducing environmental burden, increasing energy efficiency, developing sustainable transport system, rising citizens’ awareness, and improving waste management. Taking into account potential contribution of private sector, the policy defines measures designed to facilitate the emergence of “green market” through supporting sustainable companies, including cleantech firms and introducing incentives for investments in resource-efficient and environmental friendly technology. Apart from that, St. Petersburg government provides both financial and organizational stimuluses for businesses. Thanks to the close cooperation with some cleantech companies, the government has already implemented a number of remarkable projects, aimed for improving urban environment.

Cleantech companies by specialization



Members of the St. Petersburg Cluster for Urban Environment



2.5. Associations and cluster institutions



St. Petersburg Cleantech Cluster for Urban Environment

St. Petersburg Cleantech Cluster for Urban Environment fosters investment and innovation by supporting small and medium enterprises in St. Petersburg. The Cluster's work is based on the cooperation between businesses, universities and local authorities. The cluster was founded by the St. Petersburg Association of Homeowners in 2014.

The Cluster fulfills its mission to make St. Petersburg environmentally friendly and safe for living through deployment of clean technologies in all economy sectors of the city and supply chains of its activity. Furthermore, Cluster's attempts to raise social awareness of environmental problems to facilitate development of complex solutions. The cluster also strives to develop and submit proposals for the strategy of development and implementation of the economic policy of St. Petersburg on the basis of the concept of sustainable development and elaborate a unified technological platform for the Baltic Sea Region. Moreover, this organization aims for maximizing energy efficiency of urban environment. The cluster is a member of Global Cleantech Cluster Association (GCCA).

www.spbcleantechcluster.nethouse.ru



St. Petersburg Centre for Energy Saving

This organization is responsible for spreading information about energy efficiency and energy saving programs in mass media. As an affiliate body of the St. Petersburg Government, the center is also accountable for energy services' monitoring in St. Petersburg. The Centre promotes the idea of energy efficiency by trying to elucidate all perquisites of prudent energy use. The organization is also engaged in overseeing a number of energy efficiency programs, initiated by city authorities. The Centre for Energy Saving is often seen as a genuine driver of change in St. Petersburg thanks to its engagement in carrying out energy efficiency projects. . Moreover, the cluster publishes a rating of city neighborhoods on an annual basis, in which the successes and failures of municipal and regulatory bodies are highlighted. All in all, the Centre is one of the major contributors to the emergence of circular economy in St. Petersburg, as it ensures that the process of change goes smooth.

The Centre is an affiliate body of the Committee on Energy and Engineering (the St. Petersburg Government).

www.gbuce.ru



Cluster of Water Supply and Sanitation in St. Petersburg

Cluster of Water Supply and Sanitation in St. Petersburg is a project backed by the St. Petersburg Government. The main goal of the cluster is the acceleration of the development and further deployment of new technologies in the field of water supply and sanitation. The institution strives to assist Russian companies in developing cutting-edge and innovative solutions in the field of water supply and sanitation, thereby promoting import substitution.

The cluster is operating on the basis of cooperation between manufacturers, technological drivers and educational institutions. Despite the fact that manufacturers are responsible for bringing ambitious ideas of engineers to life, the most important parts of the cluster are those responsible for spurring resourcefulness and creating disrupting projects. These are, for example, institutions, formed by the cluster in order to facilitate the process of R&D. The consulting center is among these very institutions providing advisory services to businesses in St. Petersburg.

www.v-klaster.ru



The Russia Renewable Energy Development Association

The Russia Renewable Energy Development Association (RREDA) is a non-profit organization representing the RES sector participants in Russia and aimed to stimulate investments and promote use of the renewable energy generation in the Russian Federation. The main aim is to consolidate a wide range of stakeholders, including energy generation companies, RES generation project developers, equipment manufacturers (OEMs) and suppliers, scientific research centers, and financial institutions in order to promote efficient institutional development of certain infrastructure for the development of RES sector.

<https://rreda.ru/en>



The Russian Association of Wind Power Industry

The Russian Association of Wind Power Industry is an independent nonprofit entity established in 2004 and cultivating the wind energy market. The Association's goal is to provide positive hands-on assistance and support to market participants in their entrance to the market, mastering the production, developing of wind parks and receiving the orders for the wind turbines components, for design, construction and logistics services.

The RAWI has a high level of competence, lobbies the interests of its members and, thanks to an established wide circle of associates in relevant government agencies and state-owned corporations, contributes to the development of the wind business of its members. Internal communication and interaction and the competencies exchange in the Association also contribute to the development of the business of new members of the Association.

<https://rawi.ru/en/>



International Cleantech Network (ICN)

The International Cleantech Network (ICN) is an exclusive network of 13 clusters from the world's leading cleantech regions: Europe, North America and South Africa. ICN is based on a triple helix approach i.e. cooperation between companies, universities and research institutions and public authorities. Climate change, rapid urbanization, the depletion of natural resources and a recent global financial crisis have increased the global demand for sustainable solutions and green technologies.

Cleantech SMEs (i.e., energy and environment industries) are on the international forefront, using their innovation capabilities and cutting-edge technologies to meet this growing global demand. By supporting SME development, cluster organizations have successfully promoted SME internationalization, thus increasing exports and generating regional growth in their home regions.

<https://www.internationalcleantechnetwork.com/>



UN Global Compact

UN Global Compact (UN GC) is the world's largest corporate sustainability initiative, a call to companies to align strategies and operations with universal principles on human rights, labour, environment and anti-corruption, an attempt to mobilize a global movement of sustainable companies and stakeholders. UN Global Compact includes more than 13,000 participants from 160 countries and more than 80 national networks. Global Compact creation is a manifestation of a new sustainable development concept, which has become a response to the fact that human economic activity exceeded anthropogenic limits of the planet and biosphere; human economy is not in line with laws of nature, and priority to profit has led to economy unfair and inefficient from the long-term development point of view.

<https://www.unglobalcompact.org/>

2.6. Universities



Peter the Great St. Petersburg Polytechnic University

Peter the Great St. Petersburg Polytechnic University was founded in 1899 on the wave of economic growth and political successes of the Russian Empire. Polytechnic University has a very prominent place in the global academic community. The University cooperates with many academic institutions and industrial companies. Annually, the University hosts numerous high-level international symposiums and conferences, and publishes tens dozens of scientific magazines and scholarly books.

The University is also a member of the St. Petersburg Cleantech Cluster for Urban Environment. By supporting bold initiatives of its students and bolstering creativity in its premises, this institution makes a huge contribution to promotion of clean technologies and implementation of circular economy in St. Petersburg. Apart from that, SPbPU trains professional who will certainly benefit to clean tech industry in different ways both tech-savvy graduates, chemists, enterprise managers and environment specialists will be in demand in circular economy.

<https://english.spbstu.ru/>



ITMO University

Founded in 1900 as Mechanics, Optics and Watchmaking Department of the Prince Nicholas Vocational School, nowadays ITMO is one of the leading research universities in the Russian federation. ITMO ranks high in many international university rankings. A source of immense pride for the university is 71st place in THE Subject Ranking for Computer Science (1st in Russia). The University consists of 4 schools. These are IT and Programming, Computer Technology and Control, Photonics, Refrigeration and Food Biotechnologies, and Faculty of technological Management and Innovations.

As one of the most fast developing Russian university, ITMO is on the cusp of the largest economic trends and is already training high-level specialists for the cleantech industry. Notably, ITMO has launched master programs “Smart city”, “Clean tech entrepreneurship” and “Smart house”. Besides, the University is engaged in research activities in the field of ecology and urban science.

<https://en.itmo.ru/en/>



St Petersburg
University

St. Petersburg State University

For more than 290 years, St Petersburg State University has been committed to advancing science and training highly qualified professionals. The University dates back to 1724, when Peter the Great founded the first Academic University and the university preparatory school in Russia.

Varying from medical professionals to IT specialists and engineers, from social to earth sciences, the University is training world-class specialists in every field. Today St Petersburg University brings together traditions and innovations and sets the pace for the development of science, education, and culture in Russia and across the world. As an illustration, the University catches up with the latest developments in field of clean technologies. The concept of “Green Campus” was adopted by the university in 2015. In the initiative’s blueprint, the university pledged to create a comprehensive system of waste disposal on campus.

Moreover, clean technologies and their impact on future’s economy is in the spotlight of many scientific studies at the university. Research lab on Economic Performance and the Environment was founded at the university in 2015. It is currently spearheaded by Frederick van der Ploeg, professor of economics at Oxford University and research director at Oxford Center for the Analysis of Resource Rich Economics (OXCARE).

<http://english.spbu.ru/>



St. Petersburg State University of Economics

UNECON was founded on August 1st 2012 as the merger of University of Economics and Finance (FINEC) and University of Economics and Engineering (ENGECON). On December 29th 2012 University of Service and Economics (SUSE) joined the alliance.

The University plays an important role in leading St. Petersburg to its reputation as chief financial and management center of the Russian Federation by training talented economists, managers as well as emerging specialists as innovative management and industrial ecology and biotechnologies. Thus, it is safe to say that alumni of the UNECON will be in the forefront of the sustainable management at large enterprises while holding leadership positions at clean tech companies.

<http://en.unecon.ru/>

2.7. Events

2.7.1. National



International Innovative Forum of Public Transport Smart TRANSPORT

International Innovative Forum of Public Transport Smart TRANSPORT is the biggest event in the North-Western Russia for discussing the actual problems in the scope of the development of transport infrastructure.

The forum aims for gathering world-class professionals to discuss the latest developments in the realm of public transportation and hosts discussions on the wide range of issues: from electric vehicles to unmanned aviation. Moreover, both Russian and foreign companies exhibit their latest technological solutions on the sidelines of the event to attract potential buyers and distributors.

The crucial elements of the Forum, which promote the event among high-class professionals, are an elaborate business program, substantial discussions on urgent topics and one of the biggest expo-zones that promote the event

<https://smart-transport.expoforum.ru/en/>

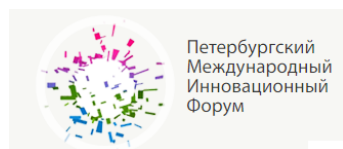


The St. Petersburg SME Partneriat

The St. Petersburg Partneriat is an annual milestone for the business community, and one of St. Petersburg's largest convention and exhibition events dedicated to improving economic cooperation and interregional partnerships. The Partneriat's main goals include boosting teamwork among enterprises, helping major industrial entities with subcontracting, leveraging the latest production technology as a means of manufacturing more competitive goods, and creating more comfortable environment for establishing direct business contacts and looking for new partners, clients, and investors.

One of the main topics for discussions on this annual event is a transformation of the St. Petersburg's industry into a modern, highly profitable one. Therefore, clean technologies and their application to industry are in the spotlight of the Forum's discussions. Moreover, the Forum provides young entrepreneurs and start-ups with almost unique opportunity to present their disruptive ideas to potential investors.

<http://partneriat-spb.ru/eng/>



Петербургский
Международный
Инновационный
Форум

St. Petersburg International Innovation Forum

The St. Petersburg International Innovation Forum is the largest congress and exhibition event of the North-Western Russia. Every year, more than 10,000 specialists gather at the Forum venue to discuss innovations and their impact on the economy of St. Petersburg and Russia. Organized by the Committee for Industrial Policy and Innovation of St. Petersburg, the forum builds the bridges between the representatives of local authorities on the one side; and SMEs on the other. The forum tells the visitors about cutting-edge technologies and their industrial application in a useful, informative and entertaining way. Speaking of real work, the forum invites leading experts in the field in order to arrange fruitful discussions about challenges and problems technological business could encounter on their long way to success.

<http://english.spbu.ru/>



ПМЭФ
ПЕТЕРБУРГСКИЙ
МЕЖДУНАРОДНЫЙ
ЭКОНОМИЧЕСКИЙ
ФОРУМ

The St. Petersburg International Economic Forum

The St. Petersburg International Economic Forum (SPIEF) is a unique event in the world of business and economics. SPIEF has been held since 1997, and since 2006, it has been held under the auspices of the President of the Russian Federation, who has also attended each event. Over the last 21 years, the Forum has become a leading global platform for members of the business community to meet and discuss the key economic issues facing Russia.

It is thought that orientation on clean tech solutions enables economic growth and improves investment attractiveness of the economy as a whole. Therefore, “green” technologies have been included in the Forum agenda in the recent years. At the Forum venue, experts from Russian regions as well as acknowledged foreign clean tech specialists bring up the most burning environmental issues and share insights on clean tech deployment opportunities.

<https://forumspb.com/en/>



Неделя
Устойчивого
Развития

Sustainable Development Week

Sustainable Development Week is an outstanding event that ensures a deep understanding of current Sustainable development agenda by its Education&Practice approach. The week has been held since 2016 in Moscow; 2019 landmarked the first Sustainable Development Week in St. Petersburg. At the event, international and Russian experts meet to discuss best cleantech practices from corporate, public and governmental sectors. In order to allow participants to choose their personal educational program according to their interests and knowledge, all events are

divided into 3 topical tracks such as “Education and certification”, “Supporting changes”, “Tools and techniques”.

<https://sdweek.ru/>

2.7.2. International events

Clean tech Forum Europe



This annual gathering of the European innovation community offers a wide-ranging, three-day program along with exclusive opportunities to network, learn, and get deals done. Since 2002, Cleantech Group has brought together clean technology's most influential leaders – corporate executives, startup and growth company CEOs, investors, government agencies, and other players – from across all areas of resource innovation, from the major industrial verticals, and from across the globe.

<https://www.cleantech.com/event/cleantech-forum-europe/>



International Conference on Clean and Green Energy

The primary goal of the conference is to promote research and developmental activities in Clean and Green Energy. Another goal is to promote scientific information interchange between researchers, developers, engineers, students, and practitioners working in Barcelona and abroad. The conference will be held every year to make it an ideal platform for people to share views and experiences in Clean and Green Energy and related areas.

<http://www.iccge.org/index.html>



World Sustainable Energy Days (WSED)

The clean energy transition is taking on a new dynamic in Europe and worldwide. "Energy efficiency first" and "global leadership in renewables" are at the centre of this transformation process. This requires strong policies, competitive businesses, technology innovation, investments and the involvement of the citizens. By addressing these topics and more, the annual World Sustainable Energy Days attract over 660 participants from over 50 countries each year.

The event attracts a wide range of business actors engaged in the energy transition: technology and equipment companies, energy companies, service providers, planners, developers, financing sector, the sustainable energy research community, representatives from public bodies, e.g. EU institutions, national, regional and local governments, energy agencies and over 660 experts each year from more than 60 countries.

<http://www.wsed.at/en/world-sustainable-energy-days.html>



World Circular Economy Forum

The World Circular Economy Forum brings together business leaders, policymakers and experts to present the world's best circular economy solutions.

The WCEF is a global initiative of the Finnish Innovation Fund Sitra, which takes place in different locations annually. Every year participants bring up new aspects of circular economy, touching upon key elements of circular economy, a vision of circular future and current circular economy transition.

<https://www.sitra.fi/en/projects/world-circular-economy-forum-2019/>



Circular Economy European Summit

Circular Economy European Summit brings together global industry experts and professionals from different backgrounds, for keynotes, panel sessions and stakeholder dialogues delivering much needed constructive discussion and provocative debate. The event seeks to boost dialogue between citizens, government and the private sector, choosing the key and most innovative experts of the sector. CEE also aims to catalyze the transition towards the creation of urban circular systems that regenerate the economy, ecology and people's wealth.

www.circulareconomysummit.com/en/home

3 Export directory

3.1.1. Actey



Actey Energy Saving Company develops and manufactures energy saving devices for housing and communal services (housing and communal services), homeowners associations (HOA), individual apartments, cottages and household farms in Russia. The company's products are renowned for ease of installation and ease of operation, reliability and low price.

Products and services

The company offers:

- modern LED lights;
- luminaires with built-in opto-acoustic or infrared presence sensors;
- embedded energy-saving sensors.

Cooperation opportunities

The company is ready to cooperate with retailers and individual entrepreneurs, who are ready to be distributors.



Company:

Actey

Products and services:

Energy Saving Devices

Contact details:

6 Aptekarsky Prospect, 197022,

St. Petersburg, Russia

T.: +7 (812) 309-89-46

sales@actey.com

www.bioec.ru/

3.1.2. APV-Technologies



The company "APV-Technologies" is engaged in the installation, design and maintenance of home automation systems. The company is also widely known for "Mirror TV", which could be easily embedded in any piece of furniture.

Products and service

The company installs the following:

- "smart home" systems;
- audio systems;
- CCTVs;
- security systems;
- etc.

Cooperation opportunities

The company is open for cooperation with firms and private individuals.



Company:

APV-Technologies

Products and services:

Smart home systems

Contact details:

83 (build. 3) Savushkina Str., 197374,
St. Petersburg, Russia
T.: +7 (812) 409-91-65

info@apv.com.ru

<http://www.apv.com.ru/>

3.1.3. AVT&Co



The company AVT & Co is engaged in production and installation of electric charging stations for electric vehicles, the sale of electric vehicles. It has vast experience in the development of various electric charging stations, used for personal needs as well as for corporate ones. All products are certified in accordance with relevant regulations of the Customs Union.

Products and services

The company:

- manufactures charging stations for electric vehicles;
- sells electric vehicles.

Cooperation opportunities

With the view to expand its market share, the company is looking for regional distributors.



Company:

AVT&CO

Products and services:

Charging stations for e-cars

Contact details:

3 Begovaya Str., 197374,

St. Petersburg, Russia

T.: +7 (911) 142-11-24

roadenergo@mail.ru

www.avt-company.ru

3.1.4. A+S Transproekt



A+S Transproekt is a company that strives to develop smart mobility systems in Russian cities. Exclusive software allows customers to manage car traffic and deftly utilize every mile of road network. Moreover, this software empowers city authorities to approach the issue of city planning from a completely different angle.

Products and services

The company designs:

- smart mobility programs;
- computer software for optimization of road networks;
- computer software for drafting timetables at schools and universities .

Cooperation opportunities

The company is ready to cooperate with city authorities and government contractors, responsible for city traffic management.

Company:

A+S Transproekt

Products and services:

Smart city traffic management

Contact details:

5A Saperny Lane, 191014,
St. Petersburg, Russia
T.: +7 (812) 702-13-35

spb@apluss.ru

www.ptv-vision.ru/

3.1.5. Bed&Bike



Bed&Bike is a bike rental near Dvortsovaya square in St. Petersburg. Being a hostel and a bike rental at once, Bed&Bike provides a unique example of a company, which is fully devoted to the concept of sharing economy. As they like to say in B&B, “Take care of your legs. Rent a bike”.

Products and services

The company provides for rent:

- city bicycles;
- retro bicycles;
- mountain bikes.

Cooperation opportunities

If one is a bike enthusiast, he will surely find someone from his pack in B&B.



Company:

Bed&Bike

Products and services:

Bike rental

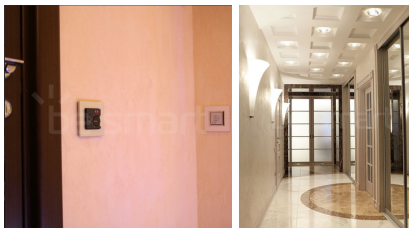
Contact details:

43 Gorokhovaya Str., 190031,
St. Petersburg, Russia
T.: +7 (812) 981-01-55

info@rentbike.org

www.rentbike.org/

3.1.6. Be Smart



The company has professionally been installing smart home systems since 2006. No matter how easy it may seem to one, a purchase and following installation of smart home systems is a process to be meted out in stages. The company, offering a variety of services from pre-purchase consultations to smart home systems' installation, would be a reliable partner during this very process.

Products and services:

The company offers the following:

- “turhkey” solutions for smart living (HDL-Bus Pro technology) ;
- design and installation of smart home systems, tailored for one's needs and wishes;
- related equipment

Cooperation opportunities

The company is open for cooperation with manufacturers of smart home systems.



Company:

Be Smart

Products and services:

Smart home systems

Contact details:

12 Kammenoostrovsky prospekt, 197101,
St. Petersburg, Russia
T.: +7 812 777-45-47

info@besmart.su

www.besmart.su/

3.1.7. Bioekologia



The group of companies "Bioekologia" was founded in 1997 and today is one of the largest enterprises in Russia which specializes in the production and supply of autonomous sanitary systems.

Products and services:

The company offers:

- Mobile toilet cabins;
- Toilet modules-pavilions;
- Septic tanks (autonomous sewage systems);
- Portable toilets;
- Sanitary fluids;
- Safe household chemicals.

Cooperation opportunities

The company is ready to cooperate with retailers and individual entrepreneurs, who are ready to be distributors.

Company:

Bioekologia

Products and services:

Sanitary systems

Contact details:

66 Polyustrovsky Prospect, 195197,

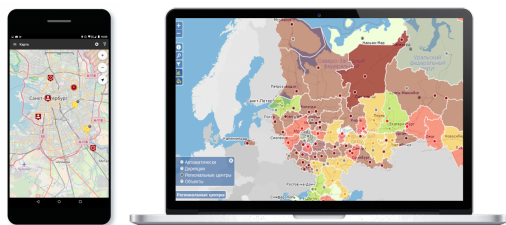
St. Petersburg, Russia

T.: 8 (800) 333-89-40

info@bioec.ru

www.bioec.ru/

3.1.8. CSBI



CSBI has been working in the field of automation of the financial industry since 1993, being a leader in the banking technology market in St. Petersburg. The company provides a full range of solutions in the field of financial automation.

Products and services:

The company offers:

- implementation and maintenance of back-up, middle and front-office systems based on their own developments and partner solutions;
- management of complex infrastructure projects;
- software delivery and maintenance;
- information security services.

Cooperation opportunities

The company is eager to cooperate with companies, operating in financial sector.



Company:

CSBI

Products and services:

Automation

Contact details:

30A Pulkovskoye Highway (bld. 4),
196158, St. Petersburg, Russia
T.: +7 (812) 414-95-95

info@csbi.ru

www.csbi.ru/

3.1.9. Dom Electro



Dom Electro is engaged in the installation, design and maintenance of home automation systems. The company offers comprehensive and turnkey solutions, which will make one's everyday life easier. Smart home systems, installed by Dom Electro, would be one's first step on the way towards smart living.

Products and services

The company renders the following services:

- designing of smart home solutions;
- full “turnkey” automation of one's house;
- warranty and post-warranty service.

Cooperation opportunities

The company is open for cooperation with firms and private individuals.



Company:

Dom Electro

Products and services:

Smart home systems

Contact details:

15 (build. 2) Strelbishenskaya Str.,
192102,

St. Petersburg, Russia

T.: +7 (812) 600-46-81

pr@dom-electro.ru

<http://www.dom-electro.ru/>

3.1.10. DomVent



Since 2010, Domvent has been manufacturing and installing in-room ventilation systems. High quality products at a reasonable price – this policy affords company to bulge out among competitors on the market. DomVent also offers inlet ventilation valves for installation in residential premises, offices, trade pavilions, etc.

Products and services

The company:

- manufactures in-room ventilations systems;
- manufactures inlet ventilation valves ;
- render installation services .

Cooperation opportunities

The company is ready to cooperate with potential regional distributors.

Company:

DomVent

Products and services:

Ventilation systems

Contact details:

69 Revolutsii Highway (bld. 102), 195279,
St. Petersburg, Russia

T.: +7 (812) 936-08-59

vozduhvdome@mail.ru

www.domvent.com

3.1.11. Domus Sapiens



DOMUS SAPIENS is engaged in the installation, design and maintenance of home automation systems. The company deals with both individual home systems and automation systems in commercial real estate. Moreover, we have a vast experience in variegated activities: from installation of electrical equipment to fine-tuning of home theater.

Products and services

The company installs the following:

- “smart home” systems;
- electric equipment;
- CCTVs;
- security systems;
- VR appliances;
- etc.

Cooperation opportunities

The company is open for cooperation with firms and private individuals.



Company:

Domus Sapiens

Products and services:

“Smart home” systems

Contact details:

3E Krasnogvardeyskaya PL, 195112,
St. Petersburg, Russia
T.: +7 (812) 248-88-03

info@domussapiens.ru
<http://domussapiens.ru/>

3.1.12. Dostaevsky



By operating a web-site and a smartphone application, company is responsible both for cooking and delivering food. Named after a famous Russian writer, the company aims for delivering burgers, tacos, pizzas and... literally, almost anything one can imagine eating.

Products and services

The company delivers the following:

- burgers;
- sandwiches;
- tacos;
- cakes;
- pizza;
- etc.

Cooperation opportunities

The company is interested in expanding its market share: thus, it may strive to find regional partners.



Company:

Dostoevsky

Products and services:

Food delivery

Contact details:

St. Petersburg, Russia

T.: +7 (812) 777-80-08

ork@dostoevsky.ru

www.dostoevsky.ru

3.1.13. EasySmartBox



The company designs and manufactures so-called “EasySmartBox” systems. This system provides everything that one implies by smart home: lightning control, a variety of scenarios (one click and your house transforms from a halcyon sanctuary to a tumultuous party house), climate control, etc. Operating for more than 15 years on the market, the company has accumulated vast experience in creating outstanding engineering solutions in the field of home automation.

Products and services

The company provides the following products and services:

- “Easy SmartBox” systems;
- “easy home” systems ;
- various equipment for engineering solutions.

Cooperation opportunities

The company is open for cooperation.



Company:

EasySmartBox

Products and services:

Smart Home

Contact details:

7 Zhdanovskay Emb., 197110.,
St. Petersburg, Russia
T.: 8 (800) 333-64-08

magazin@dom-holding.ru
www.easysmartbox.com

3.1.14. Ecotrans



The company was founded in 2003. Since then, it has been successfully operating on the market of waste management services. Ecotrans has accumulated a great experience and potential in the field of collecting, processing and transporting wood waste in St. Petersburg and the Leningrad Region.

Products and service

The company renders the following services:

- collection of wood waste;
- transportation of wood waste;
- processing of wood waste;
- recycling of wood waste.

Cooperation opportunities

The company is open for cooperation with firms and private individuals.



Company:

Ecotrans

Products and services:

Recycling

Contact details:

7 Promyshlennaya Str., 198095,
St. Petersburg, Russia
T.: +7 (812) 786-29-46

office@spb-ecotrans.ru

www.spb-ecotrans.ru

3.1.15. Ekoproekt



Ekoproekt has been providing waste collection and waste disposal services in St. Petersburg since 1997. Collection, transportation and disposal of waste are carried out in full compliance with the requirements of the Russian legislation in the field of environmental protection, industrial sanitation, labor protection, fire protection, and electrical safe.

Products and services

The company provides the following services:

- removal and disposal of liquid waste
- removal and disposal of mercury-containing wastes
- removal and disposal of waste batteries
- processing of rubber products

Cooperation opportunities

The company is ready to cooperate with companies and private individuals.



Company:

Ekoproekt

Products and services:

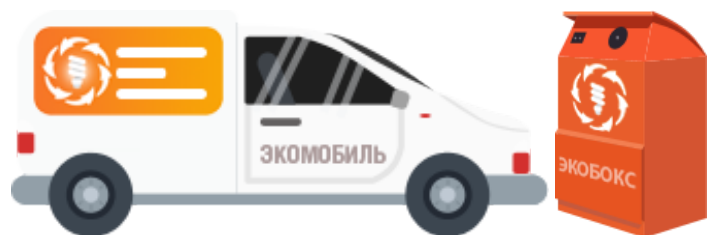
Waste collection and disposal services

Contact details:

4 Kantemirovskaya Str., 197342.,
St. Petersburg, Russia
T.: +7 (812) 718-27-61

info@eco-proekt.spb.ru
www.eco-proekt.spb.ru/

3.1.16. Eko-Servis SPB



The company specializes in the collection and transportation of waste in St. Petersburg. One of the most prominent projects initiated by Ekoservis is the development of EcoMobiles (a mobile collection point for used batteries and energy-saving lightbulbs).

Products and services

The company is ready to receive for subsequent disposal the following items:

- batteries;
- energy-saving lightbulbs;
- office equipment;
- rechargeable batteries.

Cooperation opportunities

The company is open for cooperation with firms and private individuals.



Company:

Eko-Servis SPB

Products and services:

Disposal services

Contact details:

29 Marshala Govorova Str., 198095,
St. Petersburg, Russia
T.: 8 (812)-779-10-24

es.spb@list.ru

<http://экоспб.рф/>

3.1.17. Electric Vehicles Aid



The main activity of this company is manufacturing of charging stations for electronic vehicles. Aspiring to improve charging stations' usability, the company is involved in researching the Russian consumers as a specific group of individuals. Moreover, the company is proud of its R&D department, strenuously working to develop company's products.

Products and services

The company:

- manufactures charging stations for electric vehicles;
- conducts EV market research;
- develops its own R&D activities.

Cooperation opportunities

The company is ready to cooperate with individual entrepreneurs and private companies, devoted to the idea of electric vehicles and ready to foster the development of infrastructure for their comfortable use.

Company:

Electric Vehicles Aid

Products and services:

Charging stations for e-cars

Contact details:

20 Dybenko Str., building 1C, 193168,
St. Petersburg, Russia
T.: +7 (812) 603-78-79

info@e-va.pro

www.e-va.pro

3.1.18. El Space



In 2006, El Space was one of the first in Russia to develop a new, promising area - home automation systems. Being a pioneer in this cutting-edge industry, the company has filled the concept of “smart home” with meaning for dozens of homeowners, city apartments and country residences of St. Petersburg.

Products and service

The company offers the following:

- smart home systems;
- home cinema systems;
- security systems.

Cooperation opportunities

The company is open for cooperation with manufacturers of smart home systems.



Company:

El Space

Products and services:

Smart home systems

Contact details:

11A Magnitogorskaya Str., 195027,
St. Petersburg, Russia
T.: +7 (812) 449-54-55

elspace@elspace.spb.ru

<http://elspace.spb.ru/>

3.1.19. Enerz



Ener Zet is an engineering company that develops innovative solutions in the field of energy and electric transport using its own lithium-ion batteries. The company has many years of experience in the implementation of energy storage systems (SNE) at energy and transport facilities. SNEs developed by this company have been used by global vehicle manufacturers: Volvo, Hyundai, Heavy Industries, Allison Transmission, Solaris.

Products and services

The company manufactures:

- Wide range of lithium-ion-polymer prismatic cells of small and large formats;
- Flexible packaging of battery modules (cell assemblies);
- Large selection of battery packs (module assemblies) for use in energy storage systems and electric vehicles;
- BMS management and control systems for own products;
- Batteries for mobile devices;
- Batteries for BAR scanners, laptops, MP players, etc.

Cooperation opportunities

The company aspires to improve reliability and energy efficiency in transport, therefore is ready for cooperation with other companies in the industry.



Company:

Enerz

Products and services:

Electric transport

Contact details:

10-1 Barochnaya Str., 197022,
St. Petersburg, Russia
T.: +7 (812) 332-11-30

info@enerz.ru

www.enerz.ru/

3.1.20. EV-Time



The company manufactures e-charging stations for individual use as well as for corporate parking lots and public places. Our charging stations are universal and suitable for charging any electric vehicles. All stations are certified, have the necessary documentation, have been tested and comply with the norms and standards of the Russian Federation and the European Union in the field of electrical safety.

Products and services

There are 5 types of services for charging stations, rendered by this company:

- installation of charging stations;
- commissioning works;
- training;
- connection to the control system;
- billing;
- charging card programming;
- warranty service.

Cooperation opportunities

Being a pioneer in this industry, the company is swiftly evolving. It also plans to expand its activities, thus is ready for cooperation with potential distributors.



Company:

EV-Time

Products and services:

Charging stations for e-cars

Contact details:

202 Moskovsky Prospect (bld. 5, office
140-141), 196135,
St. Petersburg, Russia
T.: +7 (812) 640-40-60

info@e-audit.su

www.ev-time.ru

3.1.21. FastEda.ru



FastEda.Ru is an online-service that delivers food from restaurants of St. Petersburg. Operating an easy-to-navigate website, the company is one's best option for an impromptu feast at home.

Products and services

The company delivers the following:

- burgers;
- sandwiches;
- tacos;
- cakes;
- pizza.

Cooperation opportunities

If you are an owner of a restaurant, you will be more than welcome to join the list of FastEda partners.



Company:

FastEda.Ru

Products and services:

Food delivery

Contact details:

3 Mira Str., 197101,

St. Petersburg, Russia

T.: +7 (812) 309-16-03

fasteda@gmail.com

www.fasteda.ru/

3.1.22. Helios House



Helios House provides the Russian market with innovative, energy-saving equipment that does not adversely affect the environment and human health. Solar batteries, wind generators, solar collectors, charge controllers, batteries, inverters and energy-saving LED lamps offered to clients by Helios House are manufactured according to international quality standards and have the appropriate certificates (RoSH and CE).

Products and service

The company offers the following products :

- monocrystalline silicon photovoltaic solar cells
- lead acid and gel batteries
- ready solar kits
- solar charge controllers.

Cooperation opportunities

The company is open for cooperation.



Company:

Helios House

Products and services:

Power supply equipment

Contact details:

37 Marshala Govorova Str., 198095.,
St. Petersburg, Russia
T.: +7 (812) 903-28-88

info@helios-house.ru

www.helios-house.ru

3.1.23. Igoods



Igoods.Ru is an online-store providing its clients with opportunity to buy food from major retailers online. There is no need to spend myriad hours in traffic jams in order to get to your favorite department store. All one needs do is open igoods.ru, add some goods from one's favorite supermarket in the cart and place an order! In a few hours, the order will be delivered to one's home address.

Products and services

The company offers the following services:

- online food store;
- delivery of one's order;
- order's packaging.

Cooperation opportunities

The company is ready to expand its pool of partners, striving to forge deals with retailers and grocery stores.



Company:

Igoods.ru

Products and services:

Food delivery

Contact details:

St. Petersburg, Russia

T.: +7 (812) 985 55 06

www.igoods.ru

3.1.24. iHaus



Since 2007, iHaus has been one of the leading providers of smart home solutions that allow one to control almost any device in one's home or office. Every day, the company's professionals work with owners of residential and commercial real estate, showing the benefits of a smart home, i.e. convenience, comfort and safety.

Products and service

The company offers the following:

- “turnkey” solutions for smart living ;
- design and installation of smart home systems, tailored for one's needs and wishes.

Cooperation opportunities

The company is open for cooperation with manufacturers of smart home systems.



Company:

iHaus

Products and services:

Smart home systems

Contact details:

3E Krasnogvardeyskaya Ploshad.,
197022,

St. Petersburg, Russia

T.: +7 (812) 677-11-75

info@ihaus.ru

www.ihaus.ru

3.1.25. Innokor



Innokor is a reliable online store selling LED lamps and lamps at low prices. Innokor is also ready to render a plenitude of services, including installation of electrical equipment, etc.

Products and services

The company sells LED lamps for:

- lighting of housing and communal services;
- the industry;
- office rooms;
- streets.

Cooperation opportunities

The company is ready to cooperate with city authorities and companies that are interested in promoting clean technologies.



Company:

Innokor

Products and services:

Lamps

Contact details:

35A Marshal Govorov Str., 198095,
St. Petersburg, Russia
T.: +7 (812) 309-96-35

innokor@mail.ru

www.innokor.ru

3.1.26. Innovative Transport Technologies



The Innovative Transport Technologies company is a major participant and developer of innovative products for energy efficiency and resource saving in transport, industrial and domestic applications. The company operates on the Russian as well as foreign markets.

Products and services

The company is a formal distributor and promoter of the following products:

- fuel consumption control systems (TECHNOTON);
- nano-protective coatings against moisture and corrosion (NANOPROTECH);
- protective nanocoatings for almost all types of surfaces (NIIPA Nanosintez);
- protective nanocoatings for vehicles and everyday life (Nananox technology).

Cooperation opportunities

The company is open for cooperation with firms and private individuals.



Company:

Innovative Transport Technologies

Products and services:

Innovative products for energy efficiency

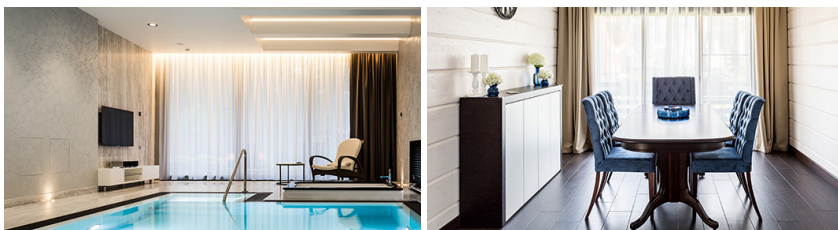
Contact details:

8/5 Voskova Str., 191028,
St. Petersburg, Russia
T.: +7 (812) 715-03-33

info@intranstech.com

www.intranstech.com

3.1.27. Intelliger



The company is a professional integrator of Smart Home systems. It is engaged in concept development, design, installation and maintenance of home automation systems. Intelliger does its best to ensure that every client feels comfortable and safe, while living in “smart environment”.

Products and services

The company provides the following products and services:

- security systems;
- lightning control;
- climate control;
- multimedia systems;
- etc.

Cooperation opportunities

The company is open for cooperation.



Company:

Intelliger

Products and services:

Smart Home

Contact details:

32 Bolshaya Raznochinnaya Str., 197110,
St. Petersburg, Russia
T.: +7 (812) 456-58-70

info@intelliger.ru

www.intelliger.ru

3.1.28. Jupiter



LLC Jupiter is a parent company of “Yablochkov” that is one of the leading manufacturers of charging stations for electric vehicles. This young St. Petersburg-based company has been designing and manufacturing the charging stations since 2017. Launched as a student project, the company managed to gain prominence on the relevant market, while their marketing and service and network encompasses all member states of the Eurasian Economic Union. In a striking contrast with their competitors, Yablochkov has its own production of almost all constituent parts for the charging stations. That fact enables the company to be flexible in terms of tailoring its products for the needs of every individual client.

Products and services

- The company provides the following products and services:
- charging stations for electric vehicles;
- software for charging stations' networks;
- warranty and maintenance services.

Cooperation opportunities

The company is open for cooperation.



Company:

Jupiter

Products and services:

Charging stations for electric vehicles

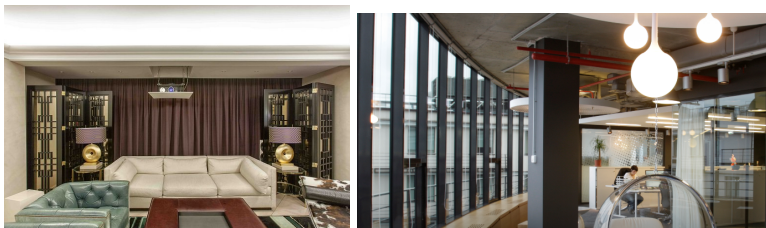
Contact details:

74 J Obvodnogo kanala emb., 196084.,
St. Petersburg, Russia
T.: +7 (812) 407-39-74

info@ya-tech.ru

<https://www.yablochkovtech.com>

3.1.29. LIIS



The company develops smart solutions for home automation and maximization of space utility in offices. LIIS has a spectacular portfolio of projects, which has been designed and brought to life by company's professionals. The company is a participant of Skolkovo community and a winner of Crestron Integration Awards 2015.

Products and services

The company offers the following:

- “turnkey” solutions for smart living ;
- design and installation of smart home systems, tailored for one's needs and wishes;
- smart solutions for offices.

Cooperation opportunities

The company is open for cooperation with manufacturers of smart home systems.



Company:

LIIS

Products and services:

Smart home systems

Contact details:

20A Aptekarskaya Emb., 197022,
St. Petersburg, Russia
T.: +7 (812) 313-24-53

info@liis.su

www.liis.su

3.1.30. MediaTech



MediaTech is a company engaged in design and installation of engineering and entertainment systems for homes. In its projects, Media Tech Company uses equipment exclusively from the world's best manufacturers and carries out operations on proven solutions and advanced technologies. The high professional level and experience allows the company to create and implement unique engineering and entertainment solutions.

Products and services

The company offers the following:

- smart home systems;
- home cinema systems;
- security systems;
- air conditioning systems;
- etc.

Cooperation opportunities

The company is open for cooperation with manufacturers of smart home systems and architects.



Company:

MediaTech

Products and services:

Smart home systems

Contact details:

13 Uralskaya Str., 199155,
St. Petersburg, Russia
T.: +7 (812) 454-53-70

advert@mediatech-ltd.ru
www.mediatech-ltd.ru

3.1.31. Megador



Megador specializes in the production of energy-saving equipment for heating industrial, commercial and residential premises. The company guarantees the quality of products, safety and weather resistance. All heaters are duly certified. The company values its unique production facilities, maintaining their operation with utmost diligence.

Products and services

The company designs and manufactures a range of energy saving heaters, which are:

- compact;
- efficient;
- reliable;
- environmentally friendly.

Cooperation opportunities

The company is ready to cooperate with retailers and individual entrepreneurs, who are ready to be distributors.

Company:

Megador

Products and services:

Energy Saving Heaters

Contact details:

28A 25 Oktyabrya Prospekt., 188300,
Gatchina, Russia
T.: +7 (800) 775-82-77

<http://www.megador.ru/>

3.1.32. Merkuriy



The company provides services in the field of collection, transportation, processing and disposal of chemical sources of current, including batteries and rechargeable batteries of all types. Furthermore, the company offers full environmental services to users of natural resources: from the provision of waste management services to the full support of environmental documentation

Products and services

The company is ready to receive subsequent disposal the following types of (rechargeable) batteries:

- MnZn;
- NiMH;
- Li-ion;
- AgZn;
- NiCd;
- etc.

Cooperation opportunities

The company is open for cooperation with firms and private individuals.



Company:

Merkuriy

Products and services:

Disposal services

Contact details:

18 5th Rybatskiy proezd, 192177,

St. Petersburg, Russia

T.: 8 (812) 777-80-08

ecomercury@mail.ru

www.mercury-spb.ru

3.1.33. MF Tarif



JSC MF Tarif is a leading company in the field of development and production of equipment and software for automated payment systems on public transport in the Russian Federation. MF Tarif also produces equipment for telecommunication agencies, including internet booths and full-scale solutions for universal communication services. The company also develops applications for contactless and dual cards, payment applications, and produces contactless smart cards.

Products and services

The company designs and manufactures:

- equipment and software for automated payment systems on public transport;
- equipment for telecommunication agencies;
- full-scale solutions for universal communication services.

Cooperation opportunities

The company aims at launching a partnership with transport authorities, transport operators, AFC operators and everybody interested in order to provide the best solution for AFC systems.



Company:

MF Tarif

Products and services:

Bike rental

Contact details:

37 Sabirovskaya Str., 197183,
St Petersburg, Russia
T.: +7 (812) 441-29-01

secretar@mail.mftarif.ru

www.mftarif.ru

3.1.34. Motor Life



The main activity of the company is the development, production and implementation of high-performance metal-cladding components and grease based on advanced technologies in the field of anti-friction surface wear. The products of the company are developed by world-class specialists in the field of tribology, and they allow to reduce fuel and energy costs and increase the period between repairs and improving environmental performance.

Products and services

The company helps:

- optimize the operation of mechanisms and units;
- reduce service costs to minimum;
- ensure full compliance with strict environmental standards;
- reduce fuel costs.

Cooperation opportunities

The company is ready for cooperation.



Company:

Motor Life

Products and services:

High-performance metal-cladding components and lubricants

Contact details:

7A Roentgen Str., 197101,
St. Petersburg, Russia
T.: + 7 (812) 645-54-50

info@ml-tech.ru

www.valena-sv.com

3.1.35. Motus



Since 2009, MOTUS LLC has been successfully working in the transport equipment market, and during this time has established itself exclusively as a reliable company with a highly qualified team.. It offers exclusively relevant and effective technical solutions increasing efficiency of transport vehicles and minimizing excessive cost.

Products and services

The company installs:

- video fixation systems on moving objects;
- LED bulletin boards;
- integrated systems for monitoring fuel consumption, allowing to obtain information about the mileage traveled and the amount of fuel and lubricants consumed directly from the accounting programs (1C).

Cooperation opportunities

The company is ready to cooperate with city authorities and government contractors responsible for city traffic management.



Company:

Motus

Products and services:

Transport equipment

Contact details:

13 Stakhanovtsev Str., 195196,

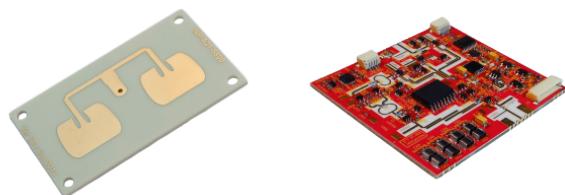
St. Petersburg, Russia

T.: +7 (812) 313-16-11

baranov@motusltd.ru

www.motusltd.ru/

3.1.36. Nanopulse



The NanoPulse company is a high-tech innovative company developing radio wave presence sensors, respiration sensors and motion sensors for both general and special applications. The specialists of our company design analog and digital radio engineering devices, including those based on ultra-wideband (UWB) technology, develop methods and signal processing algorithms.

Products and services

The company offers its clients the following products and services:

- design and production of wave presence sensors, respiration sensors and motion sensors;
- custom-made solutions' service;
- consulting services.

Cooperation opportunities

The company is open for cooperation with firms and private individuals.



Company:

Nanopulse

Products and services:

Radio wave presence sensors

Contact details:

3A Medikov Prospekt, 197022,
St. Petersburg, Russia
T.: +7 (999) 525-28-00

info@nano-pulse.com
www.nano-pulse.com/

3.1.37. Neogard



"Neogard" was established in 2004 by a group of scientists and researchers of St. Petersburg State University and the state Polar Academy of St. Petersburg. The main activity of the firm is development and production of hydrophobizers – protective water-repellent coverings of new generation. Despite being a novice on the market, the company has already been acknowledged by both construction firms and state authorities.

Products and services

The company manufactures:

- hydrophobizers for individual use;
- industrial hydrophobizers.

Cooperation opportunities

The company is ready to cooperate with retailers and individual entrepreneurs, who are ready to be distributors.



Company:

Neogard

Products and services:

Hydrophobizers

Contact details:

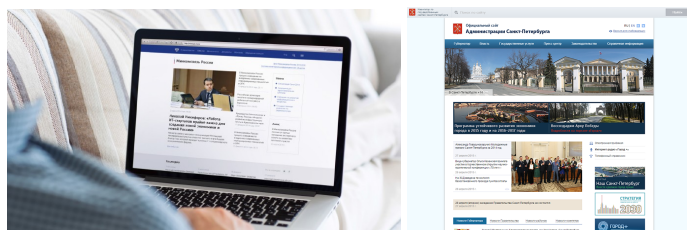
2 Kondratievsky Prospect (build. 4),
198096, St. Petersburg, Russia

T.: +7 (812) 648-58-75

neogard-dostavka@yandex.ru

www.neogard-store.ru/

3.1.38. Netrika



Netrika is a versatile company, specializing in the creation of digital platforms and IT solutions for governmental bodies. It is also a center of IT expertise for project management in the public sector. Netrika is one of the leading companies on the Russian IT market, developing and implementing innovative solutions for the digital economy.

Products and service

The company develops IT-solutions in the following sectors:

- construction;
- healthcare;
- tourism;
- education;
- etc.

Cooperation opportunities

The company is ready to collaborate with both federal and local institutions, interested in improving their management processes.

Netrika.

Company:

Netrika

Products and services:

IT-solutions

Contact details:

3K Furazhny Alley., 191015.,
St. Petersburg, Russia
T.: +7 (812) 336-09-99

info@netrika.ru

www.netrika.ru/

3.1.39. Oktam



"OKTAM" specializes in the removal and disposal of various types of waste. The company has been operating on the market since 1997. Hence, its specialists have mastered solving various tasks. The company carries out: the export and disinfection of fluorescent lamps, the export of waste oils and tires, batteries with electrolyte. Among our customers are more than 300 organizations and enterprises of St. Petersburg and the Leningrad region.

Products and services

The company provides the following services:

- disinfection of fluorescent lamps;
- removal and disposal of waste oils ;
- removal and disposal of worn tires and batteries with electrolyte;

Cooperation opportunities

The company is open for cooperation.



Company:

Oktam

Products and services:

Waste collection and disposal services

Contact details:

6 Primorskiy Prospekt, 197183,
St. Petersburg, Russia
T.: +7 (812) 320-77-38

oktam@mail.ru

www.oktam-spb.ru/

3.1.40. Real Solar



Real Solar develops and installs solar panels, backup power supply systems and power generators for backup power supply. The company has already installed more than 500 solar panels in St. Petersburg and the Leningrad region. Having acquired a vast experience, Real Solar knows what you need most and is ready to offer its products at a reasonable price.

Products and services

The company carries out the following activities:

- development and implementation of autonomous power supply projects in various compounds by using solar panels and other alternative energy sources
- implementation of solutions for the backup power supply in private homes by using inverters, batteries, benzo-diesel-gas generators.
- sale, installation and service of heat pumps

Cooperation opportunities

The company is open for cooperation with firms and private individuals.



Company:

Real Solar

Products and services:

Solar panels

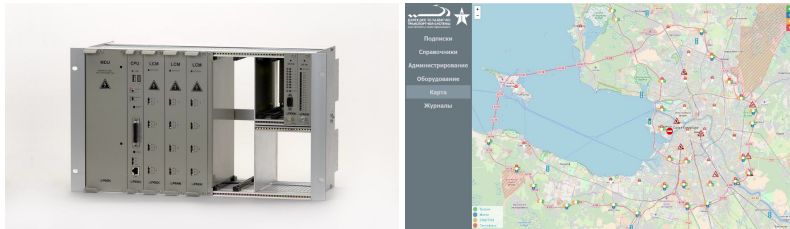
Contact details:

104 Oktyabrskaya Nab., 193079,
St. Petersburg, Russia
T.: +7 (800) 550-73-17

sale@realsolar.ru

www.realsolar.ru

3.1.41. Roadyna



Roadyna designs, manufactures and installs intelligent transport monitoring systems. With projects in various Russian regions, Roadyna is one of leading companies in this emerging industry.

Products and services

The company manufactures:

- intelligent transportation systems in the city;
- cross-platform monitoring systems of traffic lights;
- adaptive control systems at a separate intersection;
- integrated traffic management systems on the highway;
- interchange management systems.

Cooperation opportunities

The company is ready to cooperate with city authorities and government contractors, responsible for city traffic management.



Company:
Roadyna

Products and services:

Intelligent transport monitoring systems

Contact details:

47/11 Furштатская Str., 191123,
St. Petersburg, Russia
T.: +7 812 610-10-90

info@roadyna.ru

www.roadyna.ru

3.1.42. Schutz Bikes



Initially launched as a bike rental, Schutz Bikes turned into first city bikes producer in 2008. The company endeavors to upgrade its product line-up as often as possible and keeps experimenting with bikes' composition and design. For example, being a pioneer of this industry in Russia, Schutz Bikes embarked on manufacturing folding bicycles.

Products and services

The company:

- manufactures city bikes as well as the first Russian-made folding bicycles;
- renders warranty service for customers;
- operates its own stores in St. Petersburg and Moscow.

Cooperation opportunities

Schutz Bikes is swiftly developing, forward-looking and ambitious company, seeking to expand their share of the market. Hence, this company is always ready to cooperate with potential distributors.



Company:

Schutz Bikes

Products and services:

City & folding bicycles

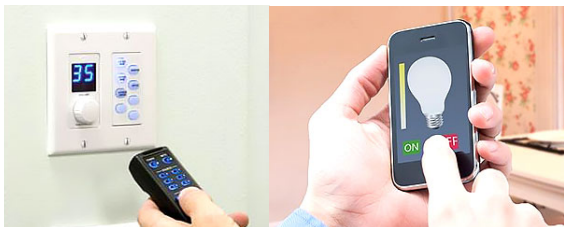
Contact details:

20 Goncharnaya Str., 197374,
St. Petersburg, Russia
T.: +7 (812) 748-14-07

info@shulzbikes.ru

www.shulzbikes.ru

3.1.43. Smart Home



The company "Smart Home" is one of the most successful companies in St. Petersburg in the field of building automation. It is also the government contractor. During the 10-year history, the designers and engineers of the company have gained tremendous experience in solving complex problems in the field of security systems and automation to ensure comfort.

Products and services

The company installs the following:

- "smart home" systems;
- electric equipment;
- CCTVs;
- security systems;
- etc.

Cooperation opportunities

The company is open for cooperation with firms and private individuals.



Company:

Smart Home

Products and services:

Smart home systems

Contact details:

5/15 Talalikhina Pereulok, 197198,
St. Petersburg, Russia
T.: +7 (812) 642-05-98

info@dom-automation.ru

www.dom-automation.ru/

3.1.44. Smart Home



Smart Home” has been carrying out work on home automation in St. Petersburg for a long time. It is ready to offer its professional services. The company carries out the installation of intelligent control systems "Smart Home" enabling you to fully automate all the processes at home and provide the highest level of comfort and safety.

Products and services

The company offers the following:

- “turnkey” solutions for smart living ;
- design and installation of smart home systems, tailored for one’s needs and wishes.

Cooperation opportunities

The company is open for cooperation with manufacturers of smart home systems.

УМНЫЙ ДОМ

Company:

Smart Home

Products and services:

Smart home systems

Contact details:

41 Elizarova Prospekt, 190000,
St. Petersburg, Russia
T.: +7 (812) 386-11-33

info@gdw.su

www.gdw.su/

3.1.45. Smart Parking Plate



Smart Parking Plate is a revolutionary company, which is set to change the way we park our cars by installing “Smart Parking” plates on parking lots. The Smart Parking sign is a communication tool between strangers, which allows one to intelligently distribute existing parking spaces by informing others about the time and date of your departure.

Products and services

The company manufactures smart parking plates in different sizes.

Cooperation opportunities

The company is ready to cooperate with owners of parking lots.



Company:

Smart Parking Plate

Products and services:

Solutions for smart parking

Contact details:

23A Professora Popova Str., 197376,
St. Petersburg, Russia

T.: +7 (800) 550-38-17

SmartParkingPlate@gmail.com

www.smartparkingplate.com/

3.1.46. Smart Space



The company develops solutions for the automation of apartments, private houses, restaurants, offices and other commercial facilities in St. Petersburg. Smart Space sells equipment from manufacturers, which helps their clients spend less, while buying the best. The company's specialists will install a turnkey system of any complexity. All works are warranted.

Products and services

Smart home is a complex, multi-faceted system, each element of which should be precisely adjusted to the needs and wishes of clients. Only in this case, almost infinite potential of smart home system could be fully used. Therefore, the company installs and integrates the following:

- security systems;
- lightning control;
- climate control;
- multimedia systems;
- etc.

Cooperation opportunities

The company is open for cooperation.



Company:

Smart Space

Products and services:

Smart Home

Contact details:

12 Levashovsky Prosp., 197110,
St. Petersburg, Russia
T.: +7(812) 407-19-97

info@smartspace.one

www.smartspace.one

3.1.47. Solar Electro



The company sells autonomous power supply equipment. However, Solar Electro is more than just an online-shop. It is the company that helps design, install and maintain autonomous power supply systems. Given the company's longtime expertise in the aforementioned field, Solar Electro is ready to fulfill any order: no matter how complicated it is.

Products and services

The company offers the following products:

- inverters
- surge protectors
- solar power
- solar panels
- batteries
- charge controllers
- voltage converters
- etc.

Cooperation opportunities

The company is open for cooperation.



Company:

Solar Electro

Products and services:

Power supply equipment

Contact details:

12 Mebelnaya Str., 197374.,
St. Petersburg, Russia
T.: +7 (812) 389-58-51

contact@solarelectro.ru

www.solarelectro.ru/

3.1.48. Solar Fox



Solar Fox designs and manufactures solar panels, tailored specially for Russian weather conditions. Buying Solar Fox means forgetting about huge bills for electricity and safeguarding a comfortable microclimate inside one's house.

Products and services

The company manufactures solar panels that:

- efficiently dries rooms;
- rises the temperature in rooms;
- targets fustiness and unpleasant odours.

Cooperation opportunities

The company is open for cooperation with firms and private individuals.



Company:

Solar Fox

Products and services:

Solar panels

Contact details:

134 (build. 231) Obvodnogo Kanala Naberezhnaya., 190000,
St. Petersburg, Russia
T.: +7 (800) 500-41-04

info@solarfox-energy.com
www.solarfox-energy.com

3.1.49. SteadyCar



STEADYCAR

The company is a car rental, rendering its services in St. Petersburg. A wide range of new cars are available for rent, which makes it much easier to travel around St. Petersburg for tourists. All cars have insurance; therefore one could drive without anxiety.

Products and services

The company:

- rents cars for drivers with at least 3 years of experience;
- promotes sustainable renting by providing special bonuses for its clients.

Cooperation opportunities

SteadyCar is an experienced player on the St. Petersburg car rental market. If one is interested in developing joint projects in St. Petersburg and beyond, he could contact company's representatives.

Company:

SteadyCar

Products and services:

Car rental

Contact details:

47 Borovaya Str., 191024,
St. Petersburg, Russia
T.: +7 (921) 994-48-52

info@steadycar.ru

www.steadycar.ru

3.1.50. Svetotronika



SVETOTRONIKA (trademark SVT) produces LED lighting in St. Petersburg from 2011. It specializes in the production of street and flood-lights. Svetotronika actively develops the production of architectural lighting. The company provides a wide range of products, with the total number of items surpassing 500.

Products and services

The company designs and manufactures the following:

- street lights;
- flood lights;
- lights for production facilities;
- lights for offices;
- emergency lights.

Cooperation opportunities

The company aims at expanding its market share. Therefore, it is open for cooperation with potential distributors.



Company:

Svetotronika

Products and services:

LED lighting

Contact details:

7 Obukhovskoy Oborony Prospekt,
192019, St. Petersburg, Russia

T.: +7 (812) 309-16-03

info@gcsvt.ru

www.gcsvt.ru/

3.1.51. Tekhnoproekt



The company provides waste collection and removal services. Operating on the market for a long period of time, the company has earned an impeccable reputation. Large construction companies and governmental bodies are among Tekhnoproekt's clients. That fact is another demonstration of a professional record.

Products and services

The company provides the following services:

- disinfection of fluorescent lamps;
- removal and disposal of waste oils ;
- removal and disposal of worn tires and batteries with electrolyte;

Cooperation opportunities

The company is open for cooperation.



Company:

Tekhnoproekt

Products and services:

Waste collection and disposal services

Contact details:

21 Gzhatskaya Str., 195220.,
St. Petersburg, Russia
T.: +7 (812) 294-84-74

tp@1util.ru

<http://1util.ru/>

3.1.52. Teplokontrol



The company Teplotek is engaged in thermal protection of buildings, their proper design and following inspections. Heat-efficiency of one's building is a key to minimizing costs and maximizing utility.

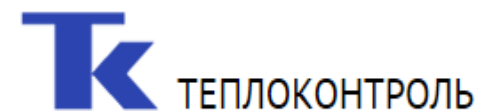
Products and services

The company offers its clients the following products services:

- topographical survey;
- geodetic engineering;
- elevations;
- geodesic control: geometry of buildings;
- executive geodetic survey of buildings and engineering networks;
- laser scanning of facades;
- etc.

Cooperation opportunities

The company is open for cooperation with firms and private individuals.



Company:

Teplokontrol

Products and services:

Thermal protection of buildings

Contact details:

17 Uralskaya Str., 199155,
St. Petersburg, Russia
T.: 8 (812) 622-15-66

info@tepkon.ru

www.stpv.spb.ru/

3.1.53. Termotronik



TERMOTRONIK is a fast developing Russian company in the field of production of metrological equipment for accounting and saving energy resources. The company offers clients high-quality equipment and exquisite services for its maintenance.

Products and services

The company designs and manufactures :

- heat meters;
- electromagnetic flow meters;
- heat converters;
- pressure transducers.

Cooperation opportunities

The company is ready to cooperate with retailers and individual entrepreneurs, who are ready to be distributors.



Company:

Termotronik

Products and services:

Metrological equipment

Contact details:

2 Voroshilova Str., 193318,
St. Petersburg, Russia
T.: +7 (812) 326-10-50

zakaz@termotronic.ru

www.termotronic.ru/

3.1.54. The First Smart Company



The First Smart Company installs “smart home” systems in St. Petersburg and the Leningrad Region. The company provides individual solutions for absolute comfort. No “standard” complete sets – company’s experts will tailor the system, heeding client’s specific needs and wishes.

Products and services

The company offers the following services:

- installation of turnkey smart home systems for residential and commercial facilities in St. Petersburg and the Leningrad Region;
- design and installation of control systems for individual communications and equipment;
- professional maintenance of systems.

Cooperation opportunities

The company is open for cooperation with firms and private individuals.



Company:

The First Smart Company

Products and services:

“Smart home” systems

Contact details:

13 Petrozavodskaya Str., 197110,
St. Petersburg, Russia
T.: +7 (921) 950-46-28

info@umnyi-dom.spb.ru
www.intel-home.net

3.1.55. Tyreman Group



TYREMAN Group is the first and only company in Russia working exclusively in the field of tire savings. The company has already completed more than 250 projects, with more than 20 000 tires being under protection of PressurePro System (designed and manufactured by Tyreman Group).

Products and services

The company develops innovative solutions for tire saving, with Pressure Pro being the most well-known among them.

Cooperation opportunities

The company is focused on long-term partnerships. Tyreman Group is ready to assemble technical tools for specific tasks in order to achieve the most effective results.



Company:

Tyreman Group

Products and services:

Solutions for tire saving

Contact details:

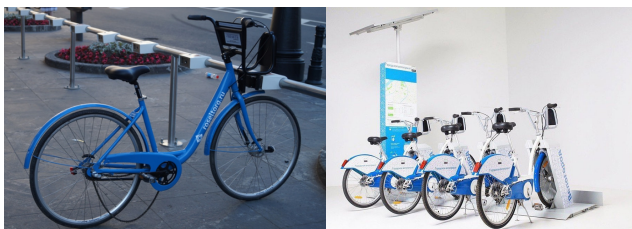
12A Sevastyanova Str., 196655, Kolpino,
St. Petersburg, Russia

T.: +7 (812) 240-29-46

info@tyreman.group

www.tyreman.ru/

3.1.56. Velogorod



Velogorod is a city bike rental where you can take a bike and go to any station. Velogorod operates from spring to autumn, with around 50 rent stations being available for bike aficionados. To use the bike rental one needs to register, purchase a subscription and make an advance payment. While the subscription is valid, one can make an unlimited number of trips.

Products and services

The company:

- operates as an official bike rental in St. Petersburg;
- installs bike rental stations in St. Petersburg;
- renders its services via smartphone app.

Cooperation opportunities

Velogorod, being a lone official bike rental in St. Petersburg, could be of great use for bike producers and bike enthusiasts



Company:

Velogorod

Products and services:

Bike rental

Contact details:

1 Mirgorodskaya Str., 191167,
St. Petersburg, Russia
T.: +7 (812) 648-21-00

info@velogorod.org

www.spb.velogorod.org

3.1.57. Urbanica



The Urbanica Institute of Territorial Planning was founded in 2009 by a team of young professionals - urbanists, city engineers and specialists in the field of urban economics. The company is engaged in the development of cities as globally competitive places to live and do business. Urbanica shapes the future of the industry not by mindlessly emulating foreign practices, but by creating new solutions that fit Russian cities.

Products and services

The company elaborates:

- concepts of development for agglomerations, cities and districts;
- master plans for cities and settlements;
- land use and construction rules;
- draft plans and town planning concepts;
- financial and economic studies.

Cooperation opportunities

The company is open to cooperate with other urban development agencies and architectural bureaus.



Company:

Urbanica

Products and services:

Urban development agency

Contact details:

108 Fontanka river Emb., 190013,
St. Petersburg, Russia
T.: +7 (812) 418-25-80

info@urbanica.spb.ru

www.urbanica.spb.ru

3.1.58. Velograd



Velograd provides bikes, rollers and scooters for rent to city inhabitants as well as tourists. With its host station located at the heart of St. Petersburg, the company promotes zero-emission tourism. It has also opened a bike repair service as well as a bike store.

Products and services

The company provides for rent, sells and repairs:

- bicycles;
- rollers;
- scooters.

Cooperation opportunities

If one is a bike enthusiast, he will surely find someone from his pack in Velograd.

Company:

Velograd

Products and services:

Bike rental

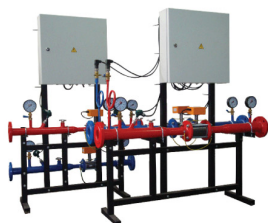
Contact details:

5 Spassky lane, 190031,
St. Petersburg, Russia
T.: +7 (812) 909-36-72

info@velograd.com

www.velograd.com

3.1.59. VESKK



VESKK is a swiftly developing company which specializes in improving energy efficiency at various facilities: public sector institutions, housing and public utilities facilities, industrial enterprises, etc. The company carries out a full package of services from the development of technical and economic solutions to financing, supply and maintenance of new equipment at the customer's facility.

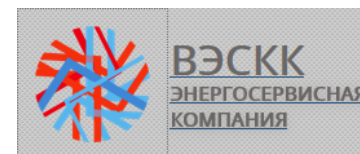
Products and services

The company render the following services:

- development of "turnkey" solutions, aimed at improving overall energy efficiency
- consulting services
- warranty services

Cooperation opportunities

The company is ready to collaborate with everyone who is interested in energy efficiency and sustainable technologies.



Company:

VESKK

Products and services:

Energy efficiency

Contact details:

68A Sinopskaya Emb., 191124.,
St. Petersburg, Russia
T.: +7 (812) 336-09-99

mail@veskk.ru

www.veskk.ru/

3.1.60. Volts Battery



VOLTS is a Russian company that breaks stereotypes about energy generation. As they put it, VOLTS products could be deemed as the newest smart alternative to diesel generators. Energy Storage System, developed by VOLTS, is an efficient and convenient way to arrange an electrical backup for your house and forget about sudden blackouts. The company has already entered international markets, with its products being exported to the EU countries.

Products and services

The company offers Energy Storage Systems, that are:

- safe;
- compact;
- reliable;
- eco-friendly;
- convenient;
- economical.

Cooperation opportunities

The company is open for cooperation with regional distributors.



Company:

VOLTS Battery

Products and services:

Energy Storage Systems

Contact details:

37B Serpukhovskaya Str., 190013,

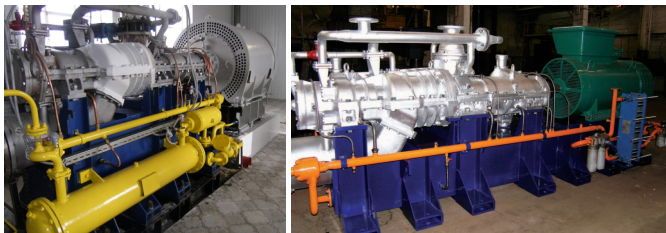
St. Petersburg, Russia

T.: +358 (40) 815-40-29

office@voltsbattery.com

www.voltsbattery.com

3.1.61. Wintoo



The company specializes in the installation and production of a back pressure turbine for boiler houses. Masterly manufactured by Wintoo, the turbine is capable of generating electricity from heat without excessive losses.

Products and services

The main specialization of the company is manufacturing of steam helical rotor machines. It is intended for the drive of an electric generator and the subsequent use of low pressure steam for thermal needs of a boiler room. The machine uses a rotary mechanism (screw pair) as the main working element, the drive shaft of which is connected to a generator or other driven device (pump, smoke exhauster, etc.).

Cooperation opportunities

The company is ready to cooperate with potential regional distributors.

wintoo

Company:

Wintoo

Products and services:

Steam helical rotor machines

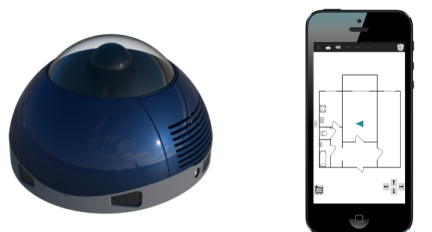
Contact details:

3 Mira Str., 197101,
St. Petersburg, Russia
T.: +7 (812) 309-16-03

info@wintoo.ru

www.wintoo.ru

3.1.62. xTurion



The company designs and manufactures a unique mobile robotic platform for advanced monitoring of home called xTurion. It has multiple sensors tracking all essential information to keep you, your family and your home safe. Moreover, this device gives you a complete view of your apartment or house with a single intelligent mobile device.

Products and services

The company offers an overarching platform, called xTurion. This device encompasses the following functions:

- flame & smoke alarm;
- video surveillance;
- thefts protection;
- water leakages detection.

Cooperation opportunities

The company is open for cooperation with firms and private individuals.



Company:

xTurion

Products and services:

Home monitoring systems

Contact details:

9 Lomonosova Str., 196135,
St. Petersburg, Russia
T.:

info@x-turion.com

www.x-turion.com



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