



Mid-Atlantic - Eurasia Business Council

Celebrating 30 Years

MAEBC

- Our 30-Year History
- Our Core Activities
- Technology, Entrepreneurial, Educational, and Regional Cooperation
- Our Priority Industries



Celebrating 30 years of Eurasian – American business, technology, innovation and entrepreneurship



Contents

- Our Mission
- Who We Are
- What We Do – Key Activities
 - Eurasian-American Innovation Technology Week (RANIT)
 - Days of Eurasian-American Innovation Entrepreneurship Cooperation (RAVC)
- Areas of Cooperation
 - Technology
 - Entrepreneurial
 - Educational
 - Regional
 - Multi-Country
- Our Key Industries
 - Life Sciences
 - Alternative Energy
 - Information Technology
 - Traditional Industries



Our Mission

- MAEBC's mission is to enhance the position of U.S. Mid-Atlantic-based companies in Eurasia while attracting Eurasian businesses to the Mid-Atlantic region.
- MAEBC works to foster business relations between Eurasia and the U.S. Mid-Atlantic region and to cultivate contacts and cooperation among political, economic, cultural and educational interests.



Who We Are

- The Mid-Atlantic – Eurasia Business Council is a major non-profit organization in the Mid-Atlantic Region that provides information and services related to Eurasia.
- MAEBC started in Pennsylvania, and expanded to include Delaware, New Jersey, and Maryland, as well as New York City and Washington, DC. Our core activity remains in the Mid-Atlantic states, we support some events in other parts of the U.S. as well.
- **MAEBC** is headquartered in Philadelphia, Pennsylvania.



What We Do

- MAEBC provides U.S. companies with the necessary tools and connections to succeed in this rapidly expanding market, and helps Eurasian companies to gain access to and establish a presence in the American market.
- We have been actively involved in developing cooperation with Eurasian regions.
- We have developed partnerships with more than thirty American and twenty Eurasian leading regional Chambers of Commerce and Trade Associations.
- MAEBC has organized and co-organized up to 25 Eurasian-American trade events, seminars, and delegations annually from Eurasia across the U.S., and around 10 trade events in Eurasian countries. Despite many complications and developments over the years, we continue to build connections and foster cooperation between people in Eurasia and the United States.
- MAEBC's biggest recurring events are the annual Eurasian-American Innovation Technology Week (**RANIT**), and the Days of Eurasian-American Innovation Entrepreneurship Cooperation (**RAVC**).
- Since 2007, the MAEBC has organized Eurasian-American entrepreneurship programs in both the U.S. and Eurasia as part of **Global Entrepreneurship Week**, including the only annual Eurasia-related entrepreneurial event in the U.S.



Seminars

- The Mid-Atlantic – Eurasia Business Council has presented various *seminars*, beginning with the first in April 1995 at Penn State’s Great Valley campus.
- After a major economic crisis in 1998, the **MAEBC** created “The Changing Face of CIS/Eurasia,” a seminar series that has been held in response to major crises and new developments in the Eurasian business environment ever since. The seminar series brings speakers from the U.S. and Eurasia to help the Mid-Atlantic business community learn how to dynamically adjust to new developments and conditions for conducting business in CIS countries/Eurasia.
- The **MAEBC** and the U.S. Department of State jointly organized a fourteen-seminar series from 2001 to 2003, entitled “Eurasian Science and Technology Opportunities for U.S. Businesses.” Since 2003, the **MAEBC** has organized these seminars both as standalone events and as part of other leading **MAEBC** events.
- Several seminars have also been organized by the **MAEBC** on the topic of “Business Opportunities in Eurasia.”



Delegations

From Eurasia



- **MAEBC** has been instrumental in bringing a number of high-profile delegations from Eurasia to the U.S., and vice versa.
- Eurasian delegations attend key **MAEBC** events such as Eurasian-American Innovation Technology Week (RANIT) and the Days of Eurasian-American Innovation Entrepreneurship Cooperation (RAVC), as well as various leading industry events including CeBIT America and the C3 Expo, the Mid-Atlantic Venture Conference, the BIO International Conventions, AdvaMed, and many others.



Delegations From the U.S.

- Every year, the MAEBC brings delegations to Eurasia, where they take part in around 10 events annually.
- In 2008, the MAEBC co-organized a Pennsylvania State Trade Mission to Russia. This led the state of Pennsylvania to become the first U.S. state to open a Trade Representative's office in Russia.
- The MAEBC also brings leading innovation industry experts from the Mid-Atlantic region to Eurasia, including the President of Innovation America, the President of the New Jersey BIO Association and the President of the Virginia BIO Association.



Cooperation with Eurasian Nations

- It has always been part of the Mid-Atlantic – Eurasia Business Council’s mission to expand its work in various CIS/Eurasian countries.
- From organizing the Ambassadors Business Forum on “The Newly Independent States for the New Millenium” in 1999, to the Moldova 2002 executive visit, to a roundtable with the head of Belarus Hi-Tech Park in 2014, the MAEBC has supported cooperation with the nations of CIS/Eurasia, and delegations from various CIS/Eurasian countries regularly attend key MAEBC events.





Technology Cooperation - Overview

- From the beginning, technology cooperation has been an area of continually growing interest for the Mid-Atlantic – Eurasia Business Council. Since the creation of the annual Eurasian-American Innovation Technology Week (RANIT) in 2003, technology has become the most important sector for the MAEBC.
- The MAEBC has organized and supported numerous technology- focused events in the U.S. and Eurasia, including RANIT, TechTrends, the International Forum on High Technology of the 21st Century, and many others.

RANIT

Eurasian-American Innovation Technology Week

- **RANIT** is designed to bring together the American and Eurasian technology communities, including established corporations as well as scientists, entrepreneurs and venture capitalists.
- **RANIT** is supported by leading regional businesses and governmental organizations, including the administrations of the City of Philadelphia, the Commonwealth of Pennsylvania, the States of New Jersey, Delaware and Maryland, as well as Mid-Atlantic regional organizations focusing on international business and technology development.
- **RANIT** has been established and organized by MAEBC since 2003. It is now held either once or twice a year and includes a welcoming or closing ceremony in the Mayor's Reception Room at Philadelphia City Hall, the Eurasian-American Life Sciences Innovation Conference, the Eurasian-American Innovation Technology, University Research & Commercialization Roundtables , and a great number of regional technology events.



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RANIT

Eurasian-American Innovation Technology Week



Eurasian delegations representing the best Eurasian technology companies take part in the various regional technology events of the RANIT:

- Meetings with state officials
- Coaching sessions with members of venture capital funds
- Visits to the International Incubator at the Science Center
- Roundtable discussions with members of biotechnology associations in the Mid-Atlantic region



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System Analysis



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RANIT

Eurasian-American Innovation Technology Week



- **The 5th RANIT** included events held in celebration of the 300-year anniversary of the birth of Benjamin Franklin and his connection to CIS/Eurasia.
- **At the 17th RANIT**, MAEBC organized a roundtable discussion on innovative development with the management of Comcast, one of the largest telecommunication companies in America.
- **The 18th RANIT** featured a presentation from Optiflame, the first CIS-country company to establish a presence at the University City Science Center, the biggest and oldest urban technology park in the United States, which celebrated its 50th anniversary that year.

RANIT and RANIT-BIO



- In the past, the Spring edition of the semi-annual Eurasian-American Innovation Technology Week has focused primarily, though not exclusively, on biotechnology and life sciences.
- Major events of RANIT and RANIT-BIO included:
 - **A welcoming ceremony** in the Mayor's Reception Room at Philadelphia City Hall
 - The annual **Eurasian-American Life Sciences Innovation Conference**
 - **Seminars** with members of biotechnology associations in the Mid-Atlantic region and venture capital funds specializing in biotechnology
 - **A visit** to the International Incubator at the Science Center.
 - Eurasian participation in the **BIO International Convention** in Philadelphia.
- MAEBC organized Eurasian panels, Eurasian mini-pavilions, and the participation of the Eurasian delegation in various events, in the context of both RANIT and RANIT-BIO.

Eurasian-American Life Sciences Innovation Conference



- The Eurasian-American Life Sciences Innovation Conference is held as part of the Mid-Atlantic – Eurasia Business Council's Eurasian-American Innovation Technology Week (RANIT), and was formerly held as part of RANIT-BIO. The conference is co-organized by MAEBC and the Pharmaceutical Research and Manufacturers of America (PhARMA).
- This full-day conference explores the opportunities to build mutually-supportive partnerships between the U.S. and Eurasia in the sphere of innovative pharmaceutical and life science development.





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RAVC

Days of Eurasian-American Innovation Entrepreneurship Cooperation

- RAVC is an annual series of events focusing primarily on entrepreneurship, investment and innovative technologies.
- Core events at RAVC include the annual Eurasian – American Technology Entrepreneurship Conference, organized by the MAEBC, a roundtable at the University City Science Center, and the Mid-Atlantic Venture Conference (PACT Capital Conference), a venture capital event which the MAEBC has supported for many years.





Entrepreneurial Cooperation - Overview

- Entrepreneurship has always been at the heart of the Mid-Atlantic – Eurasia Business Council's approach to building cooperation between the U.S. and Eurasia.
- At the center of the MAEBC's mission to foster entrepreneurship is the annual Days of Eurasian-American Innovation Entrepreneurship Cooperation (RAVC).
- The key event of RAVC is the Eurasian-American Technology Entrepreneurship Conference.
- RAVC also includes a roundtable at the University City Science Center, the biggest and oldest urban technology park in the U.S.
- The winners of the annual innovation competition organized by the MAEBC and CIS/Eurasian countries entrepreneurial associations present their work at RAVC.



RAVC and PACT

- As an important part of the Days of Eurasian-American Innovation Entrepreneurship Cooperation (RAVC), MAEBC organizes Eurasian participation in PACT Capital Conference (originally Mid-Atlantic Venture Conference), one of the oldest venture capital events in the United States.
- PACT provides participants with a unique opportunity to access private investors and the largest regional venture funds. Participants at PACT share their knowledge of the seed and venture capital industry, and discuss the best strategies and tools for creating strategic investment programs and institutions.
- PACT showcases the best young and developing companies in the fields of technology, life sciences, and alternative energy, and provides these companies with incomparable exposure to top venture capitalists and private equity investors.





Cooperation with Mid-Atlantic Chambers of Commerce

- Since 1994, the MAEBC has emphasized the development of ties with local Chambers of Commerce in Pennsylvania, such as the Allentown Chamber of Commerce (currently Lehigh Valley Chamber of Commerce), Main Line Chamber of Commerce, North Penn Chamber of Commerce, and others.
- The MAEBC has also formed ties with regional, state and federal chambers, from the Greater Philadelphia Chamber of Commerce, Pennsylvania State Chamber of Commerce, and Delaware State Chamber of Commerce, to the U.S. Chamber of Commerce.



Cooperation with International Chambers of Commerce

- The Mid-Atlantic – Eurasia Business Council for many years has collaborated with other international Philadelphia-region chambers, including the British American Business Council, Chilean & American Chamber of Commerce, French American Chamber of Commerce, German American Chamber of Commerce, Irish American Business Chamber & Network, Italy America Chamber of Commerce, Japan America Society, Norwegian-American Chamber of Commerce, Philadelphia-Israel Chamber of Commerce, and Swedish-American Chamber of Commerce.
- The MAEBC has partnered with international chambers in New York for many years in support of the annual World Trade Week New York City.
- This collaboration also extends to chambers based in Eurasia. In recent years, the MAEBC, jointly with the Israel Business Council, has hosted a panel on Eurasia-Israel-American Innovation Technology as part of RANIT and RAVC.



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World Trade Week New York



23

WORLD TRADE WEEK

NEW YORK CITY | MAY 1-31

- For nearly 20 years, the Mid-Atlantic - Eurasia Business Council has been a partner for World Trade Week New York City.
- This important week brings together specialists in international trade from across the country to facilitate and promote trade in the U.S economy. It also represents the annual culmination of the MAEBC's cooperation with international chambers and other organizations in the New York City area.
- World Trade Week New York includes educational seminars and global business networking events that seek to ensure continued emphasis on international trade, and also provided access to new ideas and knowledge to help promote the success of small businesses in the global economy.



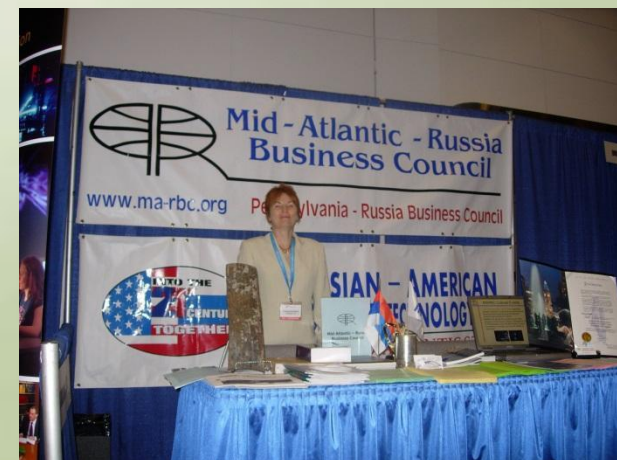
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BIO International Convention and Regional BIO Conventions



- Biotechnology cooperation between Eurasia and the Mid Atlantic states is particularly attractive due to the great emphasis they have placed on biotechnology development and life sciences.
- It is within these contexts that **MAEBC** has made Eurasian American scientific and technical cooperation in biotechnology one of its top priorities.
- Since 2005, the Mid-Atlantic - Eurasian Business Council organized the participation of a Eurasian delegation, hosted a Eurasian national seminar, and organized the Eurasian exhibit at the BIO International Convention.
- The MAEBC also organized the participation of a Eurasian delegation in the Mid-Atlantic BIO conference, and the BIOTECH conference organized by the Pennsylvania, New Jersey, and Delaware regional BIO associations, and organized Eurasian national seminars.
- The MAEBC also organizes Eurasian participation in a variety of state-level bio conventions, organized by Pennsylvania BIO, BIO New Jersey, and Delaware BIO.



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CeBIT America and C3 Expo

CeBIT
america



- In 2003 and 2004, the Mid-Atlantic - Eurasia Business Council organized the Eurasian Program, which included a conference, a visit by a Eurasian delegation, and an exhibition, at CeBIT America, the premier information and communications technology event for the enterprise business marketplace. The Eurasian Conference provided opportunities for business and technology cooperation between the U.S. and Eurasian companies, and included a seminar, panel discussions, and a special Eurasian Pavilion.
- From 2005 to 2007, the MAEBC continued to organize a Eurasian Program at the C3 Expo, the successor event to CeBIT America.



ITEC Conferences

- The ITEC Conferences are information technology conferences offering access to the latest breakthroughs in the information technologies field, as well as networking opportunities with some of the largest IT companies in the industry.
- For many years, **MAEBC** has been partners in multiple ITEC conferences, including ITEC Philadelphia, ITEC New York City Metro, and ITEC Washington D.C, by organizing the participation of Eurasian companies in the exhibitions and by hosting panel discussions.



Traditional Industries

Agriculture, Chemical, Building and Construction

- Since 1999, the MAEBC has hosted several delegations from the Eurasian agricultural, building, and construction industries.
- In 2004, a delegation of over 25 executives of leading Eurasian companies from sectors including petrochemical, aerospace, ship building, construction and agricultural equipment, agribusiness/food processing, lumber, and fiberglass manufacturing, convened in Philadelphia's City Hall.
- In 2006 and 2007, the MAEBC once again hosted delegates from the Eurasian construction and agricultural industries.
- In 2007, the MAEBC hosted a delegation from the Eurasian chemical industry, including state officials and business executives from major Eurasian chemical companies.





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Contact Us

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