

Technological Sovereignty Exports Association



Russian Federation, 2018 - 2024

Technological Sovereignty Exports Association

- established in 2018, Moscow, Russian Federation
- includes 32 companies (also, closely cooperates with more than 50) – leaders of the Russian market in the fields of IT, cybersecurity, smart cities, industrial automation, energy and electrical power industries, high-tech solutions in the field of medicine and rehabilitation etc.
- TSEA Centers opened in Malaysia (2020) and India (2023)
- projects of TSEA companies are being implemented in 45 countries
- close cooperation with state corporations and leading innovative companies in coordination with government authorities

TSEA goals

- promoting effective operations of companies in foreign markets
- promoting the export of Russian high technologies to the BRICS countries
- organization of mutually beneficial international activities
- assistance in attracting private and public investment for the purpose of implementing high-tech and science-intensive projects, including those carried out with the participation of companies from friendly countries
- contribution to the creation of the third alternative world high-tech center together with countries loyal to Russia

President of TSEA Andrey O. Bezrukov



Education:

- ✓ *Tomsk State University (USSR)*
- ✓ *York University (Canada), Bachelor in International Economics*
- ✓ *École nationale des ponts et chaussées (France), Master in International Business*
- ✓ *John F. Kennedy School of Government at Harvard University, Master of Public Administration*

Activities:

- professor at MGIMO University (Moscow, Russia)
- member of the Presidium of the Council on Foreign and Defense Policy
- leading expert on geopolitics and strategic planning

Countries of presence: companies related to Technological Sovereignty Exports Association



“Lace Bridge Russia - Iran”



Project goals

- All-round rapprochement between Russia and Iran
- Formation of a simplified model of foreign economic relations between friendly countries
- Moving towards a new world order by strengthening national technological sovereignty together with Iran and other loyal countries in Asia, Africa and Latin America



Project description

Development and implementation of the “Openwork Bridge Russia – Iran” Program by TSEA to ensure mutual penetration of Russian technologies into the Iranian market and vice versa



Reasons for starting the project

Unfavorable foreign policy and economic conditions for both countries → the vital need for cooperation in the field of technological sovereignty

Weak readiness of government structures, lack of interest and weak competence of their personnel, orientation of a significant part of officials and businessmen towards the West

The lack of operational direct access to “decision-making centers” by currently existing structures

Availability of competent and experienced personnel who can be involved in the project

The focus of potential investors on diversifying areas of activity and expanding the geographic presence, having the necessary financial resources

Availability of operational direct access to “decision-making centers”

Interest in the implementation of the project on the part of potential customers (high-tech companies, government organizations, scientific centers of the Russian Federation and Iran), the need of both countries for import substitution

The need to increase mutual exports of Russian and Iranian technologies for a synergy effect



The feasibility of the project for Russia and Iran



- Lack of competition from the West
- Similarity of conditions and problems, including sanctions; the possibility of using the Iranian experience of creating a “resistance economy” with a strong innovative component in the context of sanctions
- Availability of high-tech products in the Russian Federation and Iran that are relevant to each other
- Developing cooperation in various areas despite the existing problems
- Availability of qualified and experienced experts with knowledge of differences in mentality, business traditions, lifestyle and with wide range of personal contacts
- Mutual interest of both countries in a qualitative leap in the development of partnership
- Extension of the EAEU customs regime to Iran, full membership starting in 2024
- The serious positions and influence of Russia and Iran in the countries of Asia, Africa and Latin America are the key to entering their markets



Key consumers of the proposed services



- ☐ Developers, manufacturers, sellers, consumers of high-level IT products in RF and IRI;
- ☐ Developers, manufacturers and consumers of high-tech equipment and products of any purpose;
- ☐ Scientific centers - developers of new technologies for all spheres of economics;
- ☐ Developers, sellers and customers of high-tech medical devices;
- ☐ Companies in any field of activity that have a need to enter the Iranian or Russia market, especially offering products for import substitution.

Potential customers in Russia for the coming period

- ✓ Manufacturers of the corporate hard- and software: “Astra”, “eXpress”, “IVA”, “R7 Office”, “1C”, etc.
- ✓ Integrators and distributors: “Softline”, “Krok”, “Aiteco”, “Rubitech”, “Infosystems Jet” and others;
- ✓ IT producers in the Rosatom circuit: “Greenatom”, “Atomdate”, RIR, RCR, “Safety Code”, “AT Consulting” and others, also, belonging to other state corporations: “Rostelecom”, VTB, Sber, etc;
- ✓ Technological manufacturers in the field of X-ray, laser equipment, robotics, AI;
- ✓ IT producers in the oil&gas and electric power industries.



Government support

- Approval of the project concept by the top leadership of the Russian Federation and the Islamic Republic of Iran
- Instructions from the leaders of both countries to ministries and other government bodies, state development institutions and corporations to provide support for the project
- Creating a simplified “technology” for approving imported technologies in the field of IT, cybersecurity and other sensitive spheres
- Maximum direct access to decision-making centers in both countries
- Application of the "lobbying" model with optimization to the specific features of Russia and Iran