



*INNOKAM.PRO*

NATIONWIDE SUBCONTRACTING PORTAL  
INNOKAM.PRO

We reduce the distance between a customer and a manufacturer

[innokam.pro](http://innokam.pro)

## Why we have created innokam.pro - the Nationwide Subcontracting Portal

- ▶ innokam.pro has been created to implement the item 41 of the 'roadmap' approved by Dmitry Medvedev, the Chairman of the Russian Federation Government, with his instruction No.1257-r, as of June, 17, 2016.

# The main task and targets of the innokam.pro

**The main task** is to unite manufacturers of goods and suppliers of services on the online basis in order to develop co-operation between them and create innovative products.

**The main targets** are:

- ▶ To make orders for advanced technology products and services accessible and get them from different Russian regions and other countries. This will let suppliers load their available capacity.
- ▶ To unite Research and Development, engineering, product lab test and certification activities of international and Russian companies.
- ▶ To arrange joint purchase of products, goods and services. This will let customers get extra privileges from suppliers.
- ▶ To use extra opportunities for promotion of products and services on the international and Russian markets.
- ▶ To exclude intermediate dealers and provide direct approach between a customer and a supplier. Only verified and trusted manufacturer can become a Participant of the Portal. You can sign up for the Portal only after you are recommended by a public authority of business support structures.

# Main targets of the Portal

The Nationwide

Subcontracting Portal

[How to place your Orders](#)

[How to become a Participant](#)



Order  
placement



Cooperation and  
joint procurement



Products and  
services

# Types of users



## Participant

- ▶ A company which produces goods or services in the field of machine-building industry, IT, petrochemistry and polymeric production.
- ▶ A company which provides related services to the Participants of the Portal: Research and Development, engineering, testing laboratory, certification and others.



## Customer

- ▶ An organization which needs to select a supplier to produce an advanced technology product.
- ▶ 'Order placement' service is free of charge for the 'Customer' category of users.

# Privileged users



## Industrial enterprises

- ▶ As required by governments either of the Russian Federation regions and other countries, municipal unities or business support institutions, they can use the Portal **for free up to 2 months.**



## High schools, engineering centres, testing labs and certification agencies

- ▶ They can use the Portal **for free up to 6 months.**

# Target No.1 'Order placement' (selection of suppliers)





Order  
placement

- ▶ This feature is available and free of charge for all signed-up users of the Portal.
- 'Order placement' includes filling in an application/order for selection of a supplier to produce an advanced technology product.

Supported by KAMAZ , PTC



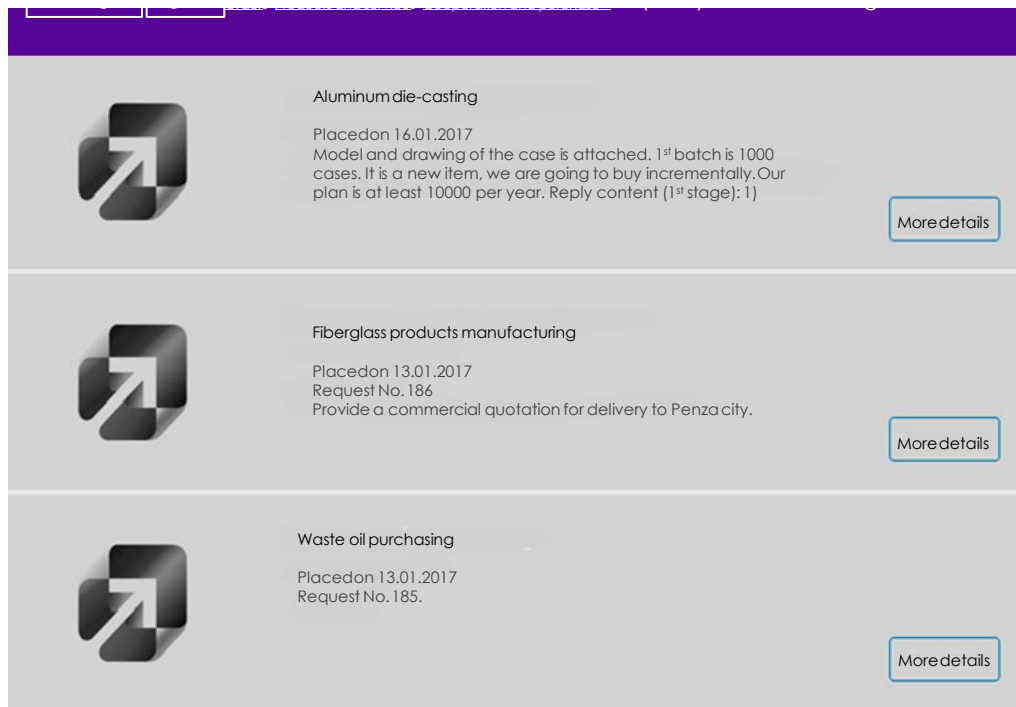
# Order placement

Product or service
Volume
Target price
Payment terms
Category
Demand
Material
Customer location
Supplier location
Placement period
Relevance period
Description
 Design documentation
 Drawings, photo
<input type="button" value="Submit a request"/>

- ▶ When placing an order you must specify information in each item, otherwise the system will block the placement of an incomplete order.
- ▶ There is a feature to attach design documentation, technical specification, drawings and photos of goods or services.

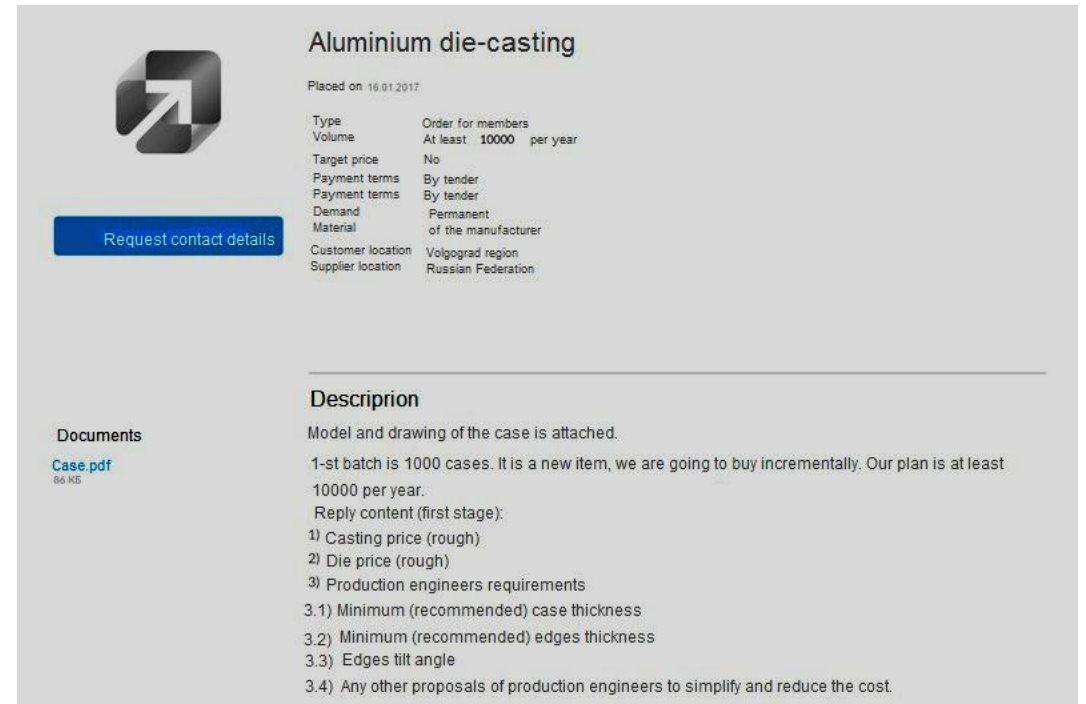


# Searching and selection of orders



Order Title	Date	Request No.	Description	Action
Aluminum die-casting	Placed on 16.01.2017		Model and drawing of the case is attached. 1 <sup>st</sup> batch is 1000 cases. It is a new item, we are going to buy incrementally. Our plan is at least 10000 per year. Reply content (1 <sup>st</sup> stage): 1)	More details
Fiberglass products manufacturing	Placed on 13.01.2017	Request No. 186	Provide a commercial quotation for delivery to Penza city.	More details
Waste oil purchasing	Placed on 13.01.2017	Request No. 185.		More details

► The total list of placed orders is available in the section 'Orders'



## Aluminium die-casting

Placed on 16.01.2017

Type	Order for members
Volume	At least 10000 per year
Target price	No
Payment terms	By tender
Payment terms	By tender
Demand	Permanent
Material	of the manufacturer
Customer location	Volgograd region
Supplier location	Russian Federation

[Request contact details](#)

### Documents

[Case.pdf](#)  
86 KB

### Description

Model and drawing of the case is attached.

1-st batch is 1000 cases. It is a new item, we are going to buy incrementally. Our plan is at least 10000 per year.




Reply content (first stage):

- 1) Casting price (rough)
- 2) Die price (rough)
- 3) Production engineers requirements
  - 3.1) Minimum (recommended) case thickness
  - 3.2) Minimum (recommended) edges thickness
  - 3.3) Edges tilt angle
  - 3.4) Any other proposals of production engineers to simplify and reduce the cost.

► Inside the order there is a detailed information available (drawings, technical documentation, description), as well as an option "Request contact details"

# Display of orders on the user's account

The screenshot displays a user account interface. On the left is a vertical navigation menu with the following items: 'Orderplacement' (highlighted with a blue border), 'Profile', 'Products and services' (with a '0' icon), 'Announcements' (with a '0' icon), 'Orders for members' (with a '3' icon and highlighted in blue), 'Account settings', and 'Exit'. The main content area is titled 'Your response to the orders' and contains a table of three orders. Each order row includes an external link icon, the order name, placement and request dates, the status, and a 'Change status' button.

Your response to the orders		Status
	<u>Springs production</u> Placed on 10.01.2017 Date of request: 18.01.2017	In process <a href="#">Change status</a>
	<u>Fiberglass products manufacturing</u> Placed on 13.01.2017 Date of request: 18.01.2017	Status In process <a href="#">Change status</a>
	<u>Aluminum die-casting</u> Placed on 16.01.2017 Date of request: 18.01.2017	Status In process <a href="#">Change status</a>

# Order execution control

- 1 In process – by a click
- 2 Contact the customer – 3 days period
- 3 A Confidentiality agreement has been signed – 15 days period
- 4 A commercial quotation has been sent – 7 days
- 5 A supply agreement has been signed – 30 days
- 6 First delivery has been performed – 60 days
- 7 Refusal – by a click

- ▶ The Portal provides an automatic order execution support system. This system allows automatic time-controlling of order execution stages. Also, the system will automatically remind the executor of the target date approach for the next order execution stage. In case of delay, the system informs the Portal Admin of the situation to solve it.

# Target No. 2

## 'Cooperation and joint procurements'



Cooperation and  
joint procurements

In this section signed-up users with the 'Participant' status can place information on co-operation of three types:

- ▶ Implementation of a joint project
- ▶ Co-operative order execution
- ▶ Joint purchase (procurements) of raw materials and parts

# Cooperation

Place an announcement  
- on co-operation  
- on joint procurement

Profile

Products and services

Announcements

Orders for Participants

Account settings

Exit

Place an announcement on co-operation
Place an announcement on joint procurement (purchase)

Organization	Testovaya versiya, LLC
Product or service	Product or service for cooperation ▾
Type of co-operation	Select the type
Category	<a href="#">Select a category</a> ▾
Placement period	Select a placement period
Description	

+
+

Send a request

This section allows users to post information about co-operation of several types:

- ▶ Searching for a partner to produce components for the advanced technology product;
- ▶ Education (training of employees);
- ▶ Vacancies (exchanging of specialists);
- ▶ New product introduction (placing an announcement to obtain a patent, certification, licensing, testing).

# Joint procurement (purchase)

Place an announcement  
-on cooperation  
-on joint procurement

Profile

Products and services

Announcements

Orders for Participants

Account settings

Exit

Place an announcement on cooperation
Place an announcement on joint procurement

Organization	Testovaya versiya, LLC
Product or service	Product or service for co-operation
Category	<a href="#">Select a category</a>
Volume	Volume of product or service for purchase
Place of purchase	Specify a place of purchase
Supplier optional	Specify a supplier
Placement period	Select a placement period
Description	

+
+

Send a request

- ▶ This section allows users to place information on the need of raw materials and parts purchasing. The system automatically searches through this section by product categories, and notifies users whose requests coincide.


# Target No. 3 'Products and services'



Products and  
services

- ▶ In this section signed-up users with a 'Participant' status can place information on produced goods or services according to the current service plan (e.g. Business rate, etc.; see more on 'Conditions of signing-up for the Portal').
- ▶ 'Products and services' section is available for all visitors of the Portal.

# Display of information on goods and services provided by the member of the Portal



StartPlast Scientific-Production Association, Limited Liability Company

Registered on the Portal on 19.12.2016

[45 Proizvodstvennyi driveway, Naberezhnye Chelny city, Republic of Tatarstan, 423800](#)  
 Telephone: +78552534915


[rimamid@mail.ru](mailto:rimamid@mail.ru)

About the company

StartPlast Scientific-Production Association is a manufacturer of high-tension engineering plastics of RIMAMID trademark, used to replace heavy and expensive materials, like stainless steel, bearing cast iron, porcelain, PTFE, bronze, brass, textolite, wood fiber plastic and other antifriction and construction materials.


Products and services of the company

All the products and services




Stars

Stars made of Rimamid material exclude the need of grease...



Gear wheels and wheel screws of different diameter

Application of Rimamid material in toothed and worm gears increase the life cycle of components, reduces the weight...




RIMAMID polymer material

Rimamid polymer material refers to the class of polyamides, and is made in blanks (a plate, a core and other geometrical shapes) of different size for the future machining operation...

- ▶ An example of the user's page display. This section includes information on the name of the company, contact details, performance, products and services according to the current service plan (e.g. Business rate, etc.; see more on 'Conditions of signing-up for the Portal').



# Display of product information



URAL NEXT with SOOSAN SCS736L manipulator

Placed on 09.01.2017  
 Type Product  
 Company [Construction lifting machines, LLC](#)

2

Contact the company

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Description

SOOSAN SCS 736L-II TOP manipulator crane features, 4320-6952-74Г38 chassis features Country of origin South Korea. Engine: ЯМ3-53602-10  
 Lifting capacity 7000 kg on min radius of 1 m. Model КП ZF-9S1310T0, 9 st.  
 Lifting capacity 1 250 kg on max radius of 18.8 m. Chassis lifting capacity: 12.5 t. Load moment 15 t/m, wheel arrangement 6\*6.  
 Max work radius 18,8 m, power 312 h. p.  
 Type of rig/number of sections 6/6 tank 300+210 l.  
 Max hoisting height 20.8 m. Sleeping accommodation, inter-wheel and inter-axle lock. Outrigger (rest pad)/radius. Hydraulic, extension type/5.35 m.  
 Weight of manipulator 3 572 kg. Euro-4 ecological standard.

- ▶ An example of the product information displayed.
- ▶ This section includes information on the name of the company, product description and 'Contact the company' option
- ▶ 'Contact the company' option allows to receive automatic messages about the visitors interested in the product of the user, and create statistics of how many times goods or services have been viewed .

# Statistics

## Statistics as of May, 24. 2017

Number of companies – 223

Petrochemical industry - 8

Machine building industry – 87

Information technology – 23

Polymeric goods manufacturers - 5

Number of goods – 271

Number of current orders – 83

Total number of orders of all time the Portal exists - 309

Number of co-operation announcements - 3

Plan for 2017  
7 000 users.

# Contacts

- ▶ The Portal Administrator: Yulia Usova
- ▶ Phone number: +7 (8552) 53-43-43
- ▶ Mobile number: +7 (965) 610-47-21
  - ▶ E-mail: [yy@innokam.pro](mailto:yy@innokam.pro)

**Develop your business with innokam.pro Portal!**