

THE LARGEST MACHINE-BUILDING CLUSTER IN RUSSIA



Mechanical Engineering Cluster of the Republic of Tatarstan

Republic of Tatarstan
2018

Kama innovative territorial-industrial cluster,
Center for Cluster Development and Cooperation,
Mechanical Engineering Cluster of the Republic of Tatarstan



Cluster participants – over 300 organizations
Turnover – over 600 billion rubles
Jobs – over 110 thousand



MAIN SPECIALIZATION OF THE CLUSTERS

- Machine building
- Oil processing
- Petrochemistry
- Power Engineering
- Energy saving



INTEGRATED
team

The status of the Mechanical Engineering Cluster of the Republic of Tatarstan

The strategy for the development of the Mechanical Engineering Cluster of the Republic of Tatarstan for 2015-2019 is approved by the decree of the Prime Minister of the Republic of Tatarstan No. 1742-r of August 7, 2015.

According to the order of the Ministry of Industry and Trade of the Russian Federation No. 3476 dated October 6, 2017, the Mechanical Engineering Cluster of the Republic of Tatarstan is included **in the register of industrial clusters of the Russian Federation.**

Digital Industry 4.0. Automation of the attraction of orders for the development and manufacture of complex technical products

more
than 40



Business missions

more
than 30



Exhibitions

more
than 35



Supplier days

more
than 250



Signing agreements

Priority projects of the Mechanical Engineering Cluster of the Republic of Tatarstan



1. Federal environmental project for recycling tires into secondary rubber (rubber reclaim)

STAGE 1

Launching of a plant in the city of Naberezhniye Chelny producing equipment for rubber reclaim production and equipment for diesel-fuel devices repair.

Significant export potential

STAGE 2

Launching of the plant producing rubber reclaim with a view of import substitution and satisfying the needs of Nizhnekamskshina Public Corporation and Kwart Public Corporation (clause 4 of the Meeting of the Board Protocol 07/17-18 of the Tatneftekhiminvest-Holding, Open Joint Stock Company, signed by the Republic of Tatarstan President R.N. Minnikhanov)

STAGE 3

Replication of plants producing rubber reclaim in the Russian Federation subjects by direct selling of equipment or by joint ventures launching.

Total volume of proceeds a year – 1.6 billion rubles, with the volume of production of 40 thousand tons of rubber reclaim a year.

The completed projects

1. China, Maanshan, Red sun Corporation;
2. Ekaterinburg, Steklovolokno LLC.

The currently executed projects

1. Rostov-on-Don, Zolotarev IE;
2. Moscow, Ekoshina LLC;
3. Petrozavodsk, Ekoregenerat LLC

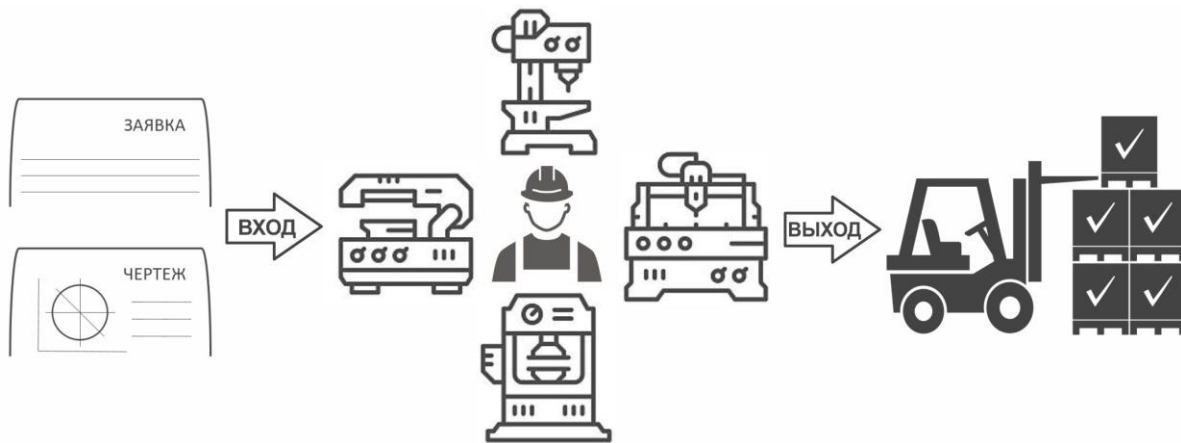


Besides high cost efficiency, the project also solve the global problem of recycling of the RF territory. The volume of the recycled tires will be increased from 170 to 250 thousand tons a year, while the import substitution goods are produced.

2. Contract Manufacturing

Contract Manufacturing:

Manufacture of metal products on request at third-party facilities



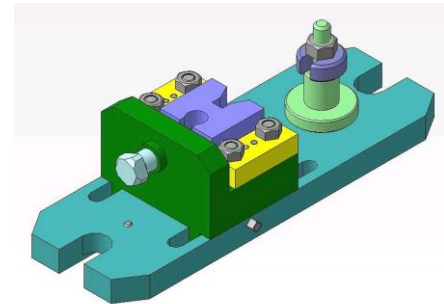
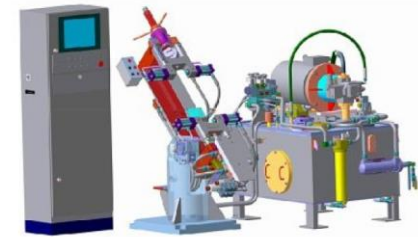
Positive practice:

Production of facade structures, products are delivered to the EU countries in the largest trading networks of BAUHAUS



3. Industrial partner

1. Development and manufacture of equipment
2. Manufacturing and repair of technological rigging, dies and molds
3. Production of 3D printers for sand and polymer molds

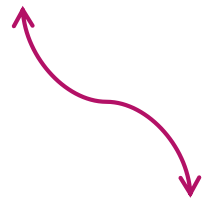


4. Half-price update of the truck fleet based on the chassis of the Kamaz and the Urals

- Capital renovation of trucks – a virtually new car for 50 % of its cost
- Replacement of at least 60% of spare parts for new

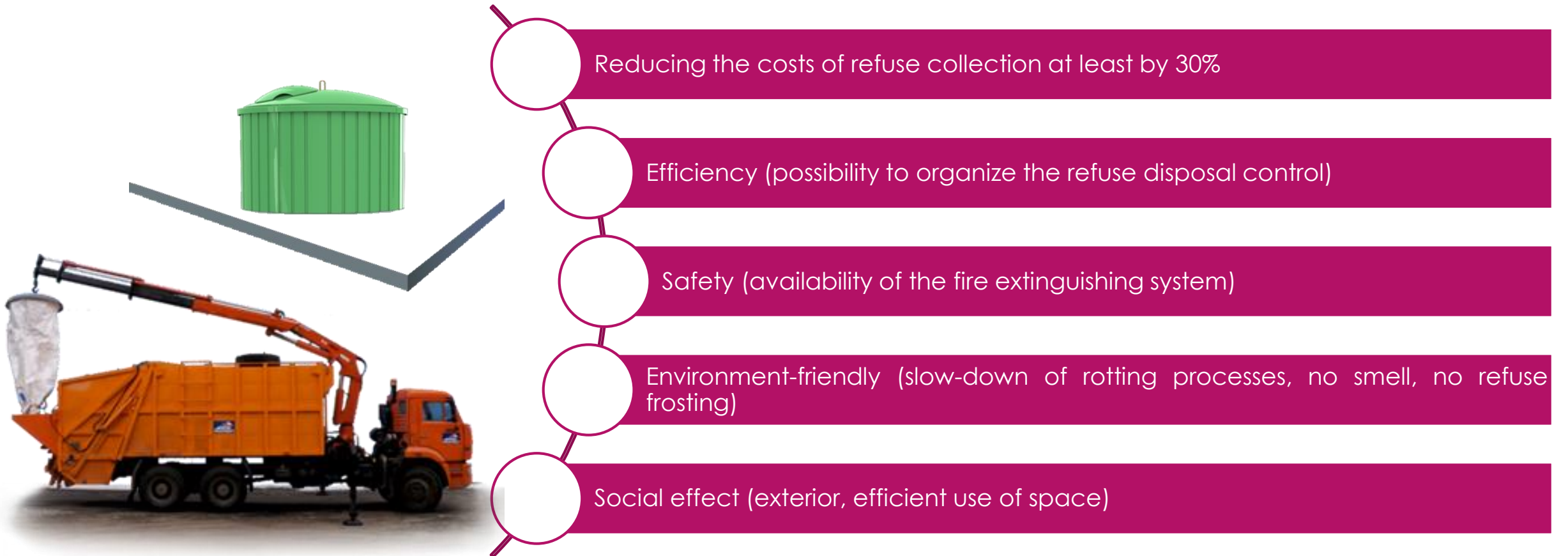


Before



After

5. Reduction of costs for refuse collection



6. The costs of electric energy reduction by using the gas reciprocating power stations produced on the basis of KAMAZ conveyor engines



100 % analog of imported products

Export potential in the countries extracting natural gas

Resources necessary:



30-50 million rubles
volume of financing;



500 million rubles
volume of production a year;



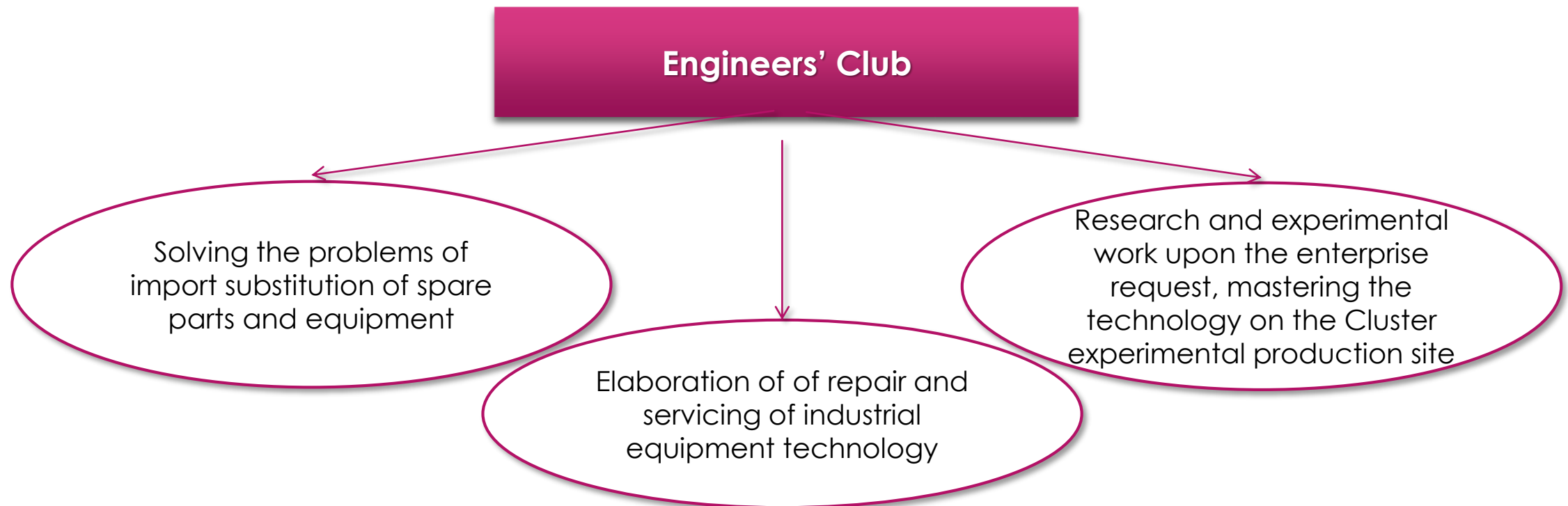
3-4 years
period of the project repayment

Development of small-scale power generation by creating the gas reciprocating power stations on the basis of KAMAZ conveyor engines, as autonomous energy sources:

- Reducing the cost of production by reducing the electric energy costs;
- No need to build expensive and dangerous high-voltage lines;
- No losses when transmitting electric energy;
- No expensive-to-use diesel electric power station;
- High quality electric energy.

7. Engineers' Club. Import substitution of industrial equipment repair and servicing technology

Engineers' Club unites specialists, universities and enterprises of the Machine-building cluster of the Republic of Tatarstan possessing the up-to-date competencies in metal processing and repair technologies.



8. National subcontracting portal innokam.pro



Higher utilization of
production capacities



Choosing suppliers among
the companies
recommended by the
government, municipalities,
or public organizations



Production promotion

Products and Services of National subcontracting portal innokam.pro



Engineering



R & D



Testing laboratories



Certification of
products and services

Geography of the National subcontracting portal innokam.pro



Austria



Belarus



Belgium



Bulgaria



Germany



Kazakhstan



Kyrgyzstan



Luxembourg



Russia



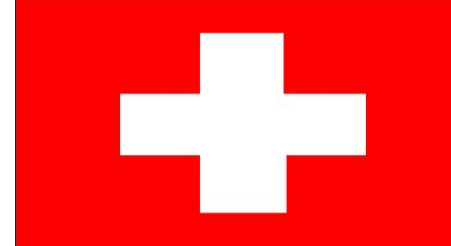
Turkey



Ukraine



Czech Republic



Switzerland



South Korea

Regions of the Russian Federation

1. Altai region
2. Arhangelsk region
3. Astrakhan Region
4. Belgorod region
5. Vladimir region
6. Volgograd region
7. Vologda Region
8. Voronezh region
9. Ivanovo region
10. Kaliningrad region
11. Kaluga region
12. Kemerovo Region
13. Kirov region
14. Kostroma region
15. Krasnodar region
16. Krasnoyarsk region
17. Kurgan region
18. Leningrad region
19. Lipetsk region
20. Moscow
21. The Moscow region
22. Murmansk region
23. The Nizhny Novgorod Region
24. The Novosibirsk Region
25. The Omsk Region
26. Orel Region
27. The Penza region
28. Perm Territory
29. The Pskov Region
30. The Republic of Bashkortostan
31. The Republic of Buryatia
32. The Republic of Dagestan
33. The Republic of Karelia
34. The Republic of Crimea
35. The Republic of Crimea, Sevastopol
36. The Republic of Mari El
37. The Republic of Mordovia
38. The Republic of Tatarstan
39. Rostov Region
40. The Ryazan Region
41. The Samara Region
42. St. Petersburg
43. Saratov Region
44. Sverdlovsk Region
45. The Smolensk Region
46. Tambov Region
47. Tver Region
48. Tomsk Region
49. Tula Region
50. The Tyumen Region
51. The Udmurt Republic
52. Ulyanovsk Region
53. Khabarovsk Territory
54. KhMAO-Ugra, Tyumen region
55. Chelyabinsk Region
56. The Chuvash Republic
57. Yamalo-Nenets Autonomous Area
58. Yaroslavl Region

The main objections

This is another trading platform

Negligible attitude to IT projects

«Tatarstan something planned»

The reluctance of middle managers to change the range of «comfortable» suppliers

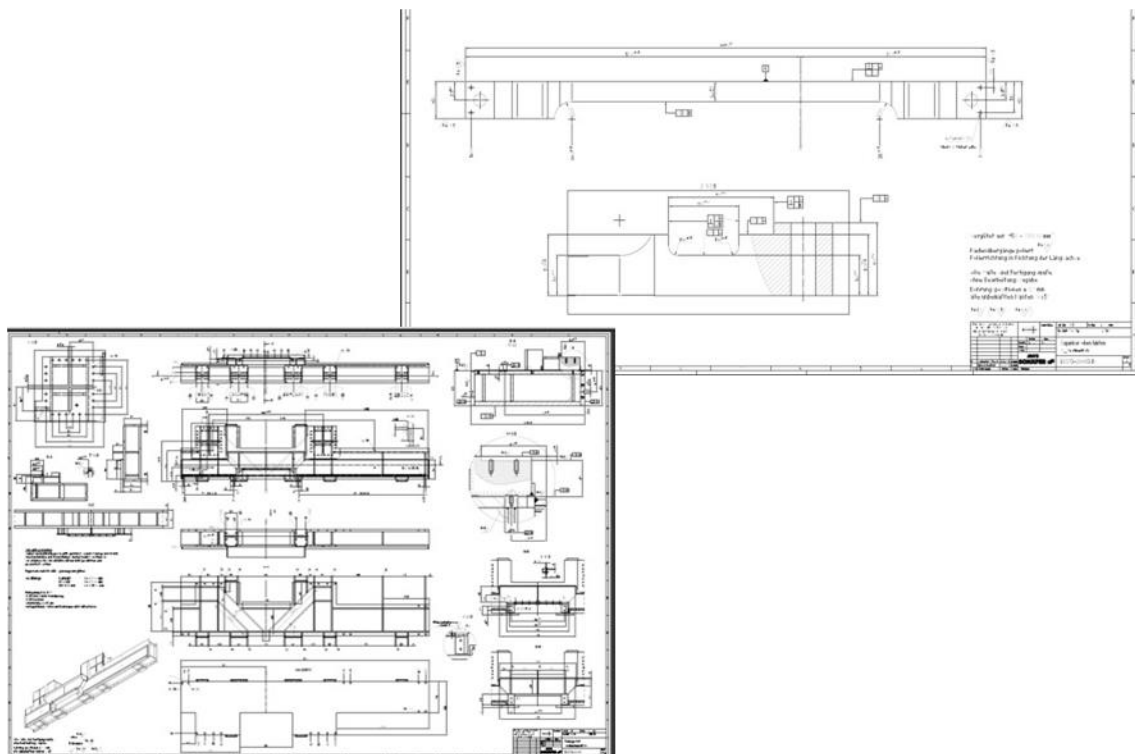
Presentation by Portal innokam.pro



**Leipzig Fair Z and INTEC,
Leipzig, Germany, March 7-10, 2017**
meeting with Mr. Stanislaus Tillich, Prime
Minister of Saxony

Placed orders from Germany

Orders № 248, 249
ABC Schaefer Technology GMBH (Herzogenaurach)



Orders № 278
MSP Corporation, selection of suppliers from Germany

Описание деталей				
Изображение детали	Материал	Demand 2018 ргг.	Demand 2019 ргг.	Demand 2020 ргг.
	C35 BM4-0,07	200 000	200 000	200 000
	C35E BM4-0,1	200 000	200 000	200 000
	C35E BM1-0,1	200 000	200 000	200 000
	16MnCr5 GKZ BM2-0,01	200 000	200 000	200 000
	S315 BM3-0,15	200 000	200 000	200 000
	16MnCr5B5 1-0,11-0,03	200 000	200 000	200 000
	S420M320A-0,1	200 000	200 000	200 000

	16MnCr5 GKZ BM3-0,1	200 000	200 000	200 000
	16MnCr5 GKZ BM3-0,1	200 000	200 000	200 000
	C675	200 000	200 000	200 000
	BM 1,13-0,06 16MnCr5 S1X008	200 000	200 000	200 000
	X19CrNi8-8	200 000	200 000	200 000
	DC31M BM3-0,01 NAC11 S1X007	200 000	200 000	200 000
Втулки из металла и пластика				
	BD 0,03-0,01 DC31M NAC11 S1X013	200 000	200 000	200 000
	DP-4	200 000	200 000	200 000

	GLYCO-02	200 000	200 000	200 000
	PBT-GE/PTFE/BLACK	400 000	400 000	400 000
	Geo-Technology A218V25 NORGIN 00101998	200 000	200 000	200 000
	втулка - сталь, слой стеклопластик -PTFE	200 000	200 000	200 000
Порошковая металлургия				
	D12 similar to DIN 30910 Chem composition: Ni-0,4-0,5%, Mo-0,4-0,5%, C-0,4-0,5%, Fe - остальное	200 000	200 000	200 000
Алюминиевое литье				
	GD-AS5PC3	200 000	200 000	200 000
	GD-AS5PC3	200 000	200 000	200 000

Partners Portal



МИНИСТЕРСТВО ЭКОНОМИЧЕСКОГО РАЗВИТИЯ
Российской Федерации



МИНПРОМТОРГ
РОССИИ



Российская
кластерная
обсерватория



СОВЕТ ПРИ ПРЕЗИДЕНТЕ
ПО МОДЕРНИЗАЦИИ ЭКОНОМИКИ
И ИННОВАЦИОННОМУ РАЗВИТИЮ
РОССИИ



Корпорация
МСП



СОЮЗ
МАШИНОСТРОИТЕЛЕЙ
РОССИИ



МИНИСТЕРСТВО ПРОМЫШЛЕННОСТИ
И ТОРГОВЛИ РЕСПУБЛИКИ ТАТАРСТАН



ЦЕНТР
ИМПОРТОЗАМЕЩЕНИЯ
СДЕЛАНО В РОССИИ



EXPORT.BY
Единый портал внешнеторговой деятельности

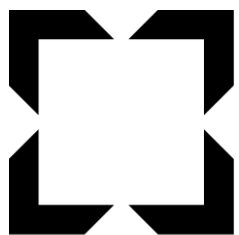


МИНИСТЕРСТВО ИНОСТРАННЫХ ДЕЛ РЕСПУБЛИКИ БЕЛАРУСЬ
НАЦИОНАЛЬНЫЙ ЦЕНТР
МАРКЕТИНГА
РЕСПУБЛИКИ БЕЛАРУСЬ



ҚР ҰҚП НПП РК
АТАМЕКЕН

Large enterprises, users of the Portal



Ростех



НИЖНЕКАМСК
НЕФТЕХИМ



Российские
железные дороги



АВТОТОП

Северсталь



СИБУР



Швабе

SIEMENS



ВЕРТОЛЕТЫ
РОССИИ



АО «ЭНЕРГИЯ»



РОСАТОМ

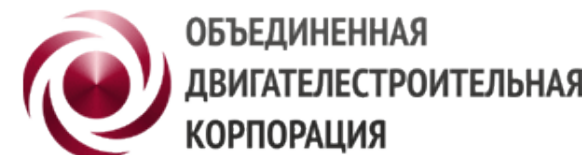
SAMSUNG



УРАЛВАГОНЗАВОД



ОБЪЕДИНЕННАЯ
СУДОСТРОИТЕЛЬНАЯ
КОРПОРАЦИЯ



ОБЪЕДИНЕННАЯ
ДВИГАТЕЛЕСТРОИТЕЛЬНАЯ
КОРПОРАЦИЯ

Statistics of the National subcontracting portal inokam.pro (for August 1, 2018)

Number of companies - 965

Number of announcements on cooperation – 108 total / 55 acting

Number of orders placed – 669 total / 51 acting

Status of responses to requests:

Signed agreements on confidentiality - 92

Signed contracts on delivery - 28



**NATIONAL
SUBCONTRACTING
PORTAL *INNOKAM.PRO***

Our contacts



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