

"Russian Engineering Club" Ltd.

Tula

Owners:	Natural persons - 17%, 17%, 17%, 16%, 33%
Staff:	9 - regular staff, 30 - involved
Previous financing:	\$ 60,000
Current financing:	\$ 95,000
Volume of investment required:	\$ 320,000, including own means \$ 70,000
Intended use of the investments required:	R&D - \$ 110,000; Serial production mastering - \$ 160,000; Marketing and promotion - \$ 50,000.

Company profile

"Russian Engineering Club" Ltd. has been established in 1993 aiming at promotion of laser medical equipment i.e. civil production of KBP Instrument Design Bureau, Tula, - to domestic and international markets. In the course of the company development its interests became wider i.e. from manufacturer's ready-made products marketing to creation of new laser medical equipment. That is why this process involves gifted Russian engineers with new scientific - technical ideas to be realized in products commercially attractive. At the same time the company keeps the partner relationship with KBP being its exclusive distributor as well as builds new business relations with academic institutions (IPLIT RAN) having developments in laser equipment field.

Area and directions of activity

Laser medical equipment - R&D, production, sale.

Products/Services/Technologies

Company products: Lasermed laser surgical devices, additional equipment for Lancet laser surgical devices.

Services: sale and service maintenance of Lancet/LMA devices, doctors training in advanced medical technologies.

Achievements

Main achievements of the company which allowed it to have one of leading positions on Russian market of laser surgical equipment are: wide dealer network (about 40 dealer-companies) and prompt (within 48 hours in any part of RF) service maintenance of equipment to be sold. There is a permanent contact with the doctors - users of the company's equipment being the source of ideas on upgrade of standard devices and development of new ones.

At present main products company are - Lancet laser surgical devices having RW TUV certificate which gives the right of CE brand award.

The company took one of the 1-st places on Russian Innovations Contest-2002 which awarded participation in the 3-rd Russian Venture Fair.

Prospects of Development

Prospects for development of "Russian Engineering Club" Ltd. are related to products (laser surgical devices) creation on know-how basis. As main branches of development there are three which will allow to raise competitiveness of the product on domestic market and increase its export potential:

- Creation of powerful laser devices which versatile application in all main fields where surgical lasers are used i.e. in big medical centres and clinics.
- Creation of compact lasers, not expensive, available for common people, to be used in out patient treatment in small cosmetology and gynecology clinics.
- New capabilities of laser surgical devices which are in serial production, thanks to additional systems introduction built on state-of-art technologies.

In order to realize above developments in products which are in serial production the company involves into cooperation the academic institutions (IPLIT RAN), temporary creative teams and big industrial enterprises (KBP Instrument Design Bureau).

Sales volume (over the last 12 months): \$ 600,000

year	Without investments requested	With the investments requested
2002	\$ 900,000	\$ 900,000
2003	\$ 1,000,000	\$ 1,200,000
2004	\$ 1,100,000	\$ 1,600,000
2005	\$ 1,300,000	\$ 2,000,000