

Summary

1. **Volume of investments required – \$ 13 700 thousand** (for 2 years).
2. **Production** – speech technologies for synthesis, speech recognition and biometrics, design and sale of electronic systems and software for high quality recording, processing and analysis of audio information.
3. **Trade marks** – “Orator”, a technology for synthesis of Russian speech; “VoiceCom”, a technology for voice commands recognition; “VoiceNet”, a technology for automatic identification of speakers; “Voice Digger”, a system for automatic key words spotting; “Nezabudka II”, a system for multi-channel sound recording; “Gnome series”, digital voice recorders; “IKAR Lab”, a hardware and software system for examination of sound recordings; “Nestor”, a system for oral speech documentation.

Company Profile

Date of establishment – the Company was established in June 1990 by specialists of the R&D Company “Dalnyaya Sviyaz”. At present the company is a major supplier of solutions in the field of electronic engineering and software for high quality recording, processing and analysis of audio information. It is also the Russian market leader in latest technologies designed to automatic recognition of Russian speech, Russian speech synthesis in a randomly chosen text, and speech biometrics. The Company represents Russian Federation in the International Standardization Organization in the Speech Biometrics Committee. It sells its products under own trademark in more than 60 countries. The key to the company’s successful business is the high standard of its research and engineering resources and modern speech technologies utilization. It holds patents.

Signs of public recognition – ISO 9001, RF GOST. Technologies and products of the Speech Technology Center got the highest recognition awards from international trade shows, medals of the international competition “Safety Standard” (2004, 2005). The noise treatment system “Silence” was the winner in the nomination “Best engineering solution for sound input” at the international exhibition/conference “SpeechTEK-2003” (NY, the USA). In 2007 it got the ZUBR recognition award.

Number of employees – 178 persons.

Team

Khitrov Mikhael – Director General, 57 y.o. Vice-president of the consortium “Russian Speech Technologies”, member of the ISCA, IEEE; the Candidate degree in engineering sciences. In 1973 graduated from the Leningrad Institute of Aviation Instrument Engineering (LIAP), and in 1980 got a degree from the V.I. Ulianov-Lenin Institute of Electrical Engineering. From 1978 headed the R&D sector of automatic systems for speech recognition in the R&D Company “Dalnyaya Sviyaz”. In 1987 he was recognized as the best engineer of the industry, and in 1988 got a diploma and a car as a prize. In 1990 he founded his own company with specialization in speech technologies – the “Center of Speech Technologies”.

Raev Andrei – Deputy Director of Business Development, 54 y.o. Winner of the “Leninsky Komsomol” prize awarded for achievements in science and engineering. Graduated from the Physics Department of the Leningrad State University in 1976. Afterwards was admitted to work at the Joffe Institute of Physics and Engineering, the USSR Academy of Sciences, where he worked until 1992. Since 1992 has been working with the Speech Technology Center being in charge of research and development in the sphere of speech technologies.

Khitrova Julia – Director on Commerce of the Speech Technology Center. Graduated from the Institute of Aviation Instrument Engineering in St. Petersburg. Got the second degree in Mathematical Modeling from the Technological University. Completed a course of marketing studies at the Duke University. In the company Julia Khitrova is in charge of the company business progress and leads the voice biometric identification work. Member of the Board of Directors of the Speech Technology Center and the consortium Russian Speech Technologies, member of the board of trustees of the St. Petersburg State University, the National project “Education”, co-editor of the international speech biometric standard ISO/IEC JTC1/SC37 “Biometrics” on behalf of the Russian Federation.

Products characteristics

The system for automatic recognition of continuous Russian speech is designed to automatically transform Russian voice speech into an e-text in the real time mode and document oral presentations at congresses, meetings and other events.

Major advantages:

- Designed especially for the Russian speech.
- Ensures high reliability of recognition (93–97%).
- Contains a dictionary of one hundred words and word combinations.
- No preliminary adaptation to concrete human voice is required.

There are no analogous products on the Russian market.

Priority:

- Patent for invention № 2271578.
- Patent for invention № 2218202.
- Certificate of the computer program official registration № 2000610353.

Current state

In the last five years the company demonstrates sustainable growth of at least 35% a year. Possesses a unique set of patented developments in computer-aided speech processing. The company staff includes 19 candidates and 1 doctor of sciences. Has got state orders up to 2012.

Development strategy

Use of funds

1. R&D	60%
2. Acquisition of fixed assets (equipment)	12%
3. Marketing	18%
4. Acquisition of current assets	10%

Prospective outcome of investment

Realization of computer-aided recognition of the Russian continuous speech for:

- Automation of document-processing in state organizations and private companies.
- Computer-aided processing of calls from contact centers, emergency and situation centers.
- Improvement of life quality of handicapped persons.
- Development of computer-aided translation devices from foreign languages into Russian and back.
- Support of all services of the 2014 Olympic Games in Sochi.

Marketing & Markets

Potential users:

- State bodies of authority (systems for documentation and simultaneous translation); handicapped people (voice command, preparation of written documents).
- Analyst services (data monitoring on TV, radio or online).
- Data system designers (voice navigation, computer-aided processing of client requests over the phone).
- Designers of automated translation devices and services supporting holding of the 2014 Olympiad in Sochi.

Estimated sales: up to 350 mln rubles (\$ 8.75 mln.) per year; sales beginning at 2009.

Segment of the Russian speech recognition market (forecast for 2010):

- Russian – up to 80%
- Foreign – up to 20%

Interaction with investors

Investor's share in the project is a subject of negotiation, investment payback time is 4 years. An investor returns its investments in full and gets a share in the company business.