

## Russia on the Edge of Digital Transformation

### From National Russian Projects to Global Markets: International Cooperation in Manufacturing of Electronics and Radio-electronics



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Industry  
Ministry of Industry and Trade of Russian  
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MINISTRY OF INDUSTRY  
AND TRADE RUSSIA

#### Abstract

- tba -

#### Biography

Born on 8 April 1977.

In 2000 he graduated from the Samara State Aerospace University named after academician S.P. Korolev with a degree in Economics and Management.

He received additional education at the Samara Law Institute of the Federal Penitentiary Service specializing in jurisprudence.

He is a candidate of economic sciences.

Since September 2002, he held senior positions in commercial organizations and governmental authorities.

From 2014 to 2018 Mr. Shpak was Deputy General Director for Economics and Finance, General Director of Progress Microelectronic Research Institute (JSC Progress MRI).

Since 2019, he holds a position of the Head of the Department of radioelectronic industry, Ministry of Industry and Trade of the Russian Federation.

Married and has 2 daughters.

## How to build contact network with potential customers in Russia? New platforms for growing business overseas



A. Soloviev  
Independent Expert in Equipment and  
Technologies for Electronics Manufacturing  
Industry Hunter, Moscow, Russian Federation

### Abstract

- to be announced -

### Biography

**Alexander Soloviev** – born 1983, in Moscow, Russia. In 2006 Graduated from Moscow Institute of Electronics and Mathematics (MIEM). Ph.D. degree received in 2009.

In 2004 Started work at Ostec, the leading Russian engineering company - provider of technology and equipment for electronics production. In 2013 – 2018 Chief Commercial Officer of Ostec-SMT, LLC (part of Ostec Group).

During that period:

Multiple partner trainings (technology & equipment): FUJI Corporation Europe, ASM Assembly Systems GmbH (DEK International), Hanwha Techwin (Samsung Techwin), Nordson Asymtek, ERSA GmbH, Viscom AG, GE Measurement & Control and others.

Multiple workshop and conferences presentations.

Book translation co-author «Reflow Soldering Processes and Troubleshooting: SMT, BGA, CSP and Flip Chip Technologies» Ning-Cheng Lee.

In 2018 he founded the new business – B2B web-platform for electronics and microelectronics companies

**Industry-hunter.com**. Where companies get new tools for communication with the target audience in Russia and receive new inquiries and orders.

Independent expert in equipment and technologies for Electronics manufacturing.