Harvard Club Russia Presentation

— November 2011 —

Harvard Club Russia Today

Who can join

Honorary Members

Alumni or non-alumini, who demonstrated exeptional leadership qualities in public service and dedication to Harvard values through:

— Sponsorship *(requires board approval)*
— Volunteering *(requires board approval)*
— Serving as Club's managmernt team, President and Board

Members

Alumni and employee at any Harvard University school by the definition of Harvard Alumini Association.

Associate Memebers

— Participants to short-term programs at any Harvard University school by definition of Harvard Association of Alumni.
— Parents of Harvard College students.

Affiliate Memebers

— Anybody interested in applying to Harvard.
— Anybody interested in the life of Harvard community in Russia.

Why members join us

Attend intellectualy stimulating events with top recognized personalities.

Network with local and world fellow alumini, join largest alumini community in CIS.

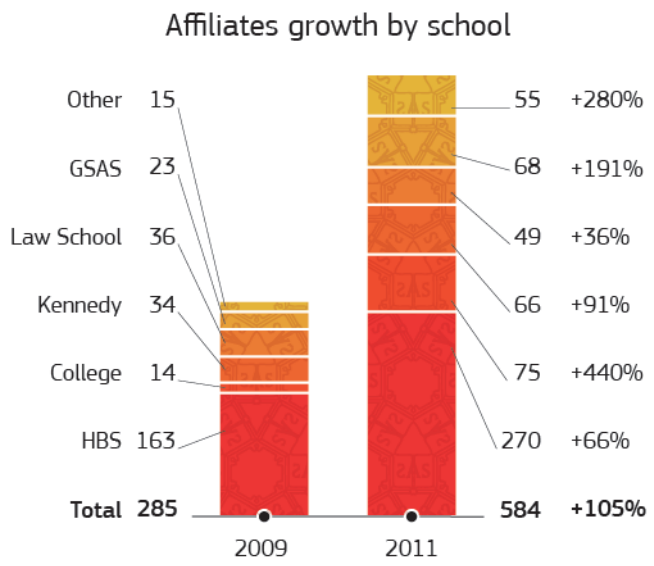
Contribute to club's activities, including helping prospective students both from college and graduete schools become better applicants.

Get priority at events with limited capacity (keynote speakers, balls, etc.).

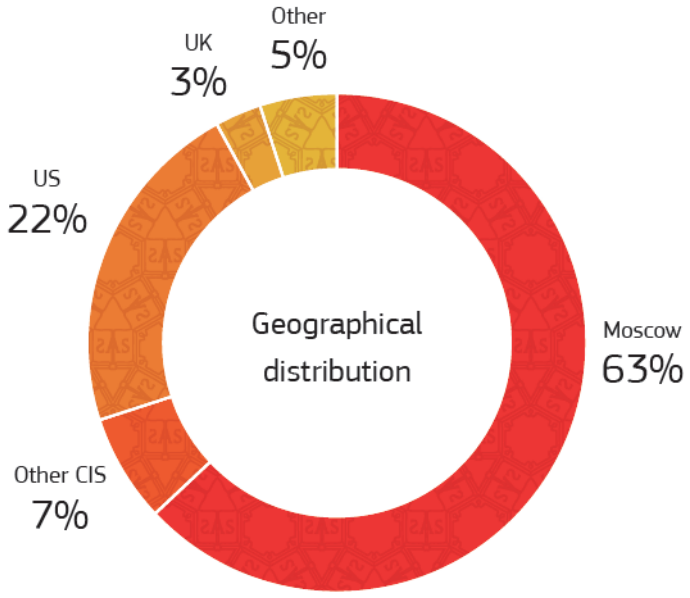
Benefit from Harvard Club of Russia Loyality program (discounts at selected partners).

Growing fast, diversified between schools, mainly in Moscow

— Almost 600 affiliates, doubling in the last 2 years
— Represented by all Harvard schools

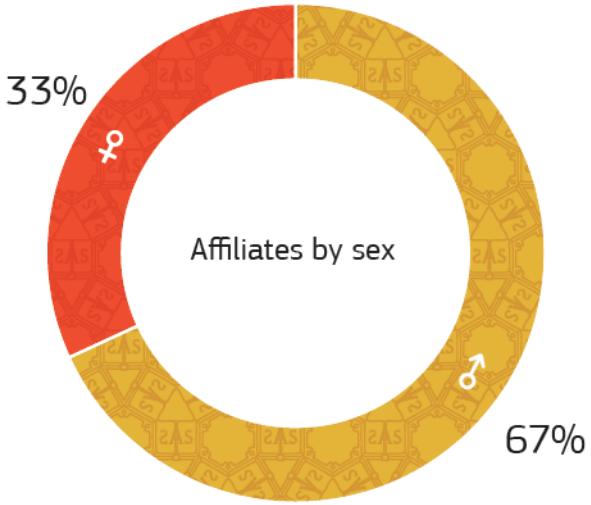


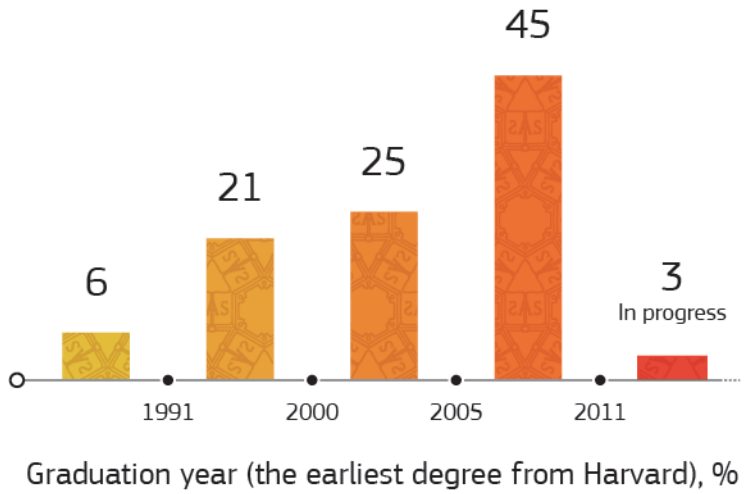
— 70% in CIS, 350+ in Moscow
— 30% abroad, mainly USA (130) and UK (20)



1/3 are woman, 50% graduated recently

— 1/3 is represented by women
— Half graduated recently, almost 30% are veterans





Graduation year (the earliest degree from Harvard), %

Alumni work in top companies

(selected exaples of Moscow-based alumni)

Oil & Gas

TNK-BP, Gazprom, Gazpromneft, Bashneft.

Other

General Motors, Aviacon, Zhelezny Global, EgonZehnder.

Goverment

Danish Embassy, US Embassy, Carnegie Moscow, UN-Habitat.

Telecom

Vimpelcom, MegaFon, TransTeleCom, Ericsson, Comstar.

Education

MGIMO, HSE, MGU, Skolkovo, East European U, New Economic School.

Industry

CEE Aluminum, Sibur, Rusal, 3M, Millhouse, Johnson Controls.

Consulting & Audit

McKinsey, Bain, BCG, Booz, Deloitte, KPMG, PWC.

Media & Publishing

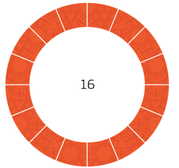
The Walt Disney, Wall Street Journal, Moscow times, Kommersant, Atticus, Interfax, Barkli-Olympus, RIA Novosti, Prof media.

PE/VC

TPG, EBRD, Troika CP, Baring Vostok, Aton CP, ABRT, Elbrus Capital, Alfa CP, NCH Capital, HRT Capital, Runet, Finam.

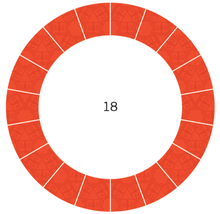
Consumer Goods

J&J, Royal Canin, Danone, Colgate, Samsung, PepsiCo., LG, Ferrero, Triumph Lingerie, Metro, Pernod Ricard, Wrigley, Kimberly Clark.



Legal

Clearly, Gottlieb, Hogan, Hartson, White & Case, DLA Piper, Orrick, Herrington, Baker & McKenzie, Cravath, Swaine, Chadbourne & Parke, Skadden, Arps, Dewey Leb-eouf, Nadmitov & partners.

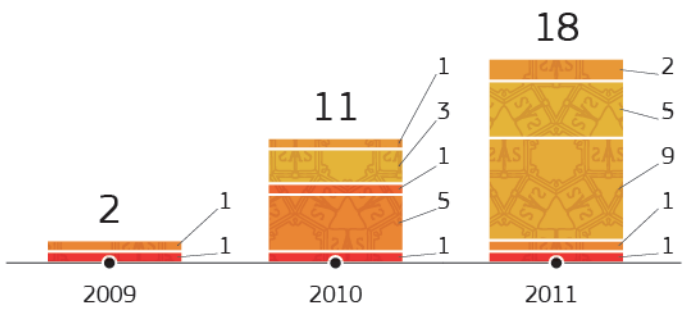


Financials

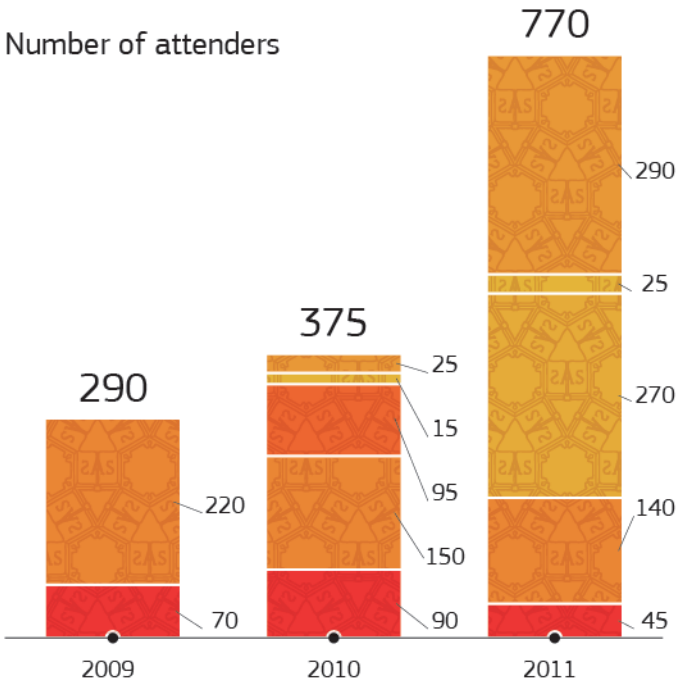
Harvard, Deutsche Bank, Citigroup, Goldman Sachs, Morgan Stanley, JP Morgan, UniCredit, Barclays, Raiffeisen, Sberbank, VTB Capital, Renaissance Cap, Otkritie, Alfabank, A1, Troika Dialog, Gazprombank, ROSNO.

30 events
and 1.100 attendees in 2 years

Number of events



Number of attenders



Key Note Speaker

Career Lunch

Conferences

Happy hour

Harvard-o-hod

Annual Club Meeteing

Recently conducted events

Keynote Speakers

— Betsy Hafner, Director for Russia & Eurasia, USTR
— Erik van Egeraat's, world-class architect
— Erik Rubin, US Embassy Deputy Chief of Mission

Conferences

First Russian Energy conference at Harvard (Cambridge)

Other social events

— Join event with Muskie Club: Summer Reunion at the US Embassy Dacha
— Skolkovo School of Management: New Year's event
— Forbes club: meeting with Perm region governor Chirkunov
— American embassy: Piano Quartet Concert at Spaso House
— Victory Day event with visiting HBS students — GQ Bar
— Food Entertaiment mixer at Accademia del Gusto
— Regular monthly cocktails at Soho Rooms

Management structure

Supervisory Board

Abdelal Rawi *(HBS Professor)*
Colton Timothy *(GSAS Professor)*
Bakaleinik Iosif *(HBS 92)*
Stolyarenko Vladimir *(HLS 02)*
Lupachev Alexander *(HBAS 04)*

President

Arkhipov Sergey *(HKS 10)*

Directors and Volounteers

Elected to support Vice Presidents in specific initiatives (e.g. Loayalty Programs, Career Counselling, Admissions Councelling, etc.)

Vice Presidents

Treasurer
Blank Alexander *(HBS 10)*

Media & PR
Abdullaev Nabi *(HKS 04)*

Globe Economy
Makovskaya Marina *(HBS 95)*

Social activities
Teplitsky Alexey *(GSAS 09)*

Keynote Speakers
Preobrazhensky Valentin *(GSAS 09)*

Schools Relations & Scholarships
Ivanov Alexey *(HLS 11)*
Melnikas Maya (HLS 90)

Marketing
Alexander Zhelezny *(HBS 10)*

GR
Klenov Andrey *(Davis 11)*

Plans for 2012

Plans for 2012

Communication

— Build new web site (design, e-calendar, polls, feedback)
— Introduce e-voting
— Enhance PR & Media
— Improve GR

Management

— Increase members participation
— Enlarge the team
— Measure performance
— Get full-time staff
— Involve Board
— Introduce volunteers
— Communcate results

Events

— Diversify social events to appeal to all members (family, etc.)
— Strengthen collaboration with Harvard: high profile events with professors, admission offices, etc.
— Enhance Keynote Speakers events
— Launch conference collaboration

Involvement

— Increase members participation
— Broaden base: Associates + Friends
— Engage senior alumni
— Launch Scholarship program
— Encourage initiative from members

Economics

— Create structures approach and sustainable financial model
— Boost renues by 400%
— Build relations with partners
— Launch Loyalty Program to increase value for members

Calendar for 2011–2012

Annual

1. Annual Harvard-O-Hod boat cruise: Tradition for Harvard Alumni families.

2. Annual Election club meeting at Ritz Carlton: Traditional + Organizational event.

Quarterly

3. Newsletter.

4. Conferences: club's own conferences and in partnership.

5. Joint events with other business schools (INSEAD, LBS, Columbia, Wharton, Booth, MIT).

6. Specific initiatives: Moscow Mayor Office, Women Club events, etc.

Monthly

7. Discussion Club: meetings with top politicians and business leaders 8. Speaker Series: by Harvard Professors and external experts.

9. Social networking events.

10. Prospective students counseling sessions.

11. HR Counseling sessions.

12. Industry breakfasts: with alumni in selected industries (VC, Banking, IT, etc.)

Leadership

Sergei Arkhipov,
Valentin Preobrazhensky

Discussion Club

Goal

Create a proper Discussion Society allowing high-profile speakers (Ministers, Party Leaders, Top Businessmen, Politicians and Culture Elite) introducing their ideas and views to 30-40 Harvard Club of Russia members in order to test them in a safe intellectual environment and to receive a thoughtful feedback as well as additional ideas from our Club. Make the club more insightful about economics and politics in Russia, and more connected.

Planned Actions

1 Event per month (location and time are guest specific). Get the partner location for the Initiative. Find theInitiative Sponsor. Integrate the initiative to the Club's website and the Club's social media pages Assure media coverage for the Initiative.

Status

First event with Minister Fursenko negotiated Location for the first event is selected at Marriott Courtyard. List of target coming speakers is created. Negotiated 70% discount at Marriot hotel for regular renting conference room.

Fundraising needs

$20 000

Leadership

Sergei Arkhipov,
Andrew Klenov

Speaker Series

Goal

Launch an Initiative helping our club members to meet in person high profile Harvard people visiting Russia and other influential guests, whose experience might be too specific to attract a big audience. The capacity is up to 15 people to ensure free conversations at a conversational dinner or reception.

Planned Actions

1-4 Events per month. Ensure that each school at Harvard has a Club Liaison supplying the Initiative with speakers Location and time are guest specific yet we can have a pre-arranged partner for this. Get the venue partner. Find the Initiative Sponsor. Integrate the initiative to the Club's website and the Club's social media pages. Assure at least one media coverage for the Initiative per year with alumni and guest interviews.

Status

First event with William Tobey held. Location for the first event: Le Restaurant. List of Harvard School Liaisons – TBA by end November.

Fundraising needs

$20 000 or in-kind contribution with a quet place and pre-fixed menu.

Leadership

Valentin Preobrazhenskiy

Global Education

Goal

Launch study abroad scholarship program and increase share of foreign educated government officials from 0.2% to 15% among top 1000 till 202.

Planned Actions

Consolidate political support base and create advisory board. Develop and reconcile with the government legal documents and infrastructure Launch website for the program. Launch media campaign.

Status

President ordered government to launch the program. Prime minister reconciled concept of the program. Agency for Strategic Initiatives and Sberbank among strong supporters.

Fundraising needs

$5 000 (round table, site, and media promotion)

Leadership

Valentin Preobrazhenskiy,
Mikhail Priadilnikov

Moscow Mayor Office — Business Climate improvement

Goal

Help mayor office to find and make done initiatives improving business climate in Moscow Develop leadership capable to realize impactful policy initiatives.

Planned Actions

Gather initiative groups, brainstorm and select initiatives. Present initiatives to the mayor office and develop support base for initiatives Organize work groups to realize initiatives.

Status

Interest of a deputy mayor confirmed.

Fundraising needs

$ 5000 (5 events mostly for renting conference rooms)

Leadership

Nabi Abdullaev

Media Coverage improvement

Goal

Enhance media coverage of the Club, its members and activities.

Planned Actions

Introduce club officers to the media professionals writing on issues of higher education to cover related club activities and to make club officers easily accessible sources of references and quotes for these media (RIA Novosti, Russia Profile, Moscow News, Moscow Times). Introduce individual club members willing to get media quotes, coverage of their projects and profiling their business in media, with the relevant reporters/editors in the above mentioned media organizations. Prepare and circulate among the club members brief reminder requesting them to identify themselves, where appropriate, as members of the HCR when dealing with the media. Bring attention of colleagues in the media to HCR events, including Moscow Hack Pack FB group of expat journalists in Moscow. Develop lasting media stories related to the club and having general-interest media value, which can then be offered to the attention of media professionals. (e.g. elite education abroad for young Russian professionals, Discussion club initiative). Get HCR profiled in one of the magazines (The Moscow Times, The Moscow News or Russia Profile)

Status

Planning a meeting of the Club members with Svetlana Mironyuk, the chief of RIA Novosti. Planning a meeting of the Club members with Dirk Sauer, founder of the Independent Media (runs Vedomosti, The Moscow Times, Esquire, Cosmo etc.)

Fundraising needs

TBD

Leadership

Nabi Abdullaev
Svetlana Khmyrova

Admissions and scholarships

Goal

Enable potential students for all Harvard Schools to receive a clear information on the admission process, liaise with the admissions offices and provide clear information on available scholarships.

Planned Actions

Get in touch with admissions offices of the following schools to let them know of the Club and that we stand ready to assist with any needs or applicants from Russia: College, Graduate School of Arts and Sciences, Business School, Law School, Kennedy School, School of Public Health. Act as a liaison with the law school for their professors travelling to Russia. Participate in the college fair of the Anglo-American School (and other colleges). Work with MBA Consult and with Alex Zhelezny on content of "getting into Harvard" page 5) Arrange 1 daytime or early evening keynote speaker event with a woman speaker. Arrange meetings with potential Harvard law students (probably, in MGIMO and MGU)

Status

Svetlana Khmyrova from MBA Consult will launch the free monthly counseling sessions in January 2012 (see attachment for details).

Fundraising needs

TBD

Leadership

Alex Teplitsky

Social events

Goal

Provide the Club with an array of monthly social events in different formats.

Planned Actions

Quantity of events: Organize 10-12 social events per year, assist the team in organizing business events (round tables, discussion meetings, speaker series).
Quality of events: Expand the content of the club events to cocktail receptions, dinners, art exhibitions, movie-nights, etc.
Create regular joint events with other alumni clubs

Status

HCR Events are running on a monthly basis (Nov 2011: Art event at Karasi, Dec 2011: TBD) Invitation to Yale event for Nov 10th was sent to Club members.

Fundraising needs

TBD

Leadership

Alexander Blanc
Giulio D'Erme

Loyalty program for Club members

Goal

Create a loyalty club with 50 partner companies, obtaining discounts and special benefits for club members to increase the value for the club members and boost participation, resulting in at least 100 paying members in 2012, up from 50 in 2011.

Planned Actions

Discounts: Get discounts at selected online and offline companies. Bonus Pool: create a pool of fringe benefits available to club members. Due to limited amounts of bonuses available, the distribution will be based on first-come-first-served basis. Restricted events: Obtain access to activities and events with restricted entrance. Partner with credit card companies and concierge services, to enable an even easier access to more benefits through this partnership

Status

Discounts: reached agreements with 4 partners (discounts of 10% to 25%) at Harvard Business Review Russia, Eurowine, Accademia del Gusto and Sotheby`s Realty - see attachment for details. Bonus Pool: received bonuses in terms of discount cards and tickets (Maliy Theatre, Accademia del Gusto, Vigoda VIP, Triumph) – see attachment for details. Restricted events: got 10 entrances to Smoke Gentlemen Club quarterly events.

Fundraising needs

TBD

Leadership

Alexander Blanc
Ariel Barack

HR Counseling sessions

Goal

Create monthly HR counseling sessions for all club members, interested to learn more on job market trends, effective recruiting and job searching issues.

Planned Actions

Have 6 bi-monthly sessions aimed for companies, willing to get advice on how to reshuffle their hiring approach and to get an updated info on best practices on the market. Format – breakfasts of up to 15 pax, mid-week. Have 6 bi-monthly sessions aimed for individuals, willing to get advice on how do job search more effective. Format – breakfasts of up to 15 pax, mid-week.

Status

Reached agreement with the head-hunter (Ariel Barack, former CEO of Michael Page Russia) 2) First event will occur in January 2012. Final stages of negotiation with one of the restaurant chains to become the preferred hosting partner with significant discount.

Fundraising needs

$5 000

Leadership

Maya Melnikas
Volounteers

Woman club

Goal

Create Women Club events and initiatives, that would appeal to the largest community inside the club (1/3 are women), and get media coverage of the initiatives to position Harvard Club.

Planned Actions

Arrange at least 6 women speaker events (both with business women and), aimed to enable opinion exchange. Format will vary from business breakfast to small conferences, based on speakers. Get media coverage of the initiative

Status

First event will be arranged on with Maria Eugenia Giron, one of the leading Spain businesswomen on November 15th 10 am.

Fundraising needs

TBD

Leadership

Alexander Zhelezny

New website, e-tools and Marketing

Goal

Enhance Harvard Club of Russia internal and external visual communication in all aspects present today. Develop new ones for the future if necessary.

Planned Actions

Build a new Harvard Club of Russia website (update design, introduce newstructure, features and options; provide all programming and implementation). Redesign supporting visuals for Harvard Club activities and sessions. Possibly check and explore new types of communication (i.e. advertising videos, promos, events). Contribute to Club's conferences or Speaker Series in the fields of advertising, marketing communication and design, by arranging workshops from teachers of British Higher School of Art and Design and lectures or classes. from best acknowledged Russian professionals in respective fields.

Status

Working closely with the Board on the brief for the new Harvard Club of Russia website; listing and discussing new features. Negotiating with Speaker Series and conferences management on a new schedule and mentioned topics that members would be intrerested in. Discussing possible improvements to Club's visual communication.

Fundraising needs

TBD

Leadership

Marina Makovskaya

Fellows Program

Goal

Launch the Global Economy&Development Initiative to figure out the future evolution of competitive environment and business outlook in coming years. Launch the Fellows Program which is proposed to be the principal forum and seminar's series for the interaction of the Cabinet of Ministers, executives, practitioners with the Harvard Club of Russia and the academic community and faculty of Harvard as well. A comprehensive programme that helps to get an insight to adapt the unique economic and cultural environments around the world and to develop practical plans for tapping into new sources of economic growth. The program might be inaugurated in the belief that the Club's activities would benefit from the contributions of nonacademic and academic professionals with broad practical experience in global development. Launch the HCR Global Forecasting Service features executives interviews and examples from: -20 Q&A with executives and HCR Forecasting Service staff (at least one person).

Planned Actions

Event per month (location and time are under discussion). Quarterly Event at Cambridge University (Business &Sustainability Programme), Harvard (HBS) and Columbia University (Harriman Inst.). Integrate the Initiative to the Club's website and the Club's social media pages. Launch website for the program and assure media coverage for the Initiative.

Status

First event with the Cabinet of Ministers negotiated (Deputy Minister Oleg Fomichev) Forecasting Service is planned jointly with a Cabinet of Ministers. Location for the first event is selected at New York or Boston (December 2011 or January 2012).

Partners of the initiative

SME Bank, Insurance Company "ROSNO" Center ofInnovative Technologies.

Fundraising needs

$ 10.000 (round table, site, and media promotion)

Leadership

Marina Makovskaya

Global Economy & Development Initiative: International Financial Center in Russia

Goal

Create a Special Seminar on the International Financial Center in Russia with Club members and key players of financial markets in Russia. It helps to make the Club more insightful about local requirements of financial infrastructura, and more connected with many appropriate programs of Harvard.

Planned Actions

Regular monthly meetings with key parties. Ad hock breakfasts or dinners. Arrange joint meetings with an Academician A.Torkunov and a Department of International Finance, MGIMO. Assure media coverage for the Initiative.

Status

Meeting with a Deputy Minister Oleg Fomichev is planned on December 20. Arranged a dinner with Executives of the American Chamber of Commerce in Russia in December 2011.

Partners of the initiative

SME Bank. Center of Innovative Technologies

Fundraising needs

TBD

Leadership

Marina Makovskaya

Global Economy & Development Initiative: Energy Club

Goal

Create an Energy Club with interested companies and members of HCR specially designed for events and initiatives with global companies and will help navigate the challenges of managing people and projects across cultures, national boundaries and time zones and develop the right mindset to provide their best efforts.

Planned Actions

Arrange at least 6 events with key discussions. Agreed an event with a Pace Global (location and-time are under discussion) , November – December 2011 Ad hoc dinners. Get media coverage of the Initiative.

Status

Agreed an event with a Deputy Minister of Energy. Agreed an event with a Pace Global (location and time are under discussion).

Partners of the initiative

Russian Energy Agency. Center of Innovative Technologies. SME Bank.

Fundraising needs

TBD

Leadership

Alexander Blanc

Fundraising

Goal

Boost revenues from 25.000$ in 2011 to at least 100.000$ in 2012 through creation of the structured approach to fundraising. Create sustainable diversified financial model and enhance the value for the club members and partners.

Planned Actions

System: create a clear membership system with transparent rules and cost differentiation. Update the database and create the stream of reaching the new alumni with our value proposition, to ensure early involvement in Club`s activities. Individual memberships: double paying members from 50 to 100+. Sponsors and partners: create a value proposition for most of the sponsors. Reach agreement with at least 10 sponsorship partners (who would donate money or in-kind support for the club, needed to support the key initiatives)

Status

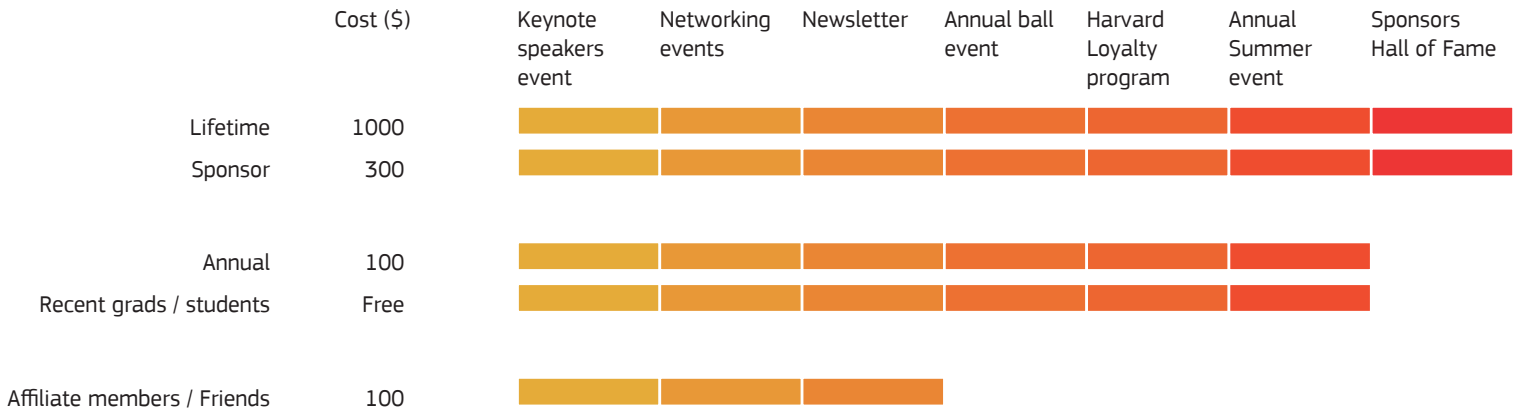
Membership system created (to be approved). Value proposition created for the partners. Initial discussions started with several sponsors (more involvement and help needed from all the executive team).

Fundraising needs

$ 10 000

Membership fees

Individual membership packages



Notes

1) All memberships are valid from January to December, except for Honorary Members, for whom it is valid lifetime 2) Members joining after June are eligible for 50% discount from the mentioned fees

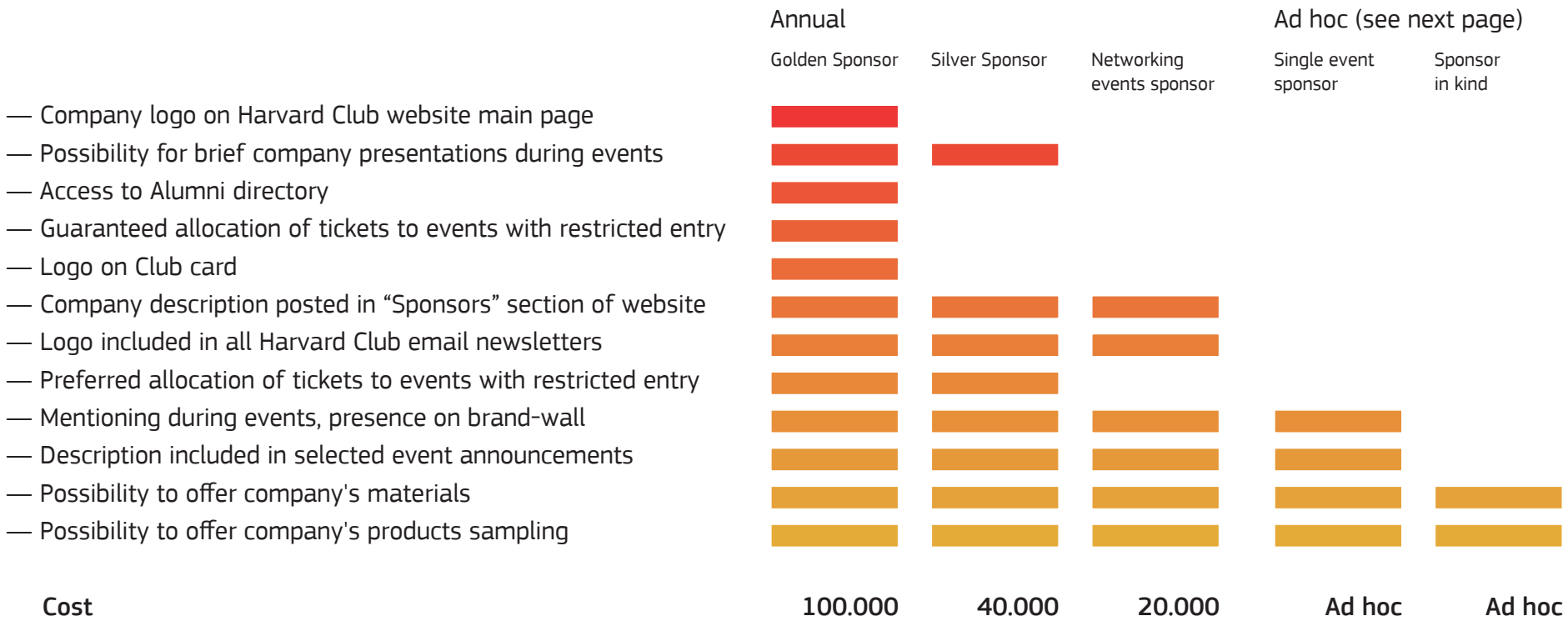
3) Recent graduates status is valid for 2 years since graduation

4) Harvard Loyalty program provides discounts at different merchants

5) Events with limited capacity go to lottery: 60% allocated to members, 30% allocated to associate members, and 10% allocated to Friends

Partnership opportunities

Sponsorship packages: annual or ad hoc (in USD)



Opportunity to sponsor single events

Annual

Annual Harvard-O-Hod boat cruise: Tradition for Harvard Alumni families	$ 30 000
Annual Election club meeting at Ritz Carlton: Traditional + Organizational event	$ 20 000

Quarterly

Newsletter	$ 1 000
Conferences: club's own conferences and in partnership	Ad Hoc
Joint events with other business schools (INSEAD, LBS, Columbia, Wharton, Booth, MIT).	$ 1 000
Specific initiatives: Moscow Mayor Office, Women Club events, etc.	$ 10 000

Monthly

Discussion Club: meetings with top politicians and business leaders	$ 5 000
Speaker Series: by Harvard Professors and external experts	$ 10 000
Social networking events	$ 3 000
Prospective students counseling sessions	$ 1 000
HR Counseling sessions	$ 1 000
Industry breakfasts: with alumni in selected industries (VC, Banking, IT, etc.)	$ 1 000

Contact information for partnership discussions

Alexander Blanc
Vice President and Treasurer

+7 985 999-27-82
ablanc@gmp8.hbs.edu

Team profiles

Iosif Bakaleinik

Board Chairman

Iosif Bakaleynik, Advisor to the Chairman of the Supervisory Board of Renova Management AG (Switzerland). In 2007 — 2008 Mr.Bakaleynik has served as Chief Financial Officer and Executive Board Member of Renova Management AG (Switzerland).

Mr.Bakaleynik has more than 25 years' operational experience in finance in Russia and abroad. From 2003 till 2007 Mr. Bakaleynik has been the First Vice president, Chief Financial Officer and a member

of the management board for OJSC «SUAL-Holding». In 2006 Mr. Bakaleynik has joined «Integra Group of Companies» as an independent Director. From 1997 to 2003, Mr. Bakaleynik served as First VP, CFO, and member of the Management Board of OJSC «TNK». In 1994-97, Mr. Bakaleynik served as a Board Chairman and General Director of OJSC «Vladimir Tractor Factory». In this position he was responsible for implementation of post-privatization restructuring of company. Mr.Bakaleynik has served for 2 years in the International Financial Corporation (IFC), including as a special advisor to the government of the Russian Federation for direct foreign investment in 1992.

Mr. Bakaleynik holds a PhD in economics from Moscow State University, and a master's degree (with honours) in business administration from Harvard University.

Vladimir Stolyarenko

Board Member

Vladimir Stolyarenko is President and Chairman of the Board at Evrofinance Mosnarbank. Prior to this he served as President and Chairman of the Board at Bank Evrofinance.

Prior to this Mr. Solyarenko held the position of Head of Russian Bureau at a French audit and advisory group SECAFI ALPHA and Associate Professor Money and Banking at the Department of international economics at the Leningrad Institute of Economics and Finance. Vladimir Stolyarenko is PhD in Economics, PhD in Law, MBA, and Certified International Investment Analyst (CIIA).

He is alumni of Harvard Law School, Leningrad Institute of Economics and Finance, Moscow Institute of Finance, Moscow State Academy of Law, London Business School & Columbia Business School.

Timothy Colton

Board Member

Timothy J. Colton is Morris and Anna Feldberg Professor of Government and Russian Studies and Director of the Davis Center for Russian and Eurasian Studies. His main interest is Russian and post- Soviet government and politics. He is the author of The Dilemma of Reform in the Soviet Union (1986); Moscow: Governing the Socialist Metropolis (1995), which was named best scholarly book

in government and political science by the Association of American Publishers; Transitional Citizens: Voters and What Influences Them in the New Russia (2000); and Popular Choice and Managed Democracy: The Russian Elections of 1999 and 2000 (with Michael McFaul, 2003).

He is currently writing a book on the statecraft of Yeltsin and coordinating a joint project on the post- Communist state. He was a fellow at the Woodrow Wilson International Center for Scholars,

a member of the Joint Committee on Soviet Studies of the Social Science Research Council and the American Council of Learned Societies, and vice-chairman of the National Council for East European, Russian, and Eurasian Research. He is a member of the editorial board of World Politics and Post-Soviet Affairs.

Rawi Abdelal

Board Member

Rawi Abdelal is the Joseph C. Wilson Professor of Business Administration at Harvard Business School. His primary expertise is international political economy, and his research focuses on the politics of globalization and the political economy of Eurasia. Professor Abdelal is a faculty associate of Harvard's Weatherhead Center for International Affairs and serves on the executive committee of the Davis Center for Russian and Eurasian Studies.

Professor Abdelal's first book, National Purpose in the World Economy, won the 2002 Shulman Prize as the outstanding book on the international relations of eastern Europe and the former Soviet Union. He recently completed his second book, Capital Rules, which explains the evolution of the social norms and legal rules of the international financial system. Abdelal has also edited or co-edited three books: The Rules of Globalization, a collection of Harvard Business School cases on international business; Measuring Identity; and Constructing the International Economy. Abdelal is currently at work on The Profits of Power, a book that explores the relationships among political leadership, state- building, foreign investment, and geopolitics in the Russian energy sector.

In 1999 Abdelal earned a Ph.D. in Government from Cornell University, where he had received an M.A. in 1997. At Cornell Abdelal's dissertation won the Kahin Prize in International Relations and the Esman Prize. He was a President's Scholar at the Georgia Institute of Technology, where he received a B.S. with highest honors in Economics in 1993. Recent honors include HBS Robert F. Greenhill Award and the Student Association's Faculty Award for outstanding teaching in the Required Curriculum.

Alexander Lupachev

Board Member

Alexander Lupachev is Chief Investment Officer at Skolkovo Foundation, the leading development agency in the high technology business in Russia. Previously he held senior executive positions at Delta Private Equity and Access Industries where he focused on TMT investments.

Mr. Lupachev was among the founding members of the Harvard Club of Russia, serving as Treasurer on 2004-2006 and President of the Club in 2007-2009.

Alexander holds a Bachelor of economics degree from Moscow Institute of foreign Relations (MGIMO) and Masters of Business Administration (MBA) degree from Harvard Business School.

Sergei Arkhipov

President

Sergei Arkhipov, CEO and a founder at Element 14 Polysilicon, a Semi-Finalist of the US nation-wide business plan competition CleanTech Open 2010. He is also a founder of Edim V Gorode .RU, an Internet startup.

Sergei graduated from Harvard Kennedy School and MIT (Sloan School of Management) in 2010. He focused on energy policy and security at Harvard and on energy technology and entrepreneurship at MIT. Prior to coming to Cambridge, Sergei was a serial entrepreneur and political advisor to a Deputy of the State Duma of Russia.

Sergei's area of interest is the nexus of clean energy technologies, policy and entrepreneurship.

Alex Blanc

Vice President and Treasurer

Alex Blanc is a private banker at UBS, a leading global wealth management firm. He is also a co-founder of Accademia del Gusto, Russia`s 1st Italian culinary entertainment center.

Alex graduated from Harvard Business School, where he completed the Executive MBA (GMP) in 2010. In 1997 he received a dual degree in Business Administration and Economics from the University of Jerusalem. Prior to UBS, Alex was Deputy CEO in Autolocator Telematics; in 2004-2007 he managed 1bln$ in sales as the Commercial Director of Indesit CIS (household appliances). Before returning to Moscow in 2004, he spent 7 years in Milan as a management consultant for Value Partners Group, a global business consulting firm with 3,000 professionals in 12 countries.

Alex is fluent in Russian, English, Italian and Hebrew, loves cooking and his two kids.

Alex Teplitskiy

Vice President for Social Activities

Alex Teplitskiy is a Founder & MD of Westpark Capital, Member of the Board of the CFA Association (Russia) and Big Brothers Big Sisters of Russia Charity. Since 2004, Alex lectures at the Higher School of Economics on M&A, Valuation and Corporate Finance, and delivers corporate training in Russia/CIS. He is also a visiting lecturer at Institute for the Development of Financial Markets.

In 2007-09, Alex worked at the Moscow office of RP Capital, UK alternative investment fund, where he ran private equity and financing deals. He also served as the CFO of RAV Agro-Pro holding. Prior to that, Alex was in the M&A Group of PwC, involved in 20+ M&A, valuation, due diligence and advisory transactions. Prior to returning to Russia in 2004, Alex spent around 10 years in the US, where he worked at Oppenheimer & Co Inc.

Alex graduated from Fairleigh Dickinson University with a degree in Finance (cum laude) and completed a summer program in Quantitative Methods in Business at the Harvard University. Alex is also a CFA charterholder and passed Series 7&63 National Association of Security Dealers examinations.

Valentin Preobrazhensky

Vice President for Keynote Speakers

Valentin Preobrazhenskiy is the managing partner at hedge fund Avega Capital and investor in hi-tech start ups. He is also one of the initiators of Global education scholarship initiative adopted by president of Russia and a co-chair of Money&Politics club.

Prior to Avega Capital, Valentin managed Proactive Russia Fund and generated alpha of 50% annualized. Previously, he was a portfolio manager and the director of research at Marcuard Spectrum (part of the Marcuard group with USD 2.5 bln under management). Through his previous roles at IHS CERA, RAO UES, Sberbank and Vneshtorgbank, he gained expertise in investment valuation and macroeconomic analysis.

Valentin graduated New Economic School with a Master in Finance degree. He holds a B.S. in economics from the Higher School of Economics and completed extension programs at Harvard and Stanford.

Maya Melnikas

Vice President for School Relations and Scholarships

Maya Melnikas is a partner at White & Case, an international law firm.

She graduated from Harvard University with a B.A. in Economics in 1987 and from Harvard Law School with a J.D. in 1990.

With White & Case Moscow since 1993, she has in-depth experience in international transactions related to the Russian Federation. She specializes in bank finance and regulation and mergers and acquisitions in the financial sector. She has also advised on numerous M&A transactions involving non-financial Russian assets, particularly in real estate, the hospitality industry, telecommunications and natural resources.

Maya is one of the organizers of the annual Jessup Moot Court Competition for Russian law students. Born in Minsk, Belarus, she was raised mostly in the United States and is a US citizen. She is married to a Lithuanian professor of music, with whom she has two boys.

Alexey Ivanov

Vice President for School Relations and Scholarships

Alexey is a partner with a Russian boutique law firm Nadmitov, Ivanov and Partners and also a lecturer at the Law School of National Research University – Higher School of Economics (HSE).

In the University Alexey also leads research activity in the sphere of legal reform for boosting competition and innovations in Russia. He previously worked as a head of legal in a leading Russian industrial group and served as an adviser to the Chairman of the 9th Arbitrazh Court of Appeals (Moscow) and the Chairman of the Federal Counsel Committee on Legal and Judicial Affairs.

In the Harvard Club of Russia Alexey is responsible for relations with HLS and other Graduate Schools, and development of scholarships programs.

Nabi Abdullaev

Vice President for PR

Nabi Abdullaev is a veteran journalist and researcher working with RIA Novosti's International Service where is a deputy director. Nabi Abdullaev is also a consultant for the World Bank.

Prior to this job, Nabi has held various positions within The Moscow Times newspaper.

He holds a degree in Public Administration from Harvard University's Kennedy School.

His research interests include Russian domestic politics, international security, terrorism, North Caucasus, insurgencies and conflict resolution.

Alexander Zhelezny

Vice President for Marketing and Advertising

Alexander Zhelezny is the CEO & President of the group of the companies Zhelezny Global: Zhelezny Outdoor, Zhelezny Digital and F26 Studio.

Zhelezny Global one of the major Russian media and creative agencies specializing in OOH segment, digital promotion and web design. Honored a Company of the Year National Prize in 2009, it offers advertisers up to 95% of all available OOH media in Russia, Ukraine, Baltic states, CIS and Eastern Europe thanks to its own custom-made, acclaimed Plan Z system.

After graduating from International Institute of Management, Business and Law (Ukraine), at the International Academy of Science, (San Marino) with High Distinction in B.A., Economics in 1993, Alexander began his career as a manager in a media agency located in Moscow, Russia, where he spent around 10 years.

Alexander entered the Harvard Business School in 2010 and completed several programs for executives. After HBS, he completed numerous programs at Stanford Graduate School of Business, The Wharton School and Kellogg School of Management. For many years now Alexander supports several non-commercial Christian organizations and Rehabilitation Centers for the Alcohol and Drug Addicted in Moscow and Tver region.

Passionate, Alexander loves to create and inspire new companies and projects and to get new inspirations from the talented people he hires and assigns for new tasks.

Andrey Klenov

Vice President for Government Relations

He took part in Exchange Program between the Davis Center of Harvard University and the Higher School of Economics of Moscow in 2011. Specializing in political problems of international relations, he is currently doing a research for his PhD thesis on U.S.-Russia relations in the context of transformation of European security. He also served as a consultant in the Department of International Relations of the Russian Ministry of Telecom and Mass Communications. He previously served as a member of regional control committee and headed the youth branch of regional youth legislative body in Ivanovo, Russia.

He did research on the practice of constitutional regulation in the framework of division of powers for his MA (Law) thesis. His main area of expertise is theory and practice of co-operation between authorities and business, on which he wrote articles.

Marina Makovskaya

Vice President for Global Economy

Marina is a Director of the Center of Innovative Technologies and a Visiting Lecturer on Economics at University. She graduated from Harvard Business School (1995) and was a Fellow of the Weatherhead Center for International Affairs at Harvard University (2006-07).

She has Ph.D in Economics and previously served as a Senior Research Fellow at the Russian Academy of Sciences and as a Senior Investment Analyst with the World Bank for Reconstruction and Development. Marina is the author of 2 books and numerous articles mainly on energy economics and investment in energy sector. Her professional achievements include fellowships from Harvard University (1995, 2006), awards by Korean Development Institute, Republic of Korea, award by the Nippon Research Foundation, Japan, Cambridge University, England.

Marina's area of interest is the classical music and fine arts, international economic affairs and racing vintage high-performance sports cars.

Giulio D`Erme

Liaisons and Partnerships officer

Giulio D'Erme is the General Manager for Russia at Triumph International a leading global producer & retailer of intimate apparel. Giulio is also the cofounder of Accademia del Gusto, Russia`s 1st Italian culinary entertainment center.

Between 2005 and 2010 Giulio acted as VP Sales & Marketing at Rosinter Restaurants Holding (leading Russian Restaurant Chain) where he lead the company growth from 200 to more than 450 Restaurants. Prior to Rosinter He worked for 7 years in Indesit Company in roles of growing responsibility including Area Marketing Director for CIS and Baltics and Marketing Director for Spain. His marketing experience extends to companies like Nike and Philip Morris International where he worked and the beginning of his career.

He graduated from Harvard Business School, where he completed the Executive MBA (GMP8) in 2010 and graduated in 1995 at the American University of Rome in International Business Administration. Moreover Giulio is fluent in English, Italian & Spanish and is a student of Russian language.

Ariel Barack

Career Counselling sessions

Ariel Barack is a finance professional turned executive search consultant that has built an impressive track record of placing executives in Europe and Russia. Having previously worked in finance for a FORTUNE500 HQ in Switzerland, Ariel was a top performer in Michael Page Switzerland before relocating to Moscow to launch the company's Russian operations where he previously managed teams that specialized in Banking, Sales & Marketing and HR.

Today Ariel is a Partner with SWIT Human Capital, a specialist management consulting & executive search boutique with a track record of placing complete management teams at start-ups as well as post acquisition and turnaround support for personnel and hiring issues.

Ariel built a reputation in Russia for speaking his mind and creatively solving hiring issues for multinationals and Russian holdings. He is direct, honest and loves to discuss and share about the topics of building solid management teams, staff retention, employer branding and talent pipeline.

Giulio D`Erme — Liaison and Partnerships Officer

Establish partnerships, formal and informal links between HCR & other Harvard Communities around the world to:

Global Reach of Harvard Community

— Increase the international visibility & prestige of Harvard Club of Russia
— To attract top international guest speakers from other clubs to HCR events
— Increase HCR membership benefits to other countries
— Possibility for HCR members to participate in other clubs activities world wide
— Other reciprocity deals with other Harvard Clubs

Loyalty program

Establish partnerships with local & international business community aimed at maximizing the benefits for Harvard Club of Russia members:

— Discount Programs for Members in the areas of Travel, Leisure, Publishing, etc.
— Partnerships with concierges and credit cards firms

Loyalty program for club members

First examples (aim to reach 25 partners by June 2012)

Discounts

Discounts at selected online and offline retailers. Accademia del Gusto: 10% permanent discount at cooking school. Harvard Business Review: 20% discount for paper and 25% on electronic subscriptions. Eurowine: 10% discount from wholesale wine prices. Sotheby`s Realty: 15% discount on real estate fees.

Status

Possibility to get access to limited amount of bonuses from our partners. Triumph Lingerie Stores: 30 VIP discount cards, granting 20% discount at retail stores. Accademia del Gusto: 10 vouchers of 3.000 Rub each for cooking school. UBS Wealth Management: 20 tickets to Maliy theatre at private lodge. Vigoda.VIP: free cards (luxury flash sales site).

Closed events access

Guaranteed entrance to selected exclusive events. Smoke Gentlemen Club: 10 tickets to cigar&spirits events.

— Monthly career counselling sessions, aimed at two different communities
— Timing and place to be communicated through the web site, Linkedin and Facebook groups

Ariel Barack — Career Counseling sessions

(launch in Jan 2012)

For candidates

— Approaching the job search (where to start ? when to start? who to talk to?)
— Deciphering job descriptions & CV writing
— Speaking to recruiters, do's & don'ts
— Interview skills
— Applying to employers, HR vs decision makers + negotiating the role and compensation
— Using on-line media and understanding its impact

January, March, May, July, September, November

For employers

— Recruiting the way steve jobs would be proud (Building effective hiring processes)
— Hiring top talent is not the same as filling positions with good people (Creating employer branding and talent pipelines)
— Measuring hiring performance (performance profiles as part of regular reviews)

February, April, June, August, October, December

Svetlana Khmyrova

Admissions Counselling

Svetlana is the Managing Director of MBA Consult. Prior to joining MBA Consult, Svetlana has been an Entrepreneur, concentrating on HoReCa and Retail industries. Before becoming Managing Director at MBA Consult, she has worked her way up from Sales and Client Relationship Manager to Head of Client Department. She acquired a significant experience and expertise in complex consulting of clients including selection of business schools/universities, MBA, EMBA, MSc and bachelor programmes as well as preparation for TOEFL/IELTS, GMAT and GRE.

MBA Consult, established in 1998, is the first Russian company specialized in GMAT/TOEFL prep courses along with graduate and postgraduate admissions consulting and trainings. Main clients are those who are going to apply to MBA, Executive MBA, MSc, BSc, LLM, PhD programs of top-ranked international universities. MBA Consult weekly holds free meetings, seminars and information events with b-school officials, alumni, b-school students and others whose advice and assistance could help applicants.

Svetlana Khmyrova — Admissions Counselling sessions

(launch in Jan 2012)

Counseling sessions

Information sessions and consultations involving Club-members as speakers and experts. These sessions will touch upon various topics, among them how to improve your chances to win admission to Harvard, How to get accepted to Harvard Business School, How to make your application stand out from the crowd etc.

— HBS: January, March, May, July, September, November
— Other schools: February, April, June, August, October, December. Maximum participants: 30

Admission process info

MBA Consult will develop and maintain a section about the admission process for the Club's website www.harvard.ru and will distribute information on Harvard University programs and the admission process among prospective students on regular basis.

— Monthly admissions counselling sessions and info section creation and update
— Timing to be communicated through the web site, Linkedin and Facebook groups

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