



Government
of Canada

Gouvernement
du Canada

Canada

CONCIERGE

YOUR GUIDE TO
VOTRE CONSEILLER EN INNOVATION



funding
financement



expertise
experts



programs
programmes



advice
conseils



facilities
installations

Neil Gibson – Innovation Advisor - @NeilRGibson

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Presentation Overview



- Concierge - what is it?
- How Concierge works
- Some examples of current programs

- Launched in December 2013
- **Free** service
- Offered by the National Research Council
- Personalized guidance and advice on government innovation programs for SMEs
- Delivered by **Innovation Advisors** across Canada



Innovation Advisors



Mandate

Support R&D-based SMEs that are developing an **innovative product, technology, platform or service** with the goal of growing their company (revenue, job creation).

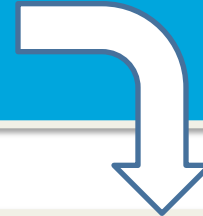


How Does it Work?

Contact Concierge



Consultation – Phone/in-Person



Follow up: e-mail & Referrals

Some of our partners...



FEDERAL PROVINCIAL REGIONAL

DRDC
RDDC



IQ Investissement
Québec

Canada
ARC-CMRC



FINBIF
INNOVATION



Alberta Innovates
Technology
Futures

Mitacs



wavefront
ACCELERATED
COMMERCIALIZATION



futurpreneur
canada



Industrie
Canada

Industry
Canada



Ontario Centres of
Excellence



Agriculture and
Agri-Food Canada
Agriculture et
Agroalimentaire Canada



Public Works and
Government Services
Canada



Natural Resources
Canada
Ressources naturelles
Canada

Canada

ceim



Agence de
promotion économique
du Canada atlantique

Canada

**Économie,
Innovation
et Exportations**

Québec



Agence du revenu
du Canada



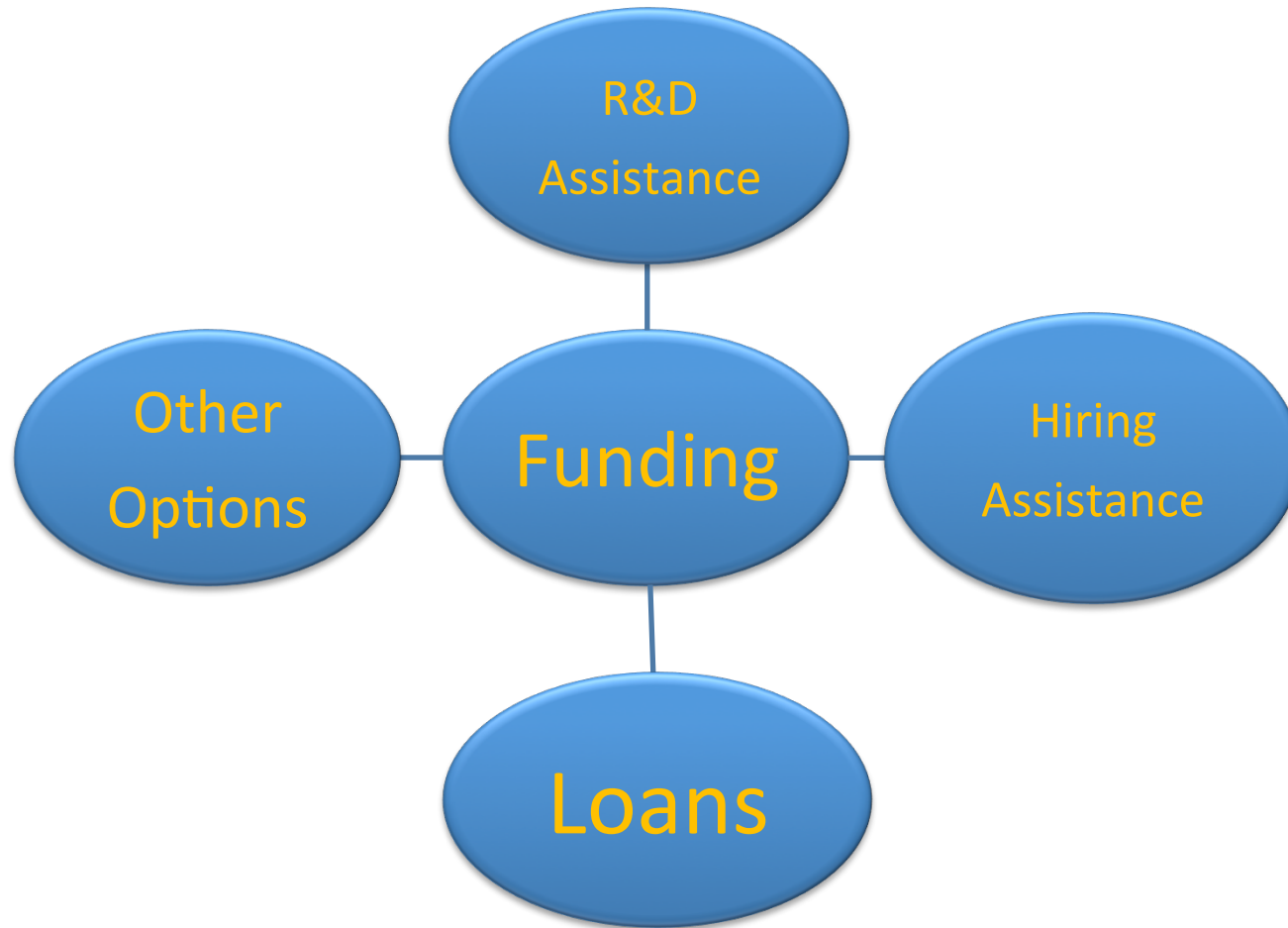
Développement
économique Canada
pour les régions du Québec

Canada Economic
Development
for Quebec Regions



Canada Revenue
Agency

Types of Funding



Research & Development Assistance





Industrial Research Assistance Program (IRAP)

- Support the needs of **SMEs** engaged in **innovative technology-driven activities**.
- Assist firms to develop technologies and incorporate them into competitive products and services **to be commercialized** in the global marketplace.

If your company...

- Is a SME incorporated, for-profit, in Canada
- Has fewer than 500 full-time employees
- Is open to developing a **trusting relationship** with IRAP
- Has the objective to **grow** and **generate profits** through development and **commercialization** of innovative, technology-driven new or improved products, services, or processes **in Canada**.

...it **may** be eligible for support!





IRAP

Administered by **Industrial Technology Advisors (ITA)**

- Expert Advice; Networks, Validating, Partners
- Youth Employment Program (YEP)
- Youth-Green (green sector, not PS grad).
- International programs (CIIP, Eureka)
- Financial Contributions (non-repayable)
- **Competitive!** based on level of technological innovation, market potential, team etc.

Application Period: Open (via Concierge/ITA)



Canada Revenue Agency

Biggest R&D Incentive

- \$3.6 Billion
- 23,000 Companies

Scientific Research and Experimental Development (SR&ED)

- Type: Tax Credit
- Up to 64% eligible R&D expenditures
- R&D projects for eligibility based
- Documentation and time tracking imperative.
- CRA offers free pre-project reviews for eligibility first time SR&ED claimants.

*Application Period: Open - File with T2
Retrospective 18mo after year end*



INTERACTIVE DIGITAL MEDIA TAX CREDIT

- Type: Tax Credit – 17.5%
- Tax credit for creation of interactive digital media content
- Games, educational and entertainment software, simulators
- Registered in BC
- Over \$100K in eligible salaries

Application Period: Open to 2018



NSERC
CRSNG

ENGAGE GRANT

- Type: Grant - \$25,000
- Research Project to solve an identified technical challenge
- Based on technical challenge match with professor
- Need to have 2 FTE or 2 years in business
- Company: in-kind contribution (hours, materials, support)

Application Period: Open

MITACS ACCELERATE



- 50% Matching Grant - **\$7500**
- Scalable **4 months research internship** by a graduate/M.Sc./Ph.D student
- Mitacs help SMEs find the expertise
- Potential to take on longer term placement (Elevate)

Application Period: Open

Loans



Various Loans

Some examples...



Industry Canada



Canada Small Business
Financing Program



Western Economic
Diversification Canada

Hiring Incentives



BC TECH CO-OP GRANT



- Co-op hiring grant - **\$2,700**
- Up to 25% of co-op student's salary
- For tech companies hiring their first Coop students OR Coop students in their first term.
- Limit: 4 per company

Application Period: Open

EXPERIENCE AWARDS*



**NSERC
CRSNG**

- Coop hiring grant - **\$4,500**
- Hire an undergraduate science/engineering student for 16 weeks
- Limit: 15 per company

Application Period: Open

*Previously Industrial Undergraduate Student Research Awards (IUSRA)



DIGITAL SKILLS YOUTH INTERNSHIP PROGRAM

- Type: \$16/hr salary (4% holiday and MERC)
~ **\$10,420**
- To hire 15-30 year old for minimum of 16 weeks in a digital role
- Post secondary graduates
- 15-30 years old
- Minimum 5 employees, 2 years in business

Application Period: Open Now

ICTC CareerConnect



- Type: **\$14,000** wage subsidy (50% match)
- To hire a recent graduate into an **ICT job**
- 15-30 years old
- Intend to take on **permanent** position

Application Period: Open



EYC INTERNSHIP PROGRAM

- Type: **\$15,000** wage subsidy (50% match)
- To hire a recent graduate into a tech position with a significant environmental component.
- 30 years or younger

Application Period: Open



BIOTALENT

- Type: **\$20,000** wage subsidy (50% match)
- To hire a recent graduate into a Bio-tech job
- May cover wide range of jobs: manufacturing and production, product commercialization, QA/QC, sales, regulatory affairs, biosafety etc.
- 15-30 years old

Application Period: Open

Other Assistance



BUILD IN CANADA
INNOVATION PROGRAM

BUILD IN CANADA INNOVATION PROGRAM

- Type: Purchase of product/service (up to \$500,000)
- Must be pre-commercial (TRL7-9)
- Competitive proposal process based on level of innovation

Open Now – (Continuous Intake)



CanExport

- Type: reimbursement of expenses to develop new export market
- Application Period: Open
- 50% of expenses, \$10K to \$99,999
- Travel, tradeshow, market research, and more.
- Must have at least \$200k in revenue
- No more than \$50M in revenue

Open Now



Thank-you!

Followme! on Twitter: @NeilRGibson

Want to grow? Get connected now!

1-855-534-8433

Hours of operation:
4:30am to 4:30pm PST
Monday to Friday

or visit

concierge.innovation.gc.ca





Value Creation: the Key to Funding

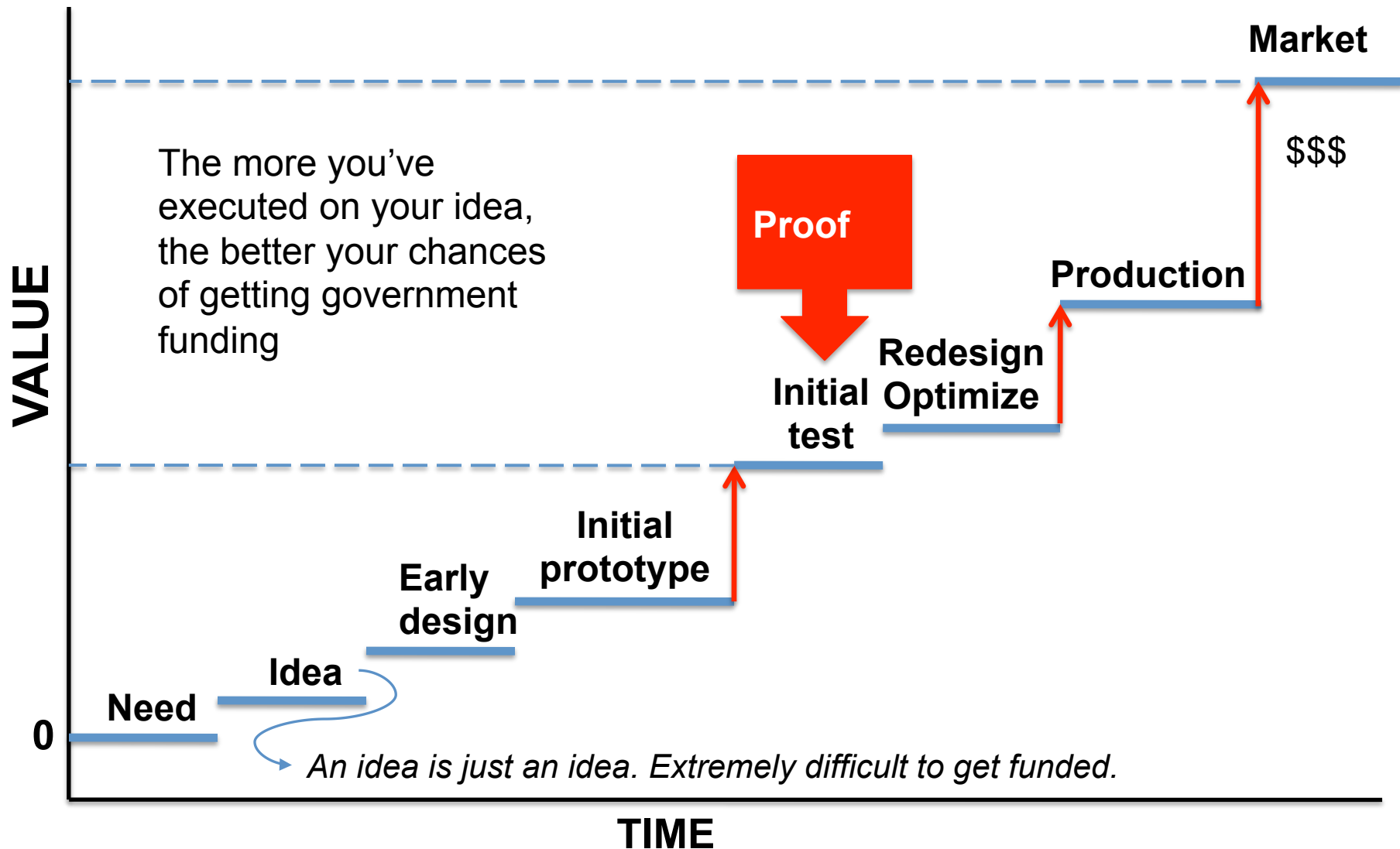


Table Stakes for Funding

