

A decorative graphic in the top right corner consisting of a grid of circles. The grid is 3 rows by 5 columns. The top row has four dark blue circles, with the second one from the left being red. The middle row has five circles: the first is dark blue, the second is light blue, the third is dark blue, the fourth is dark blue, and the fifth is pink. The bottom row has two dark blue circles.

# **NRC IRAP**

## **INDUSTRIAL RESEARCH ASSISTANCE PROGRAM**



# Industrial Research Assistance Program

## MANDATE

**STIMULATE WEALTH CREATION** for Canada through innovation

## MISSION

**ACCELERATE THE GROWTH** of small and medium-sized businesses by providing them with a comprehensive suite of innovation services and funding

## VISION

**BE THE MOST IMPACTFUL PROGRAM** of its kind in the world, where Canadian firms go first to transform their ideas into commercial success

# Industrial Research Assistance Program • NRC IRAP

**75 YEAR**

PROVEN TRACK  
RECORD (SINCE 1947)

**\$468M**

ANNUAL CONTRIBUTION  
FUNDING INVESTED IN  
SMEs

**9,078**

FIRMS RECEIVING  
ADVISORY SERVICES,  
FUNDING or  
REFERRALS

Data from FY 2021-2022

# Industrial Research Assistance Program • NRC IRAP

**16,160**

**JOBS SUPPORTED  
IN SMEs**

**2,238**

**YOUTH INTERNSHIPS  
SUPPORTED**

**966**

**ASSESSMENTS  
COMPLETED  
(FOR OTHER GOVERNMENT  
DEPARTMENTS)**

Data from FY 2021-2022

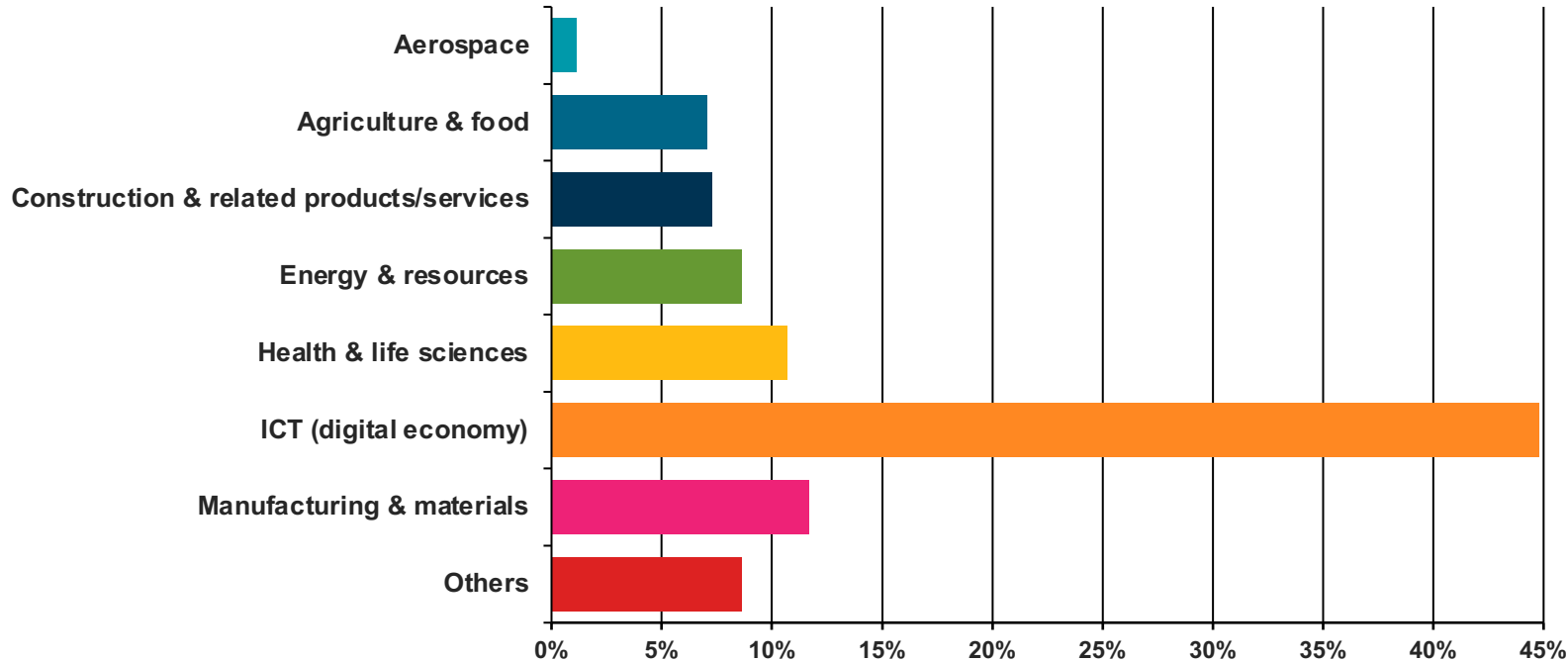
# Industrial Technology Advisors (ITAs)

- Private sector experience
- Later in career cycle (typically 20+ years experience)
- Senior managers and entrepreneurs
- Most have an engineering or science background
- 262 advisors across Canada (FY 2021-2022)



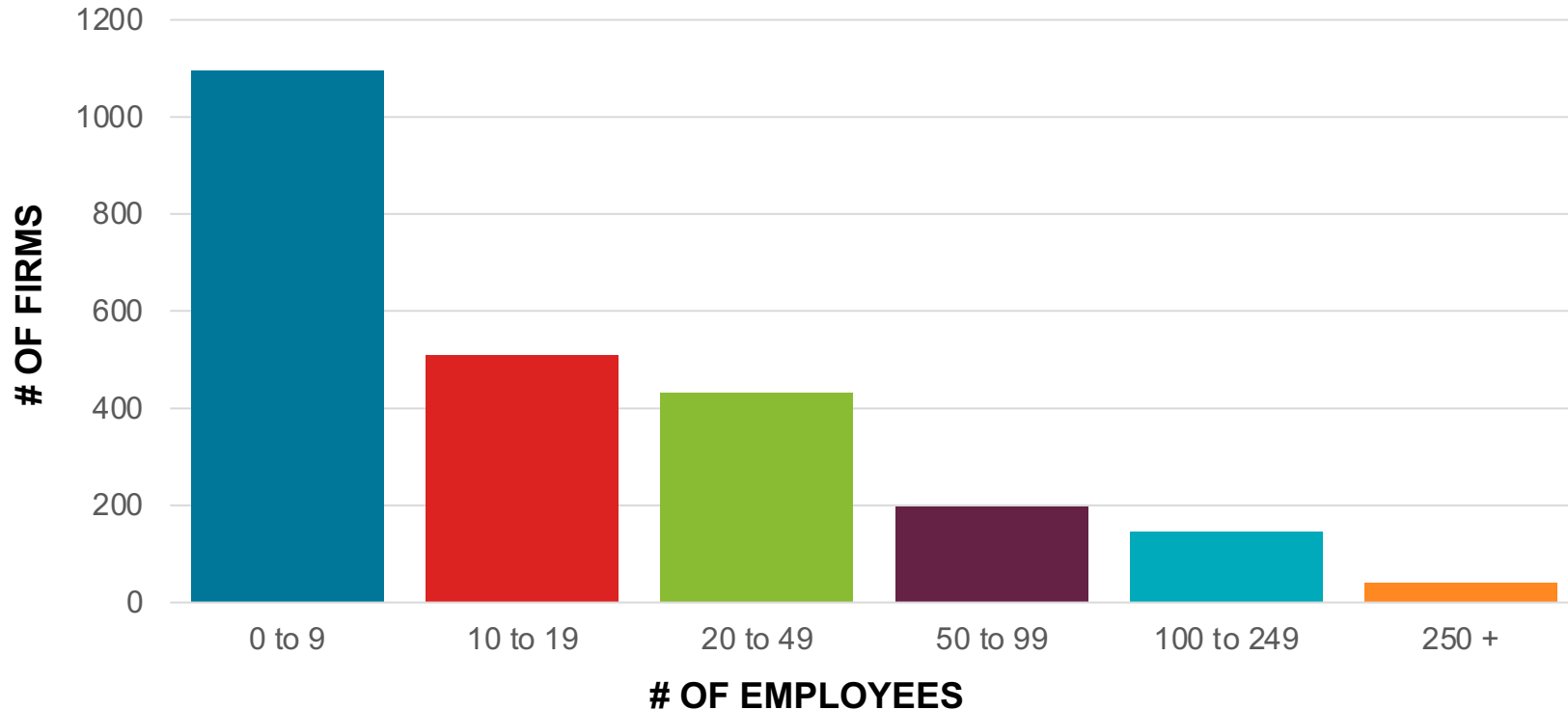
# IRAP Clients by Industry Sector

Source: FY 2021-2022



# IRAP Clients by Company Size

Source: FY 2021-22





# IRAP MANDATE

## Stimulate Wealth Creation for Canada

- Accelerate growth of small and medium enterprises
  - More Revenue (GDP), Profits, Employment, R&D, Intellectual Property
- 

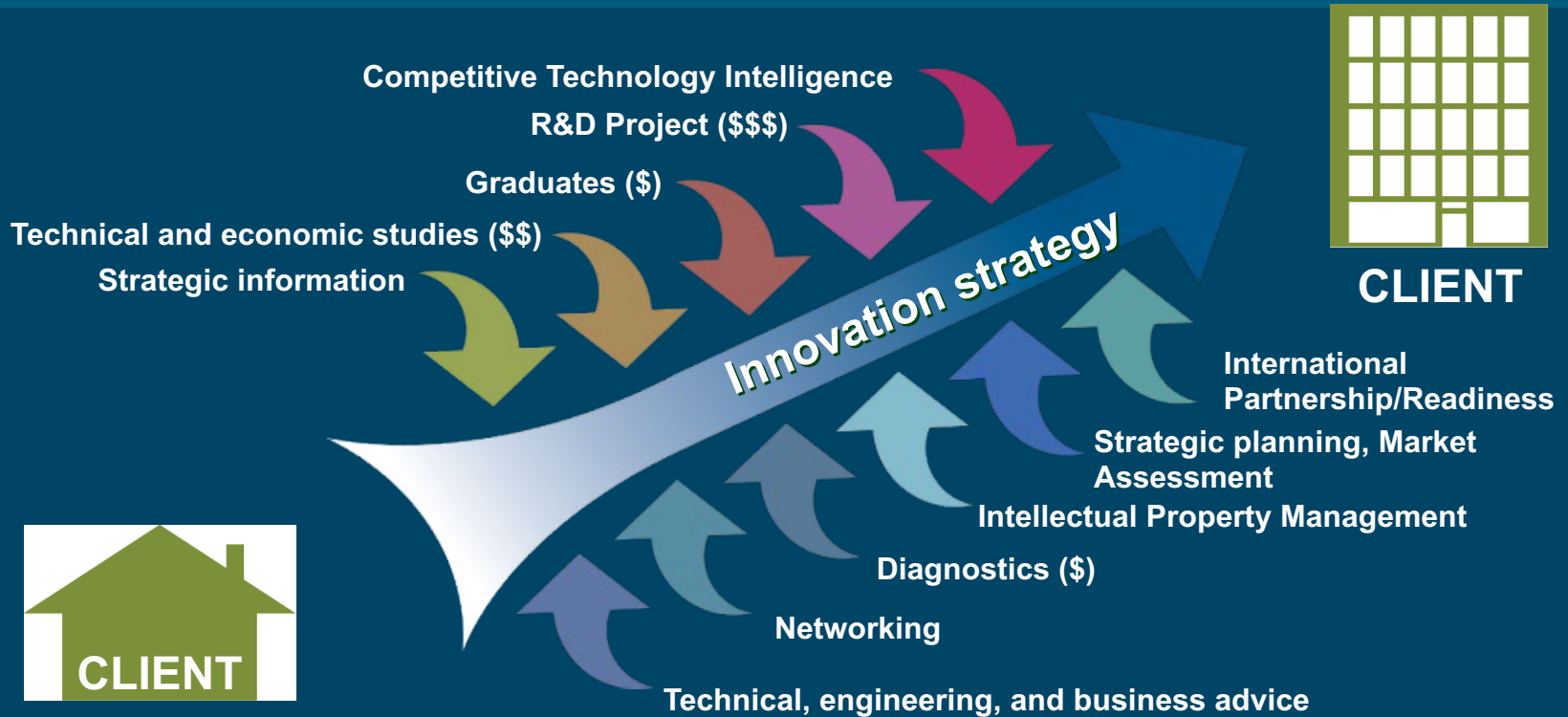
via

## Technological Innovation

- Research and Development
- New or Improved Product, Service or Process

## Benefits to Canada

# Advisory and Funding Services



# Who can we select?

## BASIC ELIGIBILITY

- Incorporated SME operating in Canada
- 500 or fewer employees
- Objective to grow through innovation

## ASSESSMENT OF THE BUSINESS

- Business opportunity
- Management & financial capabilities
- Potential to achieve expected outcomes
- Plan to commercialize results



# Who can we select?

## ASSESSMENT OF THE PROJECT

- Project plan and challenges
- R&D team's capacity to achieve success
- Potential impact on the firm and Canada



# Funding Myths

**Myth:** I have a brilliant idea, how can I get a grant to fund it?



**Truth:** IRAP is not a grant

The government does not provide “seed funding”. You need to use savings and/or find investors first

# Funding Myths

**Myth:** IRAP funding is easy to get



**Truth:** IRAP funding is *competitive* –  
and requires documentation,  
collaboration and matching funds

# Some considerations



## Common reasons for not investing:

- Just an idea
- Lack of innovation (no likely IP)
- Limited commitment
- Marginal niche
- Lack of customer discovery
- Lack of credible business plan
- Single founder
- Lifestyle business
- No matching cash
- Unincorporated
- Don't own/control your IP

## Table stakes for investing:

- Prototype built
- New tech, process, biz model
- Full time employees
- Sizeable market
- Early customer validation
- Credible Lean or Business Canvas
- Dedicated team
- Growth/employment creation
- Revenue or investors/own money
- Canadian corporation

# Questions?

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IRAP Call Centre 1-877-994-4727



# MITACS

## A key link between industry and post-secondary

Enables access to talent and specialized facilities

Creates job opportunities for graduate students, post-docs

**\*\*Get on the mailing lists –programs may change or update. Reach out to local MITACS account managers for further details**

# NSERC

## Part of Tri-Council (CIHR, NSERC, CIHR)

### I2i Idea to Innovation

Develop promising tech and scale it up to be tech-transfer ready

## ALLIANCE

Support R&D involving collaboration of university with industry partners

(May be other programs in development)

**\*\*Get on the mailing lists – programs can have deadlines, and sector-specific programs may come up on their own schedule**

# CANADA'S INNOVATION SUPERCLUSTERS



ADVANCED MANUFACTURING  
SUPERCLUSTER



DIGITAL TECHNOLOGIES  
SUPERCLUSTER



OCEAN  
SUPERCLUSTER



PROTEIN INDUSTRIES  
SUPERCLUSTER



SCALE.AI  
SUPERCLUSTER

# Superclusters

## Each Supercluster is unique, but include:

- Large and small companies
- Researchers and academics
- Not-for-profit organizations
- Accelerators and incubators

## Focused on different industry sectors:

Advanced Manufacturing, Ocean tech, Protein Industries, Digital technology, AI

**\*\*Get on the mailing lists – programs can have deadlines, and sector-specific programs may come up on their own schedule**

# ISC, IDEaS

**Both are challenge-based, and are competitive. Open to all innovators (academia, companies big and small)**

## **Innovative Solutions Canada (ISC)**

Support R&D and prototype testing in real-life settings

## **Innovation for Defence Excellence and Security (IDEaS)**

\$160M in Canadian science and technology over past 3 years

**\*\*Get on the mailing lists – challenges come up on their own schedule, and can have tight turnarounds**

# SDTC

## Sustainable Development Technology Canada

- Support Canadian companies that are clean technology trailblazers –leaders in their efforts to develop and demonstrate new environmental technologies that address climate change, clean air, clean water and clean soil.
- SDTC works across public and private sectors to get new ideas to market faster and grow firms to scale sooner.
- Two funds: “Cleantech” and “seed”

**\*\*Get on the mailing lists – call for proposals/intakes come up on their own schedule, and programs update periodically**

# SIF

## Strategic Innovation Fund (SIF)

- SIF's objective is to spur innovation for a better Canada by providing funding for large projects (over \$10 million in requested contribution).
- Multiple 'streams' - 'business innovation and growth' (1-3) and 'collaborations and networks' (4 & 5)

**\*\*Get on the mailing lists – call for proposals/intakes come up on their own schedule, and programs update periodically**

# PacifiCan (was WD)

## Pacific Economic Development Canada

- Business support for entrepreneurs
- Innovation funding and support
- Funding for not-for-profits, and community economic advancement

BC-focused. ACOA (atlantic), FedDev/FedNor (Ontario) are regional equivalents

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# Questions?

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