NATIONAL RESEARCH COUNCIL OF CANADA

Industrial Research Assistance Program

Larry Taylor
Industrial Technology Advisor – ITA

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NRC – IRAP Overview

1. What is IRAP
2. What do we do
3. How do we support clients
4. How do firms become a client
IRAP MANDATE

Stimulate wealth creation in Canada through technology innovation

By providing innovation support services (advisory, networking, funding)

With a focus on private sector companies with less than 500 employees - SMEs
Why SMEs?

- SMEs are a significant engine of growth in Canada
- 98% of Canadian private sector companies are SMEs
- Account for 78% of private sector jobs
- Have fewer resources to pursue innovations
- Often have a lower company survival rate
What does IRAP do?

• We focus on supporting the ability of SMEs to use innovative technologies to drive their business activities.

• By assisting firms to develop, adopt or adapt new technologies which create/enhance commercially viable products or services leading to business growth.
Delivered by a network of over 400 professionals located in more than 100 communities
• Consists of 250 ITA’s
Work with Many Industry Sectors

Aerospace
ICT - Digital
Life Sciences Health
Agriculture & Food
Construction
Manufacturing & Materials
Energy & Environment
We support clients in many ways

- Provide advisory services (via team)
- Offer strategic business intelligence
- Help firms to validate a business idea
- Networking linkages with partners
- Provide targeted funding support where warranted
The IRAP Business Model

Networking & Partnerships
Strategic Planning
Market Assessment
Intellectual Property
Technology Advice
Business Advice

Business Innovation

CAIP
Funding of Organizations
Other Funding
Youth Employment Program
BIAP
IRAP Project

Funding Tools
IRAP Funding Programs

IRAP Program
Support for innovative technology projects with SMEs that fit the IRAP criteria

Business Innovation Access Program (BIAP)
Assist Canadian SMEs to access services at universities, colleges and other public research institutions. Short-term project to address a well defined innovation issue

Youth Employment Program (YEP)
Helps SME’s hire highly skilled post-secondary graduates. 6-12 month term

Contribution to Organizations
Contributions to Not-For-Profit organizations that directly assist SMEs

Canada Accelerator and Incubator Program (CAIP)
Contributions to Accelerators and Incubators to support early-stage SMEs that are investment ready and poised for growth.

Example: Manitoba Technology Accelerator (MTA) received $1.06M through IRAP in 2014.
How to become a client
Criteria for Client Consideration

- Company must be a “for profit” entity incorporated in Canada with fewer than 500 full time employees – A SME

- The company has the potential for strong business growth through implementation of a new technology/innovation capability – A Gap

- The innovation is aligned with the company Strategic Plan for growth and increased profitability…..ideally having International potential.

- Must be open to develop a trusting relationship with NRC-IRAP
The Client Assessment Process

A Technology Advisor will meet with you to understand

- Your business structure (ownership, management)
- Your business strategy
- The nature of your sector (products, services, customers, competitors)
- Company resources (human, financial, capital)
- The innovation idea and status – the potential for a project……
What is a “Project” idea?

- A plan targeted at how to implement the innovation idea
- Fits with the company Strategic Plan.
- Has a well defined action plan to achieve specific objectives.
- Funding requested is well defined and justified.
- Has a defined time frame for completion

* If accepted then Client drafts a proposal
Project evaluation by IRAP

1. Project assessment/approval:
   • Understanding the business opportunity
   • Evaluating the firm and capabilities
   • Assessing the technical uncertainties/challenges

2. Determining the financial contribution level:
   • What activities are required to accomplish the project?
   • What is the overall cost of the project?
   • Are the project costs reasonable?
   • What effect will the IRAP contribution have on the project’s success?
   • What portion of the project will/can IRAP fund?
What does funding cover?

- Only costs within the defined project.
- Eligible salaries and consulting fees.
- Does not cover capital expenditures.
- Does not cover 100% of project costs.
- Is a reimbursement of eligible expenses after paid.
Client Satisfaction

- IRAP Clients were surveyed to ask what business results they experienced following their project completion:

  *All Canada, All Sectors, 3 Year Average*

- 70% increased sales
- 61% increased market share
- 60% hired additional employees
- 35% experienced cost reductions
Project support and follow-up

IRAP works with you from start to finish:

• Offer support throughout the life of your project
• Help to reach the technical objectives of your project
• Follow-up to maximize benefits from project success
To contact an ITA in your area

1-877-994-4727
www.nrc-cnrc.gc.ca/irap

THANK YOU