

LEGEND

-  NRC-IRAP ITA
-  NRC-IRAP Regional Office
-  NRC Institute
-  NRC Cluster

NRC-Industrial Research Assistance Program (NRC-IRAP)



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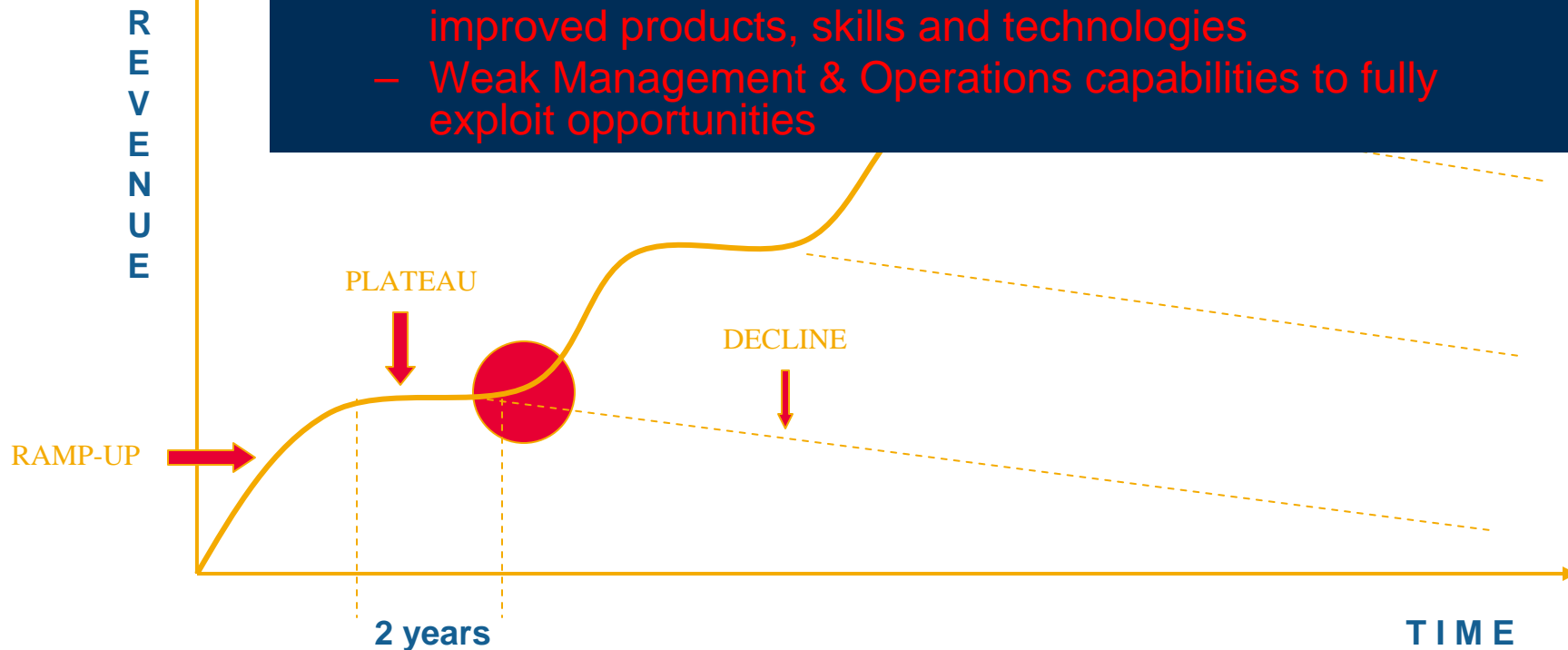
Canadian SME's Statistics:

- Approximate number of incorporated : **2.1 Million**
- 98% of businesses employ less than 100 people
- 74% have less than 10 employees.
- SMEs account for 80% of new jobs created and 82% of all new technologies
- Revenues of **75%** SMEs \leq **\$ 5.0 Million**
- **Survival rate for new small businesses average at 72% after one year, 44% after three years, 32% after five years**



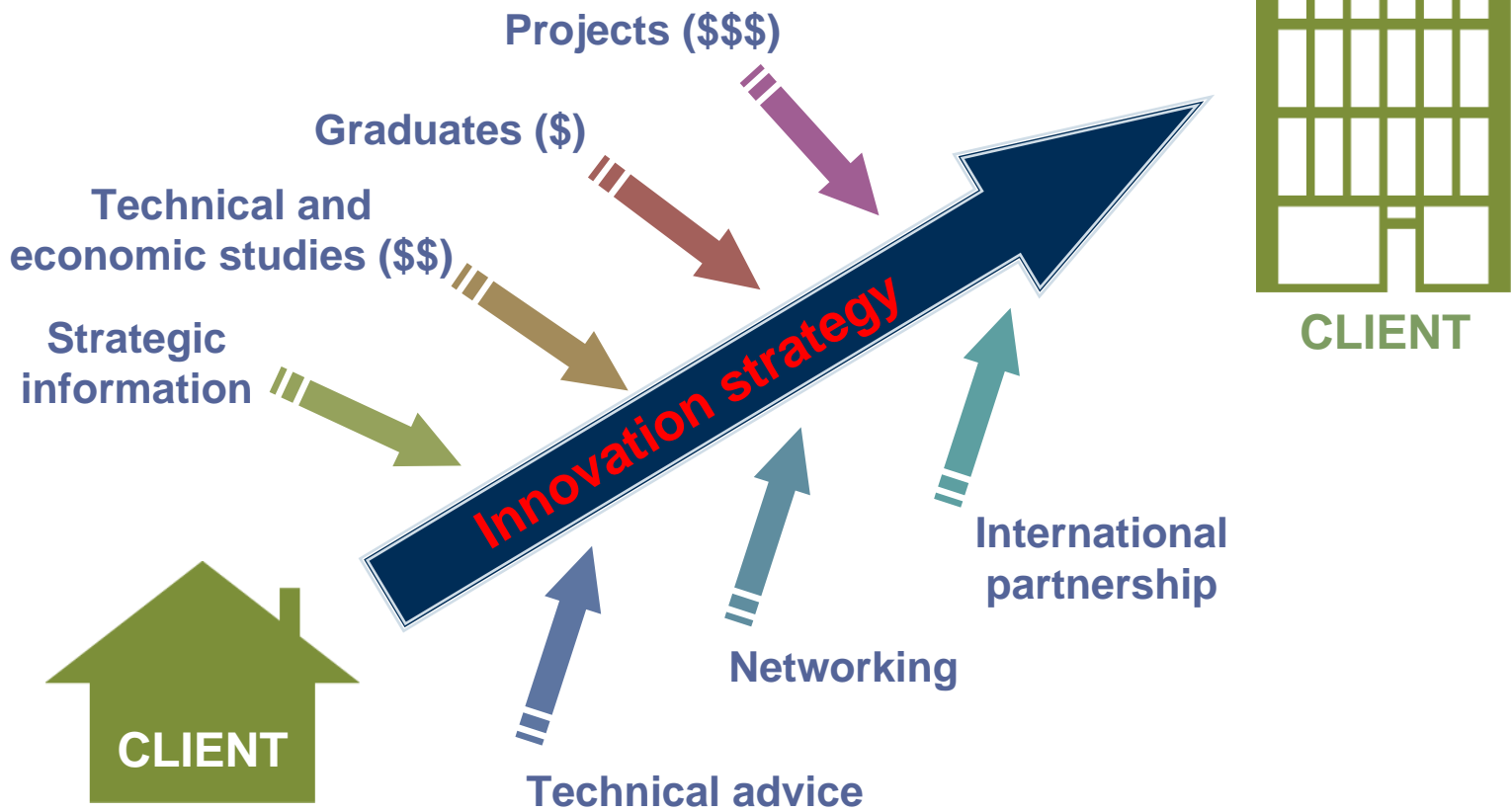
Significant Innovation And R&D Challenges

- Canadian SMEs struggle to grow into medium-sized enterprises. Why?
 - SMEs have limited resources to invest in new and improved products, skills and technologies
 - Weak Management & Operations capabilities to fully exploit opportunities



ARE COMPANIES READY FOR CHANGE?

The support process



Client & contribution Criteria table

(Based on 2010 Terms and Conditions)

SEQUENCE



Firm eligibility for support (to be a client)	Resource Allocation (eligibility for contribution)			
	Firm eligibility	Project eligibility	Level of Contribution \$	Allocation of \$
Willingness to establish trusted relationship. - and - Willingness & potential to improve its technological innovation capability.	For profit. - and - 500 employees or less. - and - Incorporated legal entity carrying on business in Canada. - and - Willingness to accept conditions of contribution including Benefits to Canada clauses.	Structured process. - and - Potential to produce an Innovation (<i>competitiveness</i>) - and - Potential improvement of technological innovation capabilities.	Degree & nature of technological uncertainty in the client's context. - and - The difference that an IRAP financial contribution can make in terms of the firm's technological innovation capability. In view of this criterion, consideration is given to such factors as: project/activity selection, scale, scope, time acceleration, resources, quality of results, and need for financial assistance.	Up to 100% of technical salaries and 75% of Contractor Fees.



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What can we do to help now?

- Contribution Agreements to Firms up to \$1 million per year (average \$94K per new project for fiscal year 2007-08) – up to 75% total NRC-IRAP project costs
- Simplified and quick review procedures for small projects (<\$50k)
- Salary costs supported up to 100%
- Contractor fees supported up to 75%
- Research- or technology evaluation-related travel and living expenses (commonly known as TIP)
- Contributions to Organizations
- Youth Employment Program (\$30k for 1 yr)





Who provides our core services?

Experience

- 240 field staff
- 75% have Masters or PhD
- 80% have specialized industrial experience
- 45% have run their own R&D facility
- 65% have some experience in working at other federal government labs or departments
- 34% have been entrepreneurs

Outreach

- Field staff are located in 147 offices / 100 communities
- Each work with 42 clients per year
- 11 of their clients will receive funding from NRC-IRAP
- Typically make 105 client site visits a year

Services

- R&D project advice
- Competitive Technical Intelligence
- Networking and linkages
- Funding opportunities & programs

**Industrial Technology Advisor*

Who to contact in Edmonton?

Bob Arnold (Microelectronics/Nanotechnology) - NINT
Branka Barl (Agriculture/Food) – TEC Edmonton
Lou Beres (Manufacturing/Lean) – AITF (ARC)
Rebecca Bjustrom (Chemical Engineering) – Red Deer College
Walter Cool (Construction/ICT/Finance) - BDC
Craig d'Entremont (Environment) - ESAA
Al Everitt (Business) – AITF (ARC)
Ken McDonald (Software/ICT) – AITF (ARC)
Barb Nyland (INA) - ESAA
Ed Polukoshko (Energy/Oilsands) - CANMET
Rob Roy (Advanced Materials/Manufacturing) – ATC
Eric Swanson (Biotech/Life Sciences/Nanotechnology) – TEC Edmonton
Ernest Siu (ICT) - ARC



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www.irap-pari.nrc-cnrc.gc.ca

(780) 495-6509

Questions?

