

NRC IRAP
INDUSTRIAL RESEARCH
ASSISTANCE PROGRAM



- NRC IRAP OFFICES
- RESEARCH FACILITIES AND NRC IRAP OFFICES

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

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16,160

**JOBS SUPPORTED
IN SMEs**

2,238

**YOUTH INTERNSHIPS
SUPPORTED**

966

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

Data from FY 2021-2022

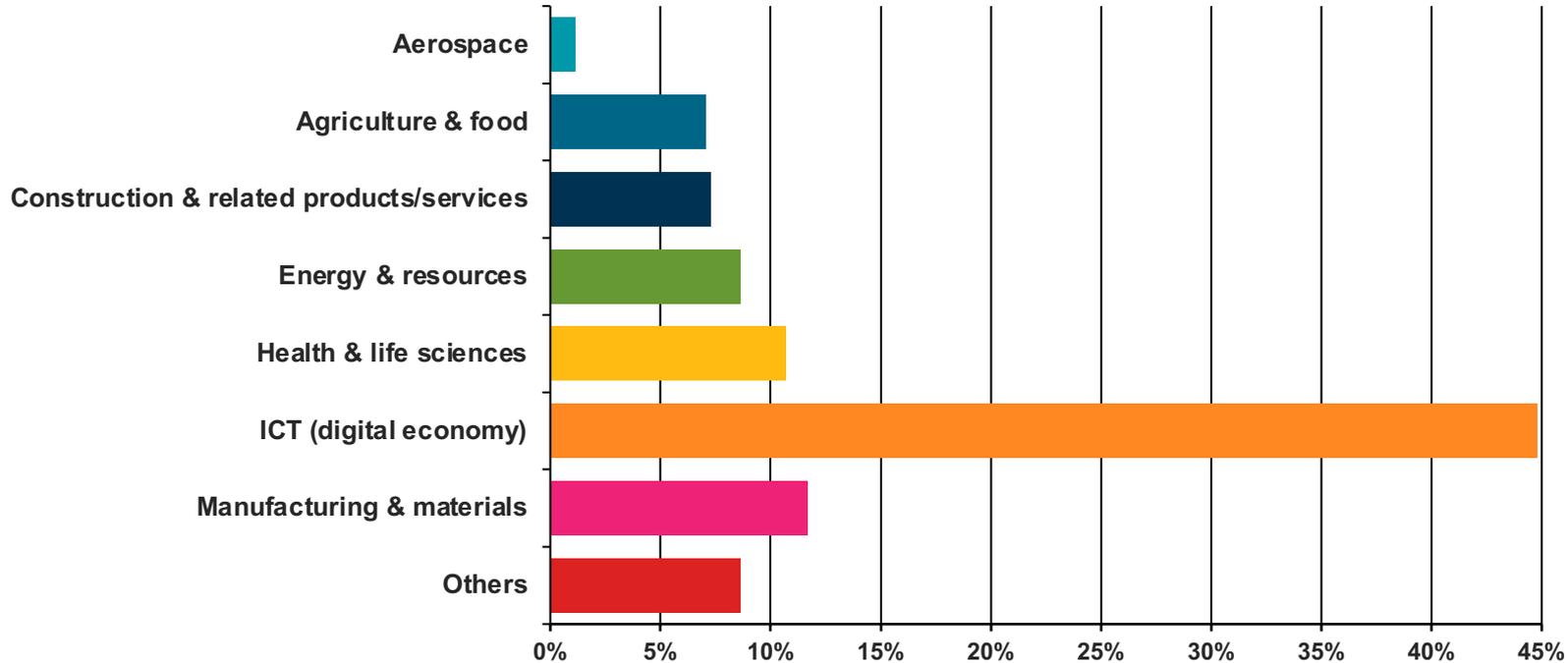
Industrial Technology Advisors (ITAs)

- 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)



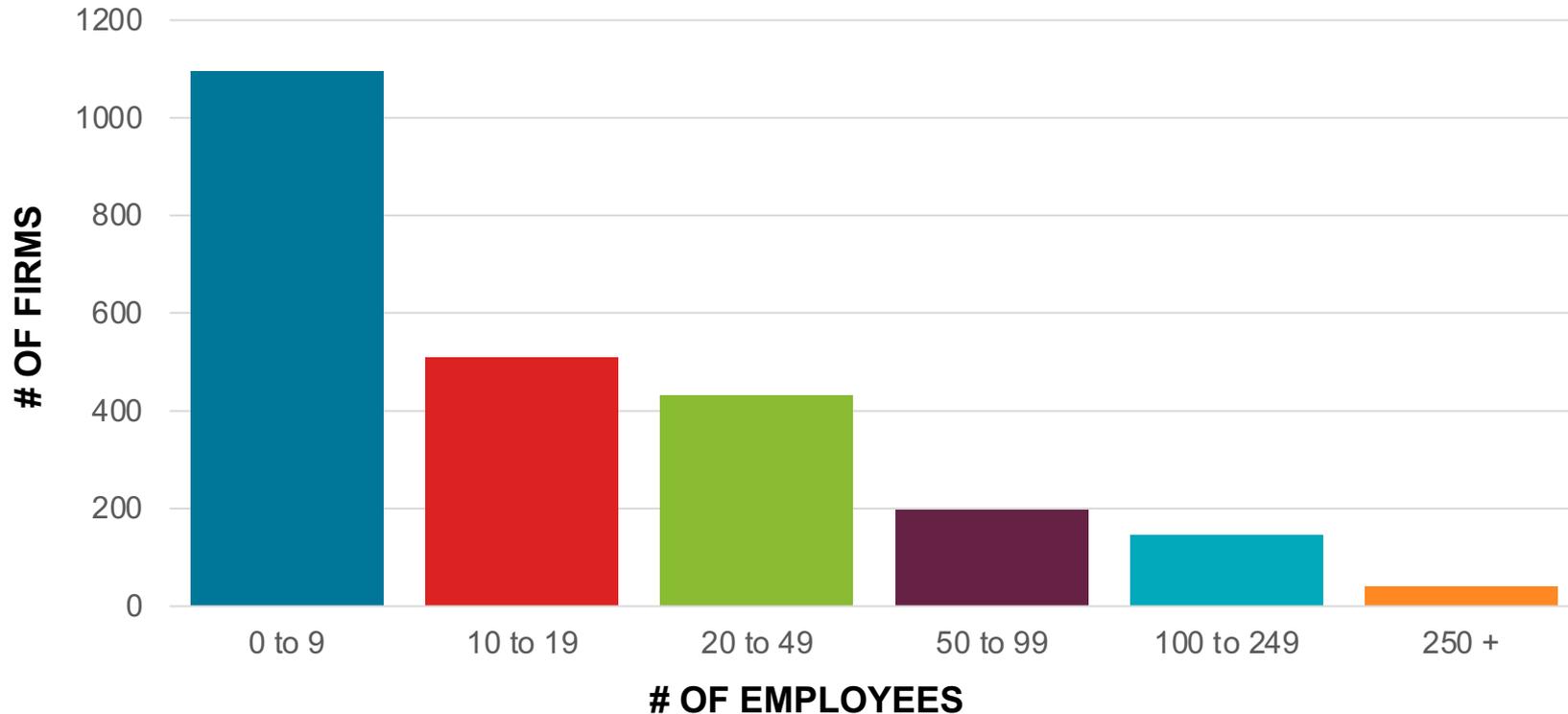
IRAP Clients by Industry Sector

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
-

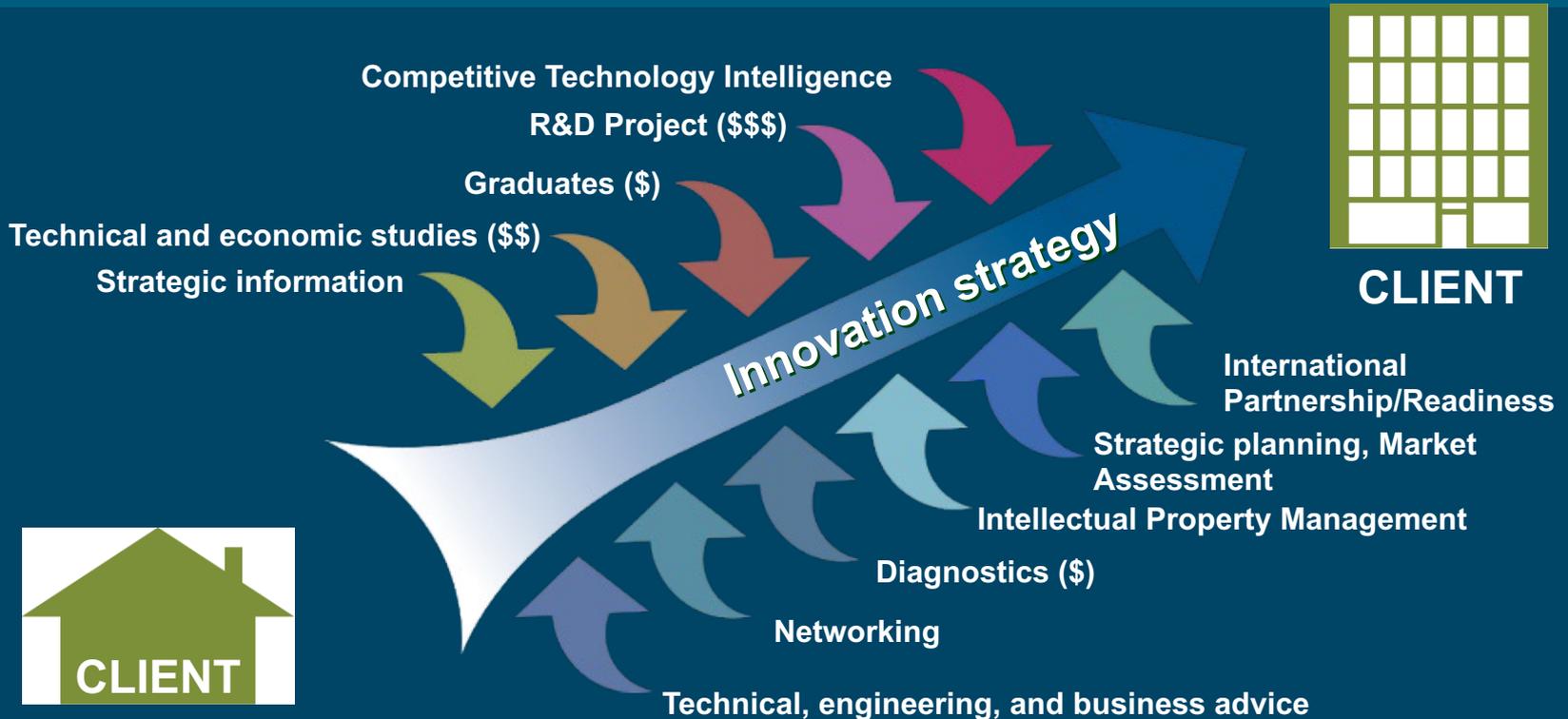
via

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?

Cynthia Shippam ITA, IRAP Pacific

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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

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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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