

NRC·CMRC

 NRC.CANADA.CA

INDUSTRIAL RESEARCH ASSISTANCE PROGRAM (IRAP)

Helping small and medium-sized businesses grow



National Research
Council Canada

Conseil national de
recherches Canada

Canada



Mandate

Stimulate wealth creation for Canada through innovation



Mission

Accelerate the growth of small and medium-sized enterprises (SMEs) 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

Where is IRAP?

Located across
Canada in 120
communities



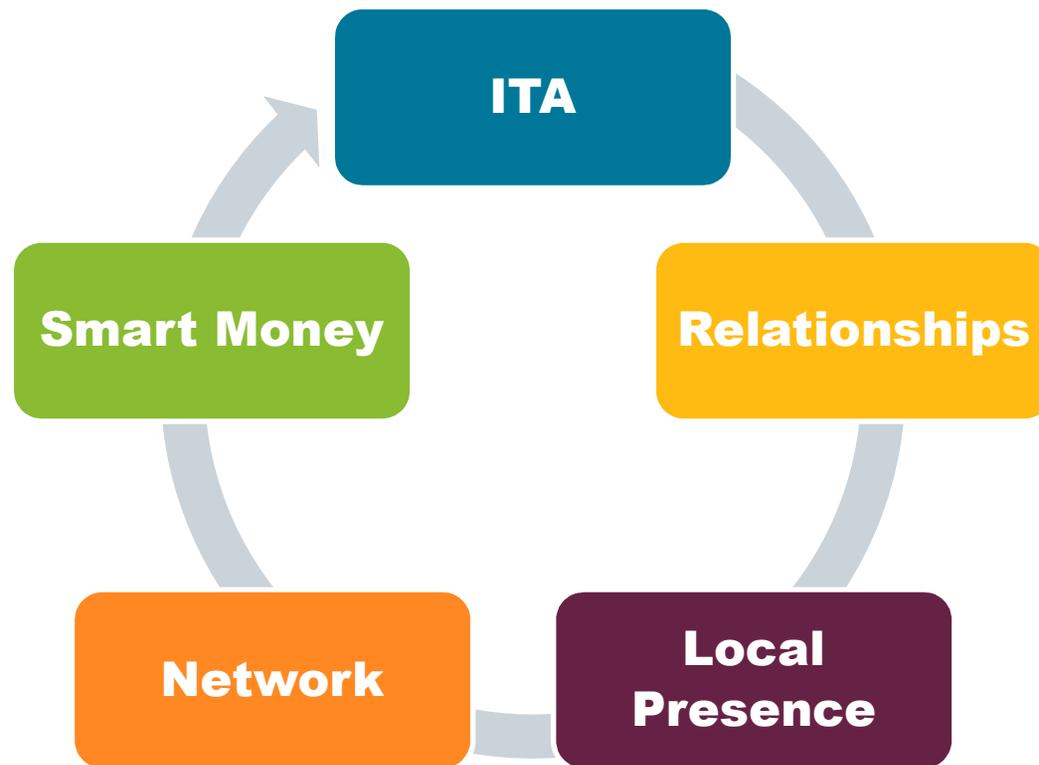
IRAP at a glance

- Since 1947
- Serving over 8,000 clients (advisory services + funding)
- Clients across all industry sectors
- Funding over 3,000 clients
- Field staff: 255 Industrial Technology Advisors (ITAs)
- Partner Organizations: 200 +



**Over 70 years
helping Canadian
SMEs grow through
innovation**

IRAP advantage



IRAP business model

FUNDING (\$)

IRAP

International

Youth

Youth Green

CAIP

Business Growth

ADVISORY SERVICES

Business Advice

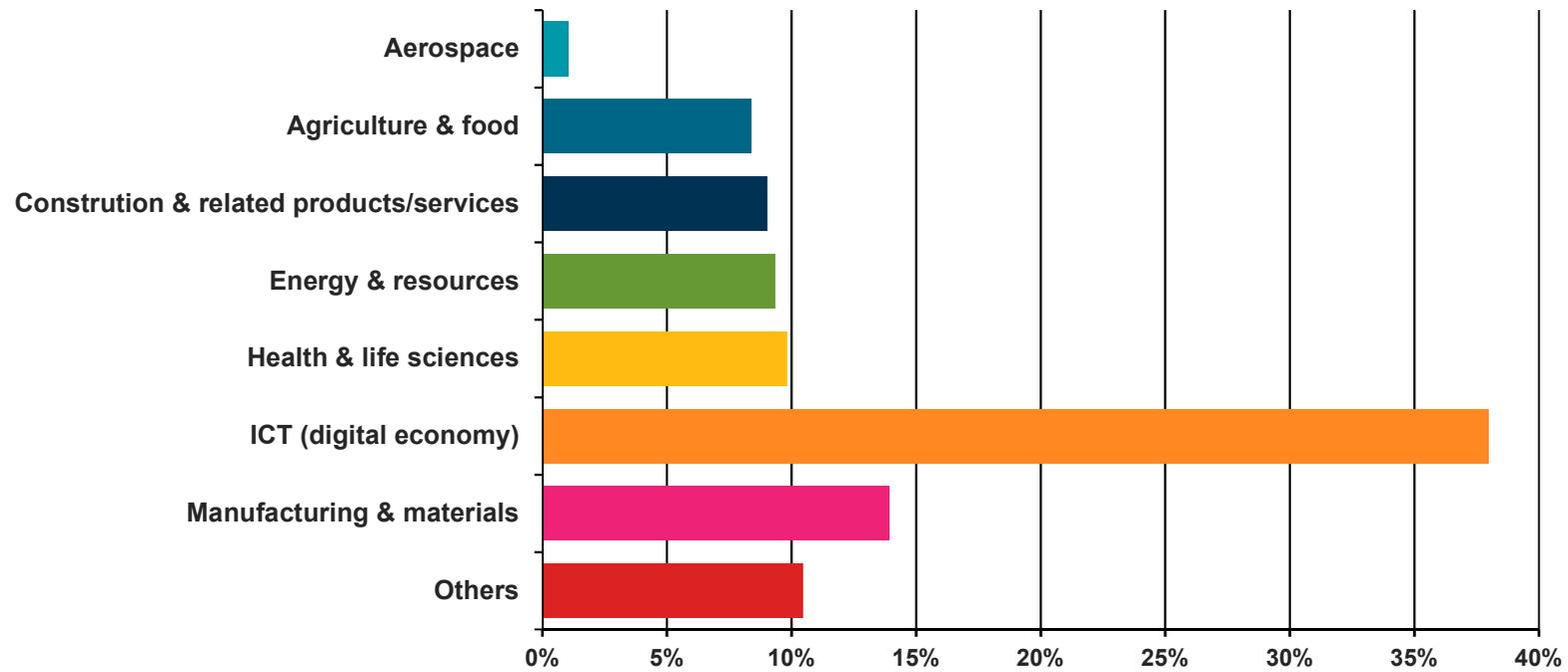
Linkages

Competitive Intelligence

Technology Expertise

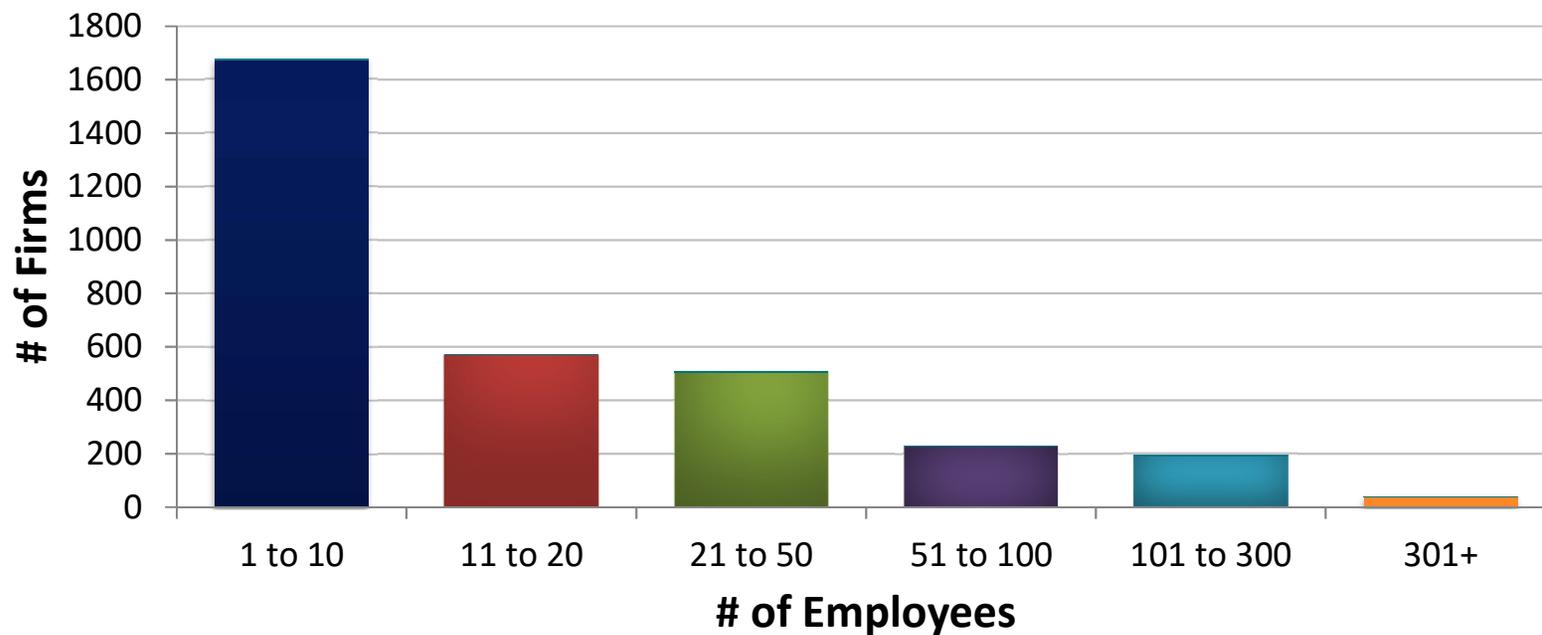
IRAP clients by industry sector

Source: FY 2017-2018



IRAP clients by industry sector

Firms funded by size (# of employees)



Industrial Technology Advisors

- Private sector experience
- Later in career cycle
(typically 20 + years experience)
- Senior managers and/or entrepreneurs
- Most have an engineering or science background
- Over 40% have been with IRAP for less than three years



Advisory services

Our ITAs work with clients through every aspect of the innovation process, providing:

- technical and business advice;
- referrals to other programs and services;
- linkages and networking with appropriate resources/ expertise searches;
- strategic intelligence



IRAP sector teams

- Link innovative Canadian SMEs to global value chains.
- Support SME growth by providing access to current technology and business market intelligence on priority industry sectors.
- Increase the positive impact of NRC on innovative SMEs.
- Contribute to the competitiveness of Canadian industry.
- Strengthen Canada's innovation system.

- **CleanTech**
- **Construction**
- **ICT**
- **Advanced Manufacturing**
- **BioMedical**
- **BioProducts**
- **Aerospace**
- **Mining**
- **AgriFood**

IRAP funding programs

IRAP Core

Assists Canadian **SMEs** with their R&D projects with the intention and potential to grow the firm, and provides funding to a small # of **organizations** that provide direct services to innovative SMEs.

Youth Employment Program (YEP)

Helps SMEs hire highly-skilled post-secondary graduates

Youth Employment Program - Green

Helps SMEs increase their *green* innovation capacity through the hiring of youth

Canada Accelerator and Incubator Program (CAIP):

Provides funding to best-in-class accelerators and incubators to help more early-stage SMEs



IRAP funding programs - international

Canadian International Innovation Program (CIIP):

Supports SMEs' R&D collaboration with international partners in China, India, Brazil and Korea.

Eureka, Eurostars:

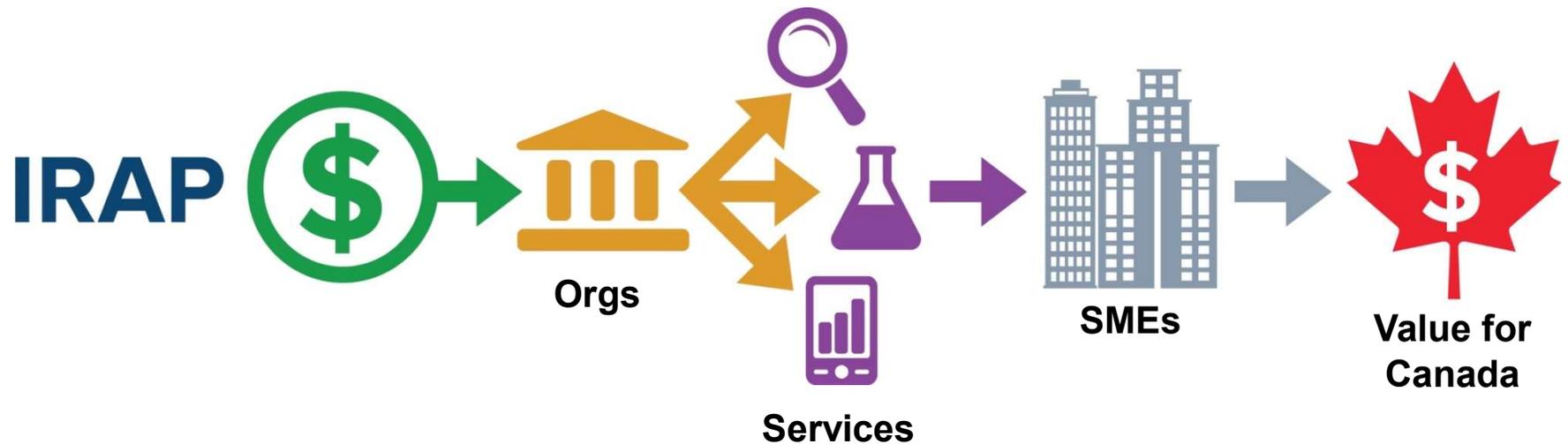
Supports SMEs' R&D collaboration with European partners.

CanExport (co-managed with Global Affaires Canada):

Supports SMEs develop export markets

Core IRAP funding - Orgs

Help SMEs by funding non-commercial organizations that provide innovation support services to SMEs that are complementary to IRAP's services.



Who do we fund?

IRAP offers funding to Canadian SMEs that have the potential and willingness to grow through innovation

Basic eligibility:

- › For profit SME incorporated in Canada
- › 500 or fewer employees

Assessment of the business:

- › business opportunity
- › management & financial capabilities
- › potential to achieve expected outcomes
- › plan to commercialize results

Assessment of the project:

- › project plan and challenges
- › R&D team's capacity to achieve success
- › potential impact on the firm and Canada

Working with stakeholders

IRAP offers program delivery expertise and advisory services to other federal and provincial organisations including:

- Proposal assessments
- Program design
- Program management
- Full program delivery

Helping SMEs succeed globally

Connecting clients to the global value chain

- “Large enterprise” initiative
- Sector Teams

New tools to support international growth

- Canadian International Innovation Program (CIIP)
- new member of Eurostars™
- increased participation in Eureka
- CanExport



eurostars™

CANADIAN INTERNATIONAL INNOVATION PROGRAM
PROGRAMME CANADIEN DE L'INNOVATION À L'INTERNATIONAL
R&D PARTNERING ABROAD
PARTENARIATS EN R-D À L'ÉTRANGER

EUREKA

innovation across borders



From NRC to Innovation Canada



The **2011** Jenkins expert panel report titled, *Innovation Canada: A Call to Action*, recommended a more focused approach to facilitate SME's access to available programs, services and funding to help them grow and prosper through innovation activities

Budget 2012

Concierge is established and delivered by the National Research Council Canada to help SMEs identify and access the most appropriate business innovation programs, services and funding.



Budget 2017

Innovation Canada will serve as a **one-stop-shop** for Canada's SMEs.



Budget 2018



CONCIERGE, Accelerated Growth Services and the **Canada Business Network** join forces with Innovation Canada.

Accelerated Growth Service (AGS)

- Provides firms with a single point of access to all appropriate federal government support.
- Targeted at high-potential firms to help them scale up and achieve global competitiveness.
- Cross federal government initiative led by ISED including, BDC, GAC, IRAP, EDC and the RDAs. Provincial partners are also being recruited.
- High performance firms will be assigned a dedicated officer or cross-government team to support them as they access government services, helping them innovate, expand exports, and grow.



SUCCESS STORIES

Managing floods of water data

“All the NRC IRAP ITAs we've had have been great – very flexible, knowledgeable, and easy to talk to. They allowed us to be agile in our process, and each of them had a good understanding of our business.”

- Ed Quilty, President and CEO, Aquatic Informatics, Vancouver, BC



Cleaner air for Canadian mines



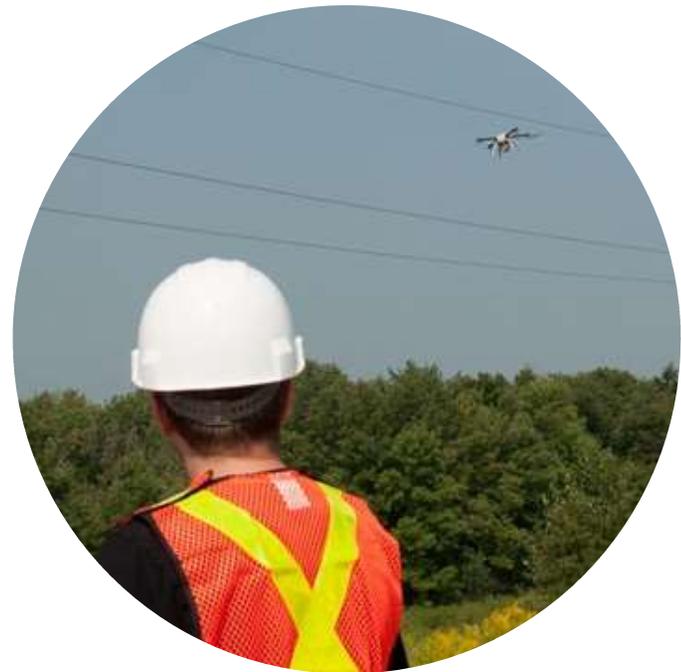
“Really, the sky’s the limit, and that needs to be credited back to NRC IRAP support. We wouldn’t have been able to bring on the people we needed at the times we needed them if the Program hadn’t been there to help us.”

*- Patric Byrns, CEO, PapaBravo,
Saskatoon, SK*

Reaching new heights in Canada's unmanned vehicles industry

"The funding gave us the opportunity to accelerate our research, increase resources and get the payload to market sooner. Two thirds of the HDZoom30 project was supported by NRC IRAP, which helped ensure our success."

*- Sean McCabe, VP Engineering, Aeryon,
Waterloo, ON*



Improving lives for people with impaired mobility



"When I was younger, I had three uncles who were severely handicapped, and even then I dreamed of giving more freedom and dignity to people with impaired mobility. My dream became reality thanks to NRC IRAP".

- Charles Deguire, CEO and Co-founder, Kinova, Boisbriand, QC

Fighting financial fraud

"When we launched our business we didn't know if it would be successful. Without NRC IRAP's funding, and the critical advisory services that it provided, we wouldn't have been able to develop the prototype of our FRAML software, its applications and its artificial intelligence component. The support from NRC IRAP has also enabled us to commercialize our product."

- Brendan Brothers, Director of Product Marketing, Verafin, St. John's, NL



NRC·CNRC

NRC.CANADA.CA   

THANK YOU



National Research
Council Canada

Conseil national de
recherches Canada

Canada 