



Respect ♦ Integrity ♦ Excellence ♦ Leadership

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GOVERNMENT,
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CANADIANS.



Canadian **Innovation** Commercialization Program

To Kickstart Innovation

Programme canadien pour la commercialisation des **innovations**

Encourager l'innovation

Office of Small and Medium Enterprises (OSME) | Bureau des petites et moyennes entreprises (BPME)



Public Works and
Government Services
Canada

Travaux publics et
Services gouvernementaux
Canada

Canada

CICP Outreach

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Context

- Current government programs to support innovation focus on:

Early research and development

Loans / financing

- Budget 2010: The Canadian Innovation Commercialization Program (CICP) was created to help Canadian enterprises, particularly small and medium enterprises (SMEs), bridge the “Pre-commercialization Gap”

Enterprises often experience difficulties moving innovations from laboratories to the marketplace

These challenges are particularly critical to SMEs

Government recognizes SMEs are the engine of the Canadian economy

Approach

Over a two-year period, the government will procure pre-commercial innovations to be tested by federal departments

These innovations will focus on four priority areas:

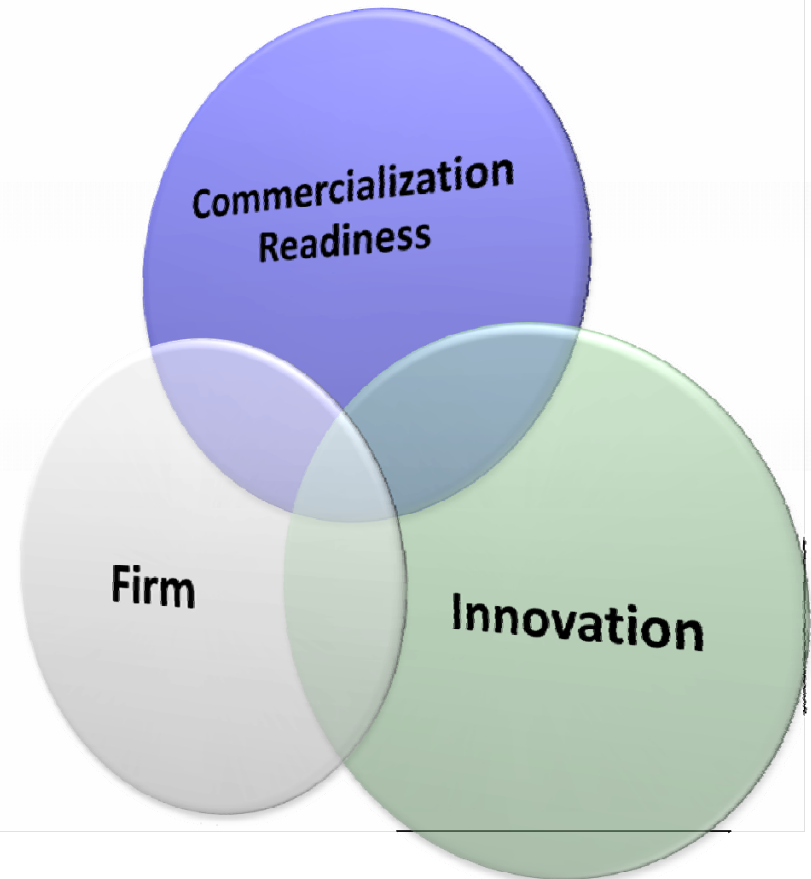


Objectives



Is CICP right for you?

- **Innovation**
 - Must demonstrate that the innovation is an advance on the state of the art
- **Firm**
 - Must demonstrate that they have the financial capacity, management team, and IP strategy to commercialize the innovation
- **Commercialization Readiness**
 - Must demonstrate that the innovation is at TRL 7-9 and that it has not been sold commercially



Calls for Proposals

- Calls for Proposals (CFP) will be posted on MERX™
 - Additional information available on buyandsell.gc.ca/innovation
- CFP will include mandatory, screening and point-rated criteria
- Proposals must:

Be valued at \$500K or less (GST/HST and shipping extra)

Not have been sold commercially

Be provided by Canadian bidders

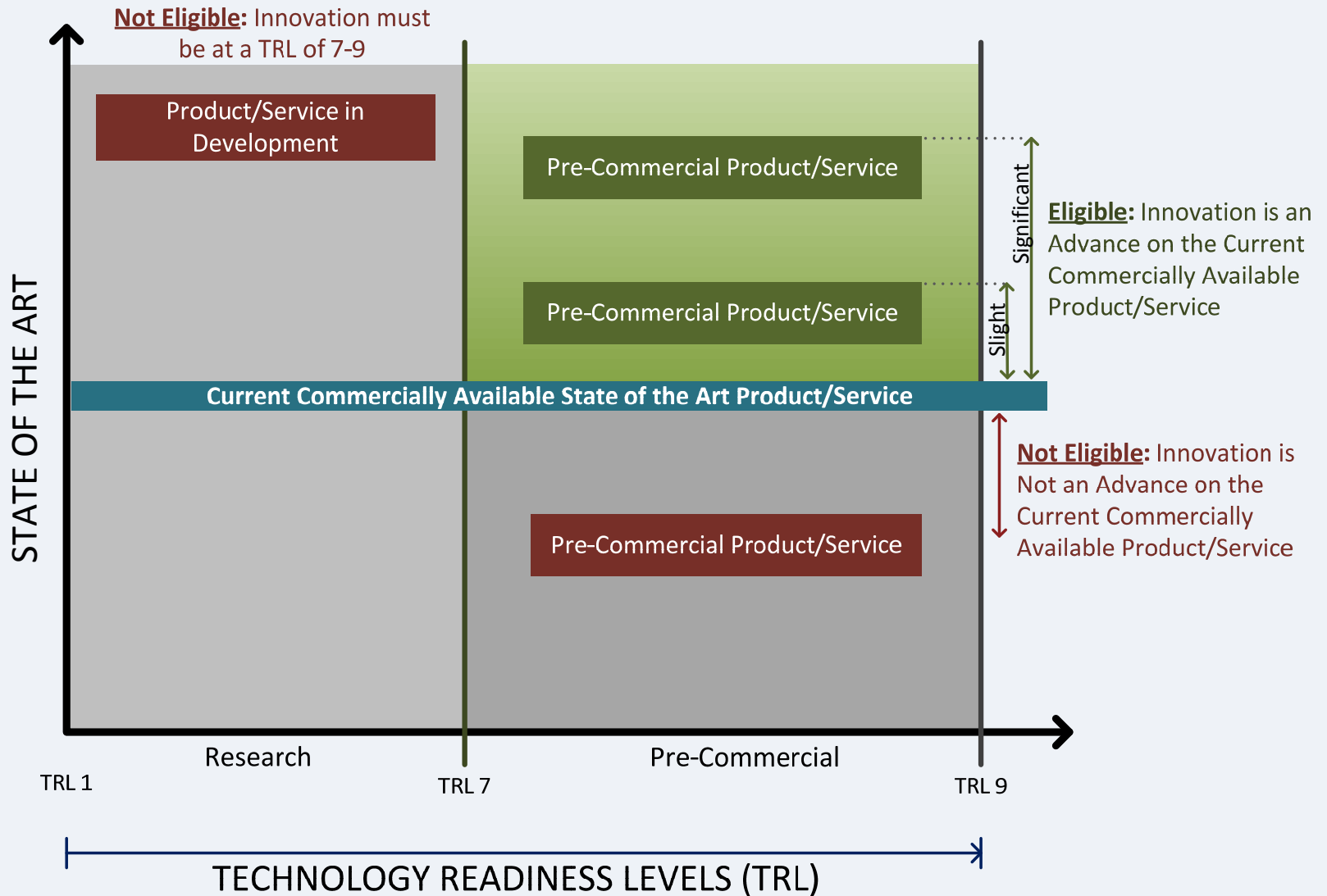
Include 80% Canadian content

Level of Readiness

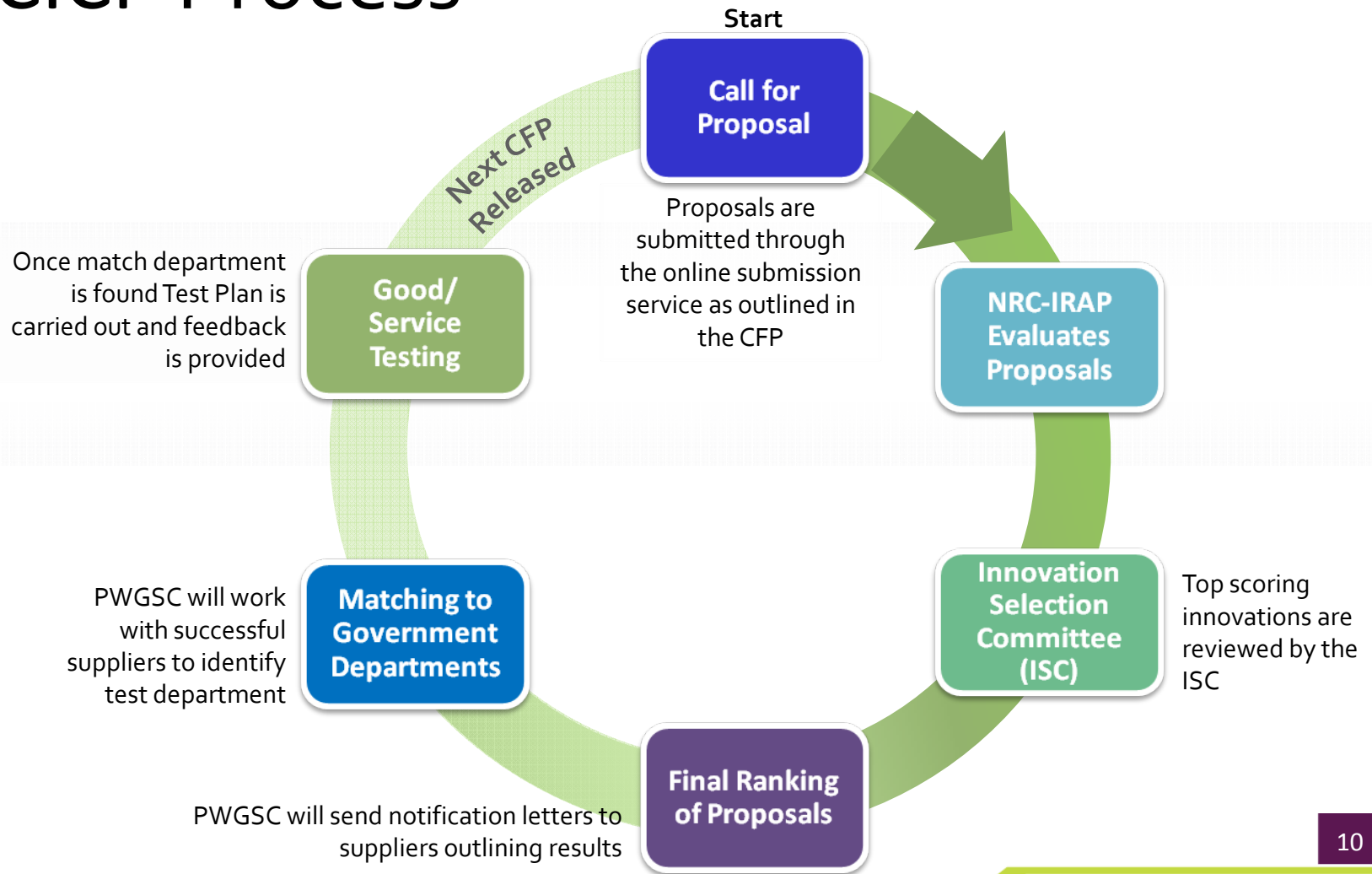
Description of Level

Actual technology proven through successful operations	Actual application of the technology in its final form and under real-life conditions, such as those encountered in operational test and evaluation. Activities include using the innovation under operational conditions.	9
Actual technology completed and qualified through test and demonstration	Technology has been proven to work in its final form and under expected conditions. Activities include developmental testing and evaluation of whether it will meet its operational requirements.	8
Prototype ready for demonstration in an appropriate operational environment	Prototype at planned operational level. Requires demonstration of an actual prototype in an operational environment. Activities include prototype field testing.	7
System/subsystem model or prototype demonstration in a simulated environment	A model or prototype that represents a near desired configuration. Activities include testing in a simulated operational environment or laboratory.	6
Component and/or breadboard validation in a simulated environment	The basic technological components are integrated for testing in a simulated environment. Activities include laboratory integration of components.	5

ADVANCE ON THE STATE OF THE ART



CICP Process



Bidder Completeness Check

- ✓ Register on for MERX™ , order and download the Call for Proposals;
- ✓ Read the Call for Proposals in its entirety;
- ✓ Check and update browser to ensure compatibility;
- ✓ Create an account on the Online Submission System;
- ✓ Determine time required to fill in all the answers;
 - Draft answers ahead of time (consider word limits)
 - Answer all the questions
 - Proofread final answers for clarity and grammar
- ✓ Responses must be provided by the bidder or bidder representative, not potential testing departments or other government representatives; and
- ✓ Do not wait for the last minute to submit. Late proposals will not be accepted.

Outreach

The Office of Small and Medium Enterprises (OSME) will host and participate in events across the country

These events will:



Benefits of CICP

Federal government departments will have the opportunity to:

Find innovations not yet available in the marketplace to address specific departmental challenges and needs and increase efficiency.

Test, use and assess the latest Canadian innovations.

Meet face to face with innovative suppliers of goods and services.

Promote innovation and support the development of Canadian businesses.



Benefits of CICP

Businesses will have the opportunity to

Connect with potential clients in federal government departments and showcase innovations

Sell pre-commercial innovations to the Government of Canada through a competitive procurement process

Receive feedback on tested innovations in an operational setting

Be better prepared to enter the marketplace with the knowledge obtained through participation in this program

Businesses will also gain valuable knowledge on how to sell their goods and services to the Government of Canada and learn about bidding opportunities.



CICP Contact Information



Program E-mail

Innovation@pwgsc.gc.ca

Program Website

[www.buyandsell.gc.ca/
innovation](http://www.buyandsell.gc.ca/innovation)

Subscribe to the CICP
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(on home page of program website)

