



**Build in Canada
Innovation Program**



**We buy and test your innovation
to help get it to market!**





Deep Trekker Inc.
Diver-Operated, Vectored Remotely Operated Vehicle
with Inertial Navigation Control

Innovation procurement
program within the
Government of Canada



\$40 million
per year to support
Canadian innovation



A program since

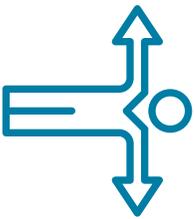
2010



Operates within
Public Services and
Procurement Canada



The Challenge



1

Innovators often struggle to bridge the gap from prototype to **successful commercial sales**



2

Selling a new innovation can be difficult without having a **first buyer**



3

To succeed in the marketplace, **credibility is key** – without it, getting to market and reaching new markets is difficult

What we do

BUY IT

Buy the innovation

Only the product or service,
not the IP or equity in the company

- It's a real sale by a real customer
- We pay up to **\$500,000** for **non-military** innovations
- We pay up to **\$1,000,000** for **military** innovations

Taxes, shipping, travel and living expenses are extra as applicable.

TEST IT

Test your innovation

in a real-life setting and share
input on how it performed

- Having the Government of Canada as a buyer may help improve market credibility



Why we do it



Help bridge
the gap between
prototype and
commercial sales

Help solve Government
challenges by **testing**
the latest Canadian
innovations.

Help **Canadian**
innovators get their
product to market faster,
and help them succeed
in the marketplace

Generate
economic growth
and create jobs



RME Geomatics
Single-rotor helicopter
unmanned aerial vehicle



Awarded over

300 contracts worth more than **\$135 million**



More than

1,650 full-time jobs created

44

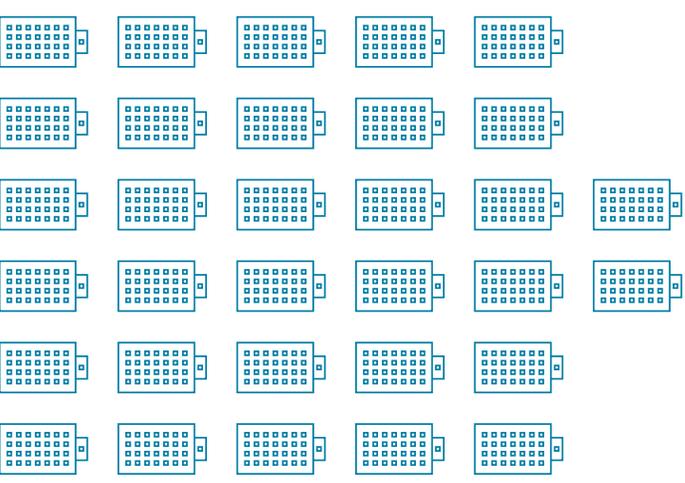
Number of countries to adopt innovations supported by BCIP



Over

\$340 million

generated in **economic impact**



32

Federal government organizations have tested innovations





Who can test your innovation?

1

First, we seek a **federal government testing partner**

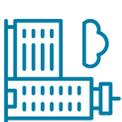


2

If necessary, we will look to **other testers** such as:



Provincial organizations



Cities



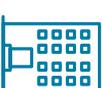
Municipalities



Hospitals



Academic institutions



Indigenous organizations



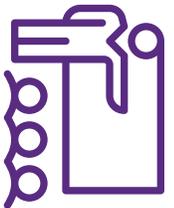
Costs we cover



Product/Service



Installation



Training



Support services



Other direct costs

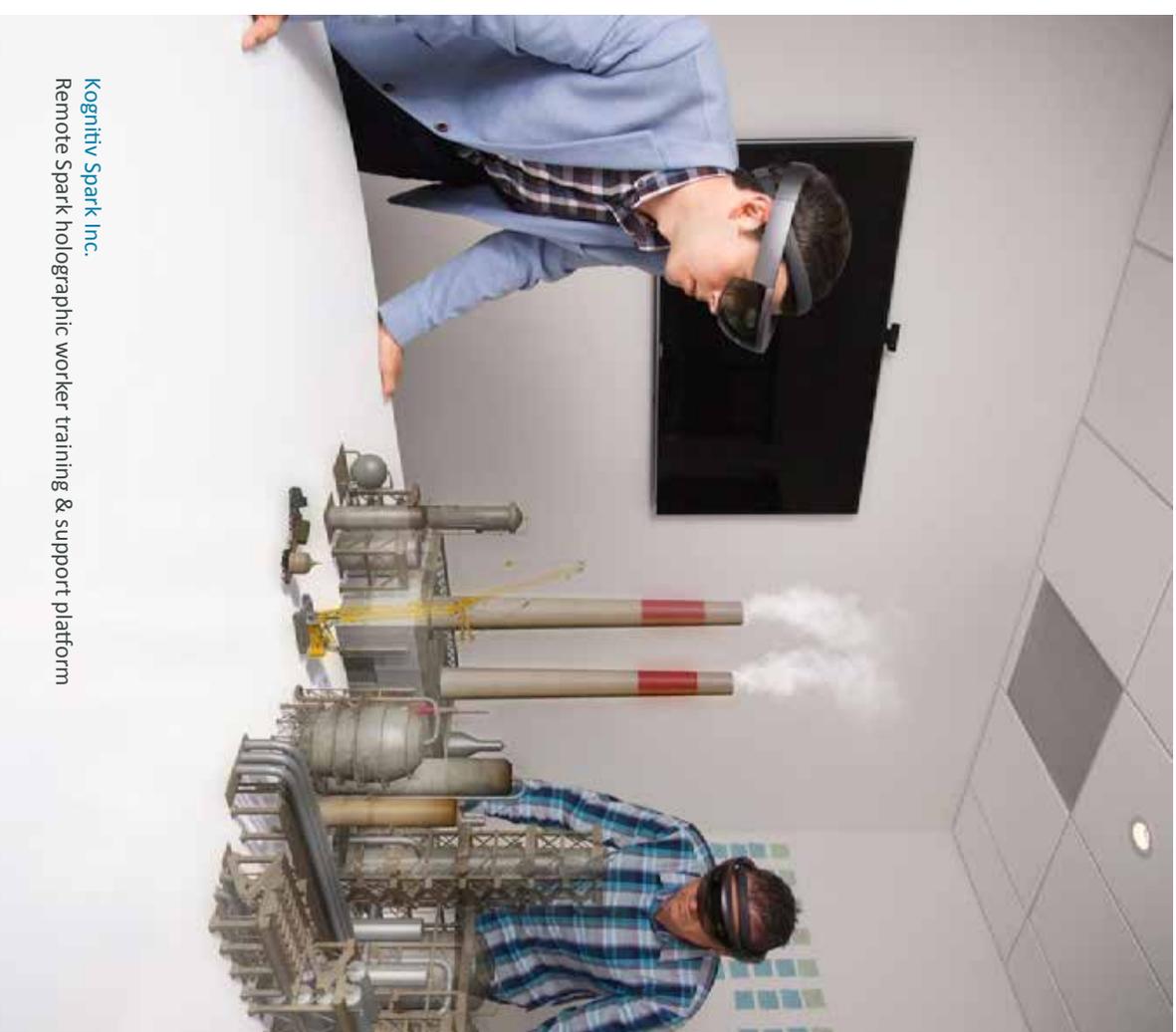
Who is eligible?

We accept proposals from:

- individuals
- private companies
- public companies
- not for profit organizations
- universities

You must:

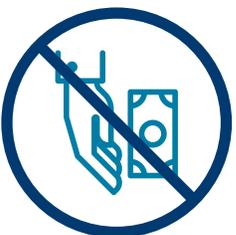
- be Canadian, or be partnered with a Canadian bidder
- have a permanent physical office in Canada
- own the intellectual property for your innovation, or have the legal rights to use it
- not have sold the innovation commercially





Eligible innovations

Your
innovation
must:



1

Never have been sold commercially, or be available for sale. Limited sales for testing are acceptable.

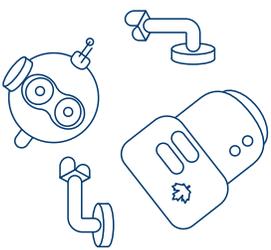
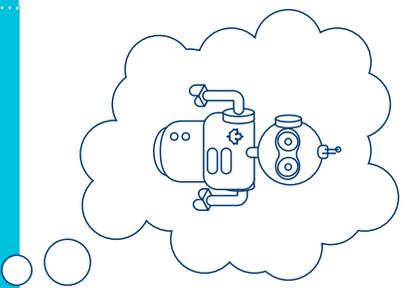


2

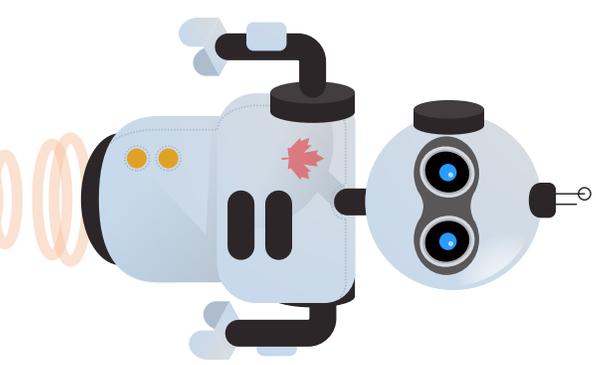
Meet the required **Technology Readiness Level (7-9)**.



Technology Readiness Level



To be eligible for the **Build in Canada Innovation Program (BCIP)**, your innovation must score a **Technology Readiness Level of a 7, 8 or 9** when you submit your bid.



Levels 1-3	Levels 4-6	Level 7	Level 8	Level 9
Concept Stage Active research and development initiated	Component and/or validation Basic components integrated for testing	Prototype demonstrable in an appropriate operational environment	Actual technology completed and qualified through tests and demonstrations	Actual technology proven through successful deployment in an operational setting



80% Canadian Content



To help you determine if you meet that requirement:

- itemize all elements of your proposal
- identify the goods and services that come from Canadian sources
- calculate the total cost of the Canadian goods and services
- then determine if the total cost of the Canadian goods and services is 80% or more



*A service provided by an individual based in Canada is considered a **Canadian service**.



How the program works

Phase 1



1

Open call for proposal and online submission means we're open 24/7 so you can submit online.



2

The **National Research Council** evaluates your proposal and releases its findings in about **10–12 weeks**.



3

Pass the evaluation and you are **'pre-qualified'** into the program. You then move on to the matching phase.

Phase 2



How the program works

Phase 2



4

Once you are pre-qualified, an innovation advisor will help you **find a match** and navigate the rest of the program.



5

One you have a match, you will develop a **test plan** with your government testing partner.



6

When you are both happy with the test plan, you move on to the **contracting phase**.

Phase 3



How the program works

Phase 3



7

The **contract negotiation and award phase** starts when you work with the contracting officer to determine the final costs.



8

Once a contract is in place, you can **start testing** and send in your invoices for payment.



9

Once testing starts, you get **input from your testing partner**.



Who and what is being evaluated

Proposals are evaluated by the National Research Council, and/or subject matter experts from other government departments.



These are the main factors they evaluate:

- Is it **innovative**?
- Is it at **TRL 7-9**?
- Do you have a solid **management team** with the right background and experience?
- Do you have an **intellectual property strategy**?
- Do you have a **commercialization strategy**?
- Do you have the **funds** to get your product to market from your current TRL?
- Is there a **market** for it?
- Do you have all of the necessary **certifications**?
- Did you propose a feasible, realistic and achievable **test plan**?



What is considered innovative?

- An invention, new technology or process **not currently available** in the marketplace
- A technology that advances the **best version** of a commercially available product or service
- **Major changes** to existing technologies/processes to make them useful in a new setting or condition
- An improvement to an existing technology/process that represents a **significant improvement** in function, cost or performance compared to the current industry best practice





- Applicants receive **pre-qualification results within 1-3 months** (to the email address used in the submission).
- Innovations that don't pass the pre-qualification stage receive **detailed comments** from the evaluation team.
- **Applicants can use the input** received from the evaluators to address unsuccessful elements in the proposal and re-apply.



Aeryon Labs Inc.
Aeryon Scout Unmanned Aerial System

Second, third and fourth sales are possible!

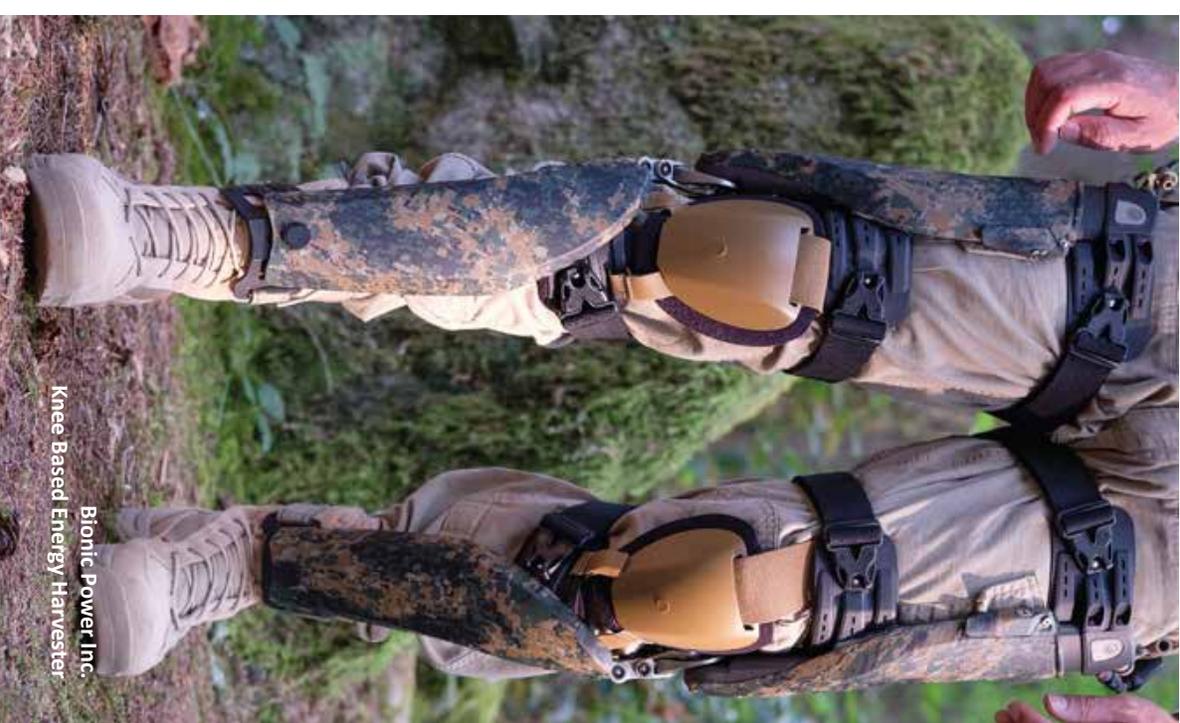
In addition to your first BCIP contract, you can sell to other testers up to 3 times.

Under additional sales, the testing partner funds the contract – not the BCIP.

Your initial testing partner can also take advantage of our **additional sales program** feature.

Allows testing partners to:

- buy more of your innovation
- test it for a longer period of time
- test more of your innovation
- test it in different operational environments



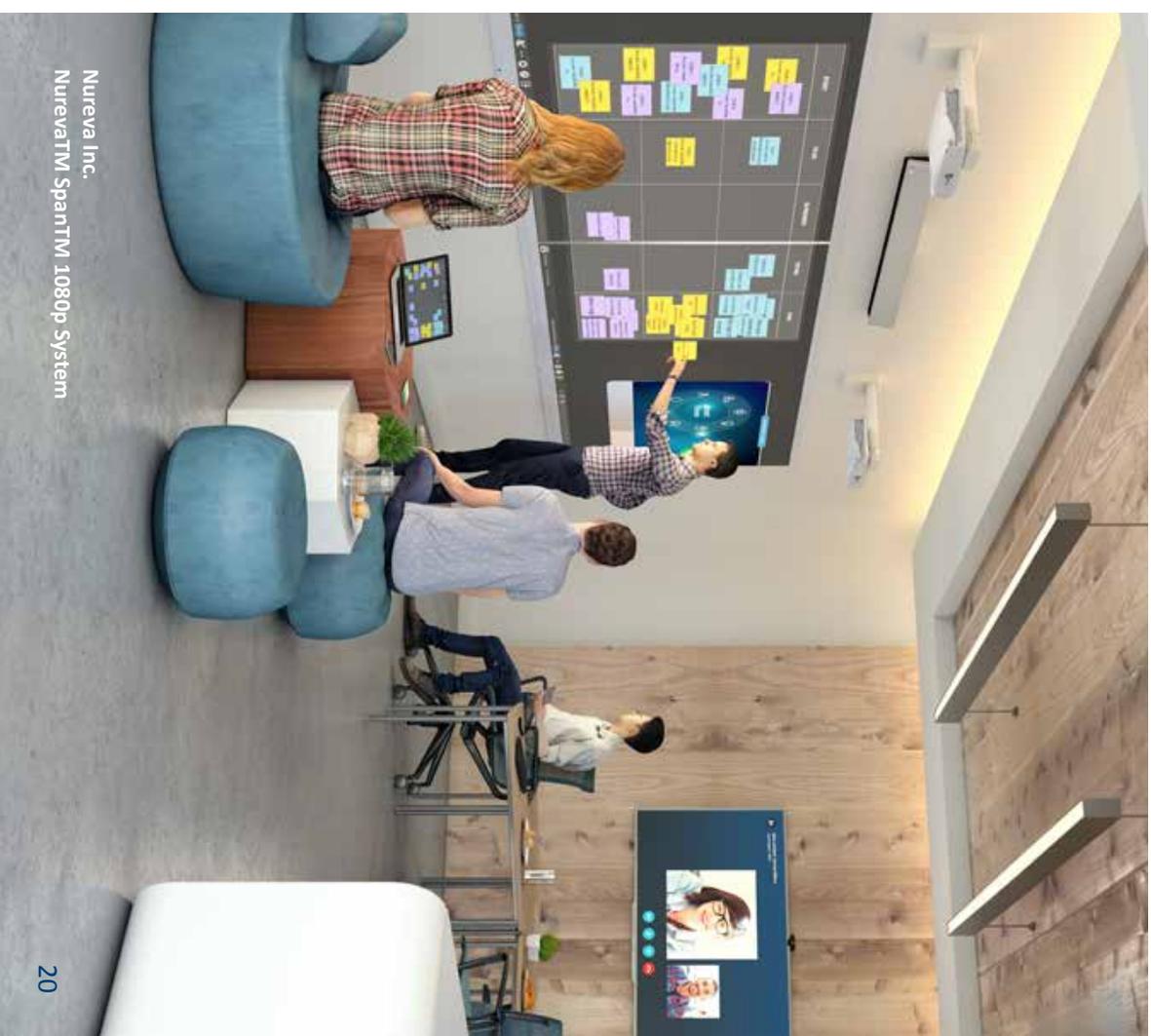
Bionic Power Inc.
Knee Based Energy Harvester

Challenge Pilot

The Challenge Initiative:

A demand-based component of the BCIP

- Departments identify challenges
- Innovators invited to develop technology or products to address specific needs or challenges
- Departments test pre-qualified innovative technologies against operational challenges
- Innovations must be at technology readiness level 7-9



Nureva Inc.
Nureva™ Span™ 1080p System



The benefits of working with BCIP

We believe partnership pays.
After doing business with the BCIP, you will have:

1
Completed a sale to the Government of Canada

2
Tested your product in a **real-life setting**

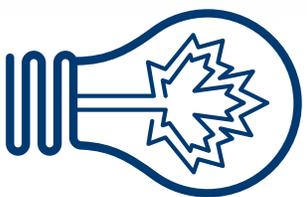
3
Received feedback on the how your innovation performed

4
Retained your **intellectual property**

5
Retained your **equity**

6
Learned how to sell to the **Government of Canada**

7
Prepared your innovation for **market readiness**



Build in Canada Innovation Program

www.canada.ca/sell-your-innovation