

Serving  
**GOVERNMENT,**  
Serving  
**CANADIANS.**

# Navigating Innovation Support Programs

# Office of Small and Medium Enterprises (OSME)

- **Supports small and medium enterprises (SME) through the federal procurement process**
- **Engages, assists and informs SME on how to sell goods and services to the Government of Canada**
- **Works to reduce barriers to ensure fairness in the process**



# Buyandsell.gc.ca Website

- The authoritative source for government procurement information
- One of the online resources that will be of great importance and help to you



The screenshot shows the homepage of the Buyandsell.gc.ca website. At the top, there is a navigation bar with the Government of Canada logo and text in both English and French, along with links for 'Canada.gc.ca', 'Services', 'Departments', and 'Français'. Below this is a blue header with the 'Buyandsell.gc.ca' logo and 'Public Works and Government Services Canada' text, a search bar, and a navigation menu with categories: 'For Businesses', 'For Government', 'Goods and Services', 'Applications', and 'Procurement Data'. The main content area features a central heading 'Find opportunities with Buyandsell.gc.ca/tenders' and a sub-heading 'Access Government of Canada Tenders by using the quick search icons below.' This is followed by two rows of icons representing different tender statuses: 'New Today', 'Amended Today', 'Active', 'Goods', 'Services', 'Closing in 24', 'Expired', 'Awards', 'Services', and 'Construction'. On the right side, there is a 'Highlights' section with several news items, including 'Want to improve your bidding strategy?', 'Read about the new PWGSC Learning from Bids Service', and 'Government announces new Defence Procurement Strategy (DPS)'. The bottom of the highlights section includes a link for 'New Defence Procurement Strategy (DPS) Information Sessions Available - Register Now'.

# OSME Contact Information

**Buyandsell.gc.ca**

**Atlantic Region – Halifax**

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Facsimile: 902-426-7969

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**Québec Region – Montréal**

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Facsimile: 514-496-5891

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**Western Region – Edmonton**

Telephone: 780-497-3601

Toll free: 1-855-281-6763

Facsimile: 780-497-3506

[osme-bpme-wst@PSPC-tpsgc.gc.ca](mailto:osme-bpme-wst@PSPC-tpsgc.gc.ca)

**National Infoline: 1-800-811-1148**

**Ontario Region – Toronto**

Telephone: 416-512-5577

Toll free: 1-800-668-5378

Facsimile: 416-512-5200

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**National Capital Region – Gatineau**

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**Pacific Region – Vancouver**

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Government  
of Canada

Gouvernement  
du Canada

Canada

# CONCIERGE

YOUR GUIDE TO INNOVATION



funding



expertise



linkages



advice



facilities

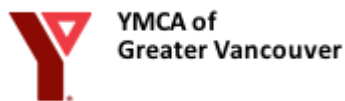
# Some partners...



LAUNCH ACADEMY



**ACCELERATED GROWTH SERVICE**  
A FEDERAL INITIATIVE FOR GROWING CANADIAN BUSINESSES



**Want to grow? Get connected now!**

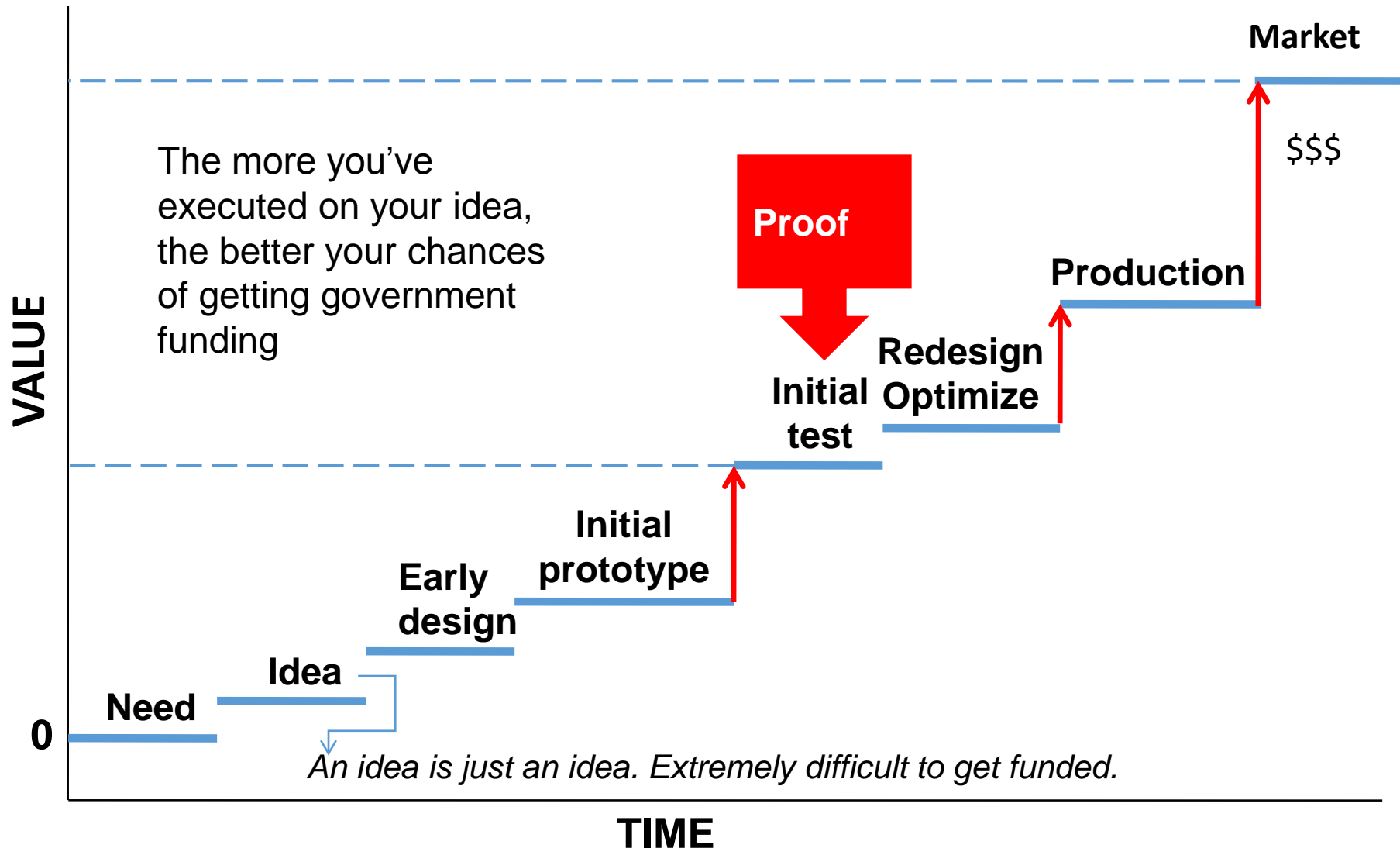
**1-855-534-8433**

Hours of operation:  
4:30am to 4:30pm PST  
Monday to Friday

or visit

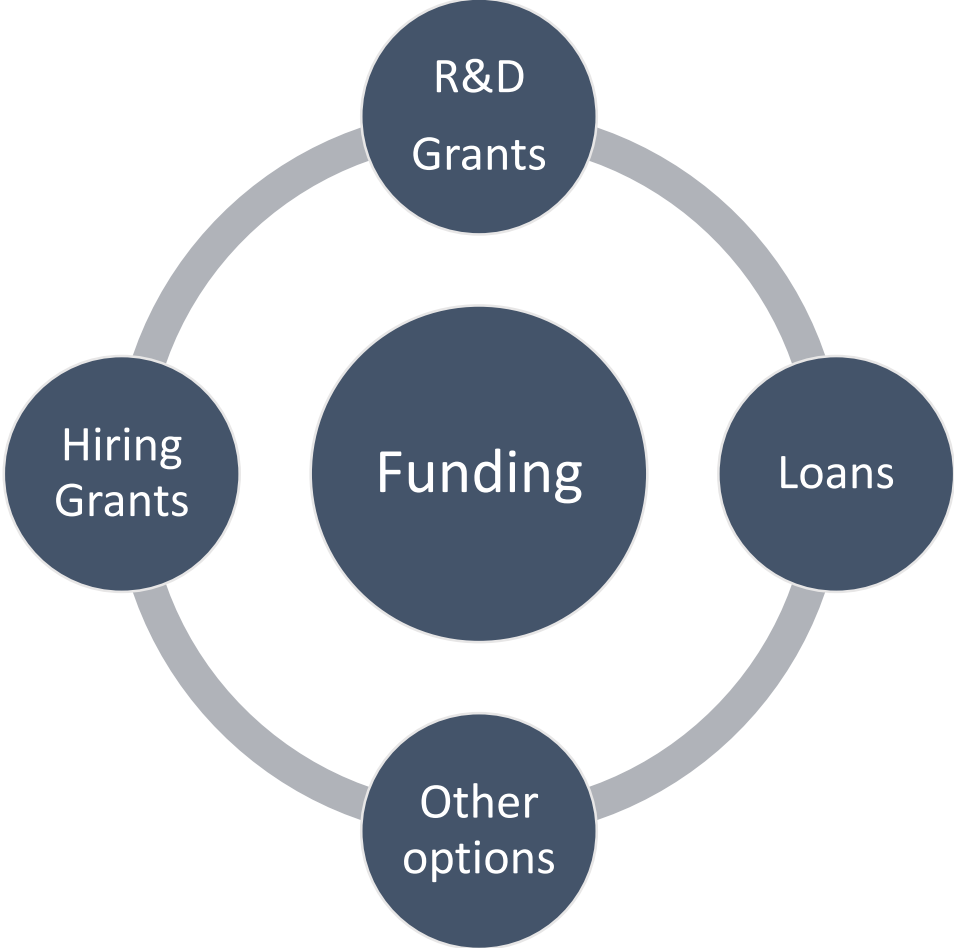
**[conciierge.innovation.gc.ca](http://conciierge.innovation.gc.ca)**







# Types of Funding



# CRA – SR&ED



**\$3.4 Billion**

- Claimed by 23,000 companies last year

- SCIENTIFIC RESEARCH AND EXPERIMENTAL DEVELOPMENT
  - Type: Tax Credit – up to 64%
  - Application Period: Open
  - R&D projects are assessed for eligibility based on documentation and time tracking

# NRC – IRAP



- INDUSTRIAL RESEARCH ASSISTANCE PROGRAM
  - Type: Advisory Services and Financial Contribution (non-repayable)
  - Application Period: Open
  - Competitive, based on level of technological innovation, market potential, and management team

# Innovative Solutions Canada (ISC)



Government  
of Canada

Innovation, Science and Economic  
Development Canada (ISED)

- ISC
  - 20 Government departments post challenge areas that they are seeking solutions for.
  - SMEs can apply for **Phase 1 proof of concept** (up to \$150k for up to 6 months) and at the same time apply for a potential **Phase 2 prototype development** (up to \$1 million for up to 2 years)
  - **Funding** – Contract with Govt. or a Grant
  - **Intake**- 5 Challenges open until Feb 26<sup>th</sup>

# Strategic Innovation Fund



Government  
of Canada

**Innovation, Science and Economic  
Development Canada (ISED)**

- SIF
  - 1.3 Billion over 5 years to support the commercialization of innovative technology
  - Type: 30-50% of project costs (in grants or loans or combination)
  - 4 Streams – 3 target Innovative SMEs.
  - Application Period: OPEN for LOIs
  - Full application is by Invite only after LOI is chosen
  - Typically targeting projects \$500k and above



National  
Defence

Défense  
nationale

CANADIAN  
ARMED FORCES



FORCES ARMÉES  
CANADIENNES

Canada



# IDEaS

**INNOVATION FOR DEFENCE  
EXCELLENCE AND SECURITY**



**STRONG  
SECURE  
ENGAGED**

**PROTECTION  
SÉCURITÉ  
ENGAGEMENT**

# New Defence Perspective

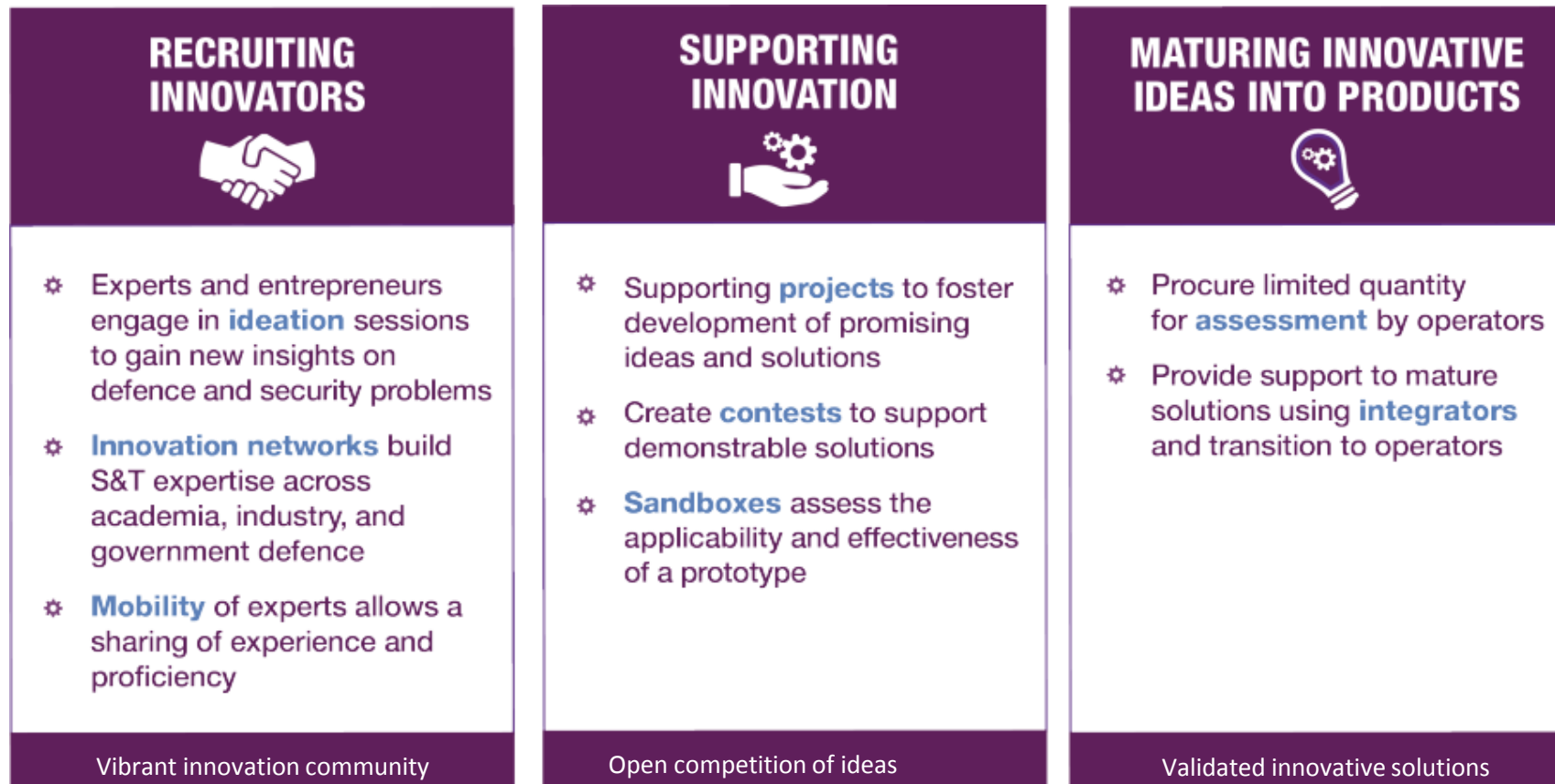
*Innovative technology, knowledge, problem solving are critical for Canada and its allies to mitigate new threats, stay ahead of potential adversaries, and meet evolving defence and security needs, while generating economic benefits for Canada.*

## **Strong, Secure, Engaged** Canada's Defence Policy 2017



In SSE, DND announced the Innovation for Defence Excellence and Security (IDEaS) program and will invest **\$1.6 billion over 20 years**

# Program Mandate



Elements may be used independently, or in support of one another, to access and foster innovation



# Program Elements



INNOVATION  
NETWORKS



CONTESTS



COMPETITIVE  
PROJECTS



SANDBOXES



ASSESSMENT &  
IMPLEMENTATION

# Innovation Enabling Elements



MOBILITY



INTEGRATORS



IDEATION



# **Sell Your Innovation**

## **Build in Canada Innovation Program**

The Office of Small and Medium Enterprises (OSME)  
Public Services and Procurement Canada (PSPC)





## How the Program Works

Through a **competitive procurement process**, the government buys innovative pre-commercial goods and services.

1. Submit proposal
2. *National Research Council Innovation Research Assistance Program* evaluates
3. Innovation prequalifies
4. Innovation matched with federal testing department
5. Contract established
6. Testing occurs
7. Feedback provided to innovator



## Program Eligibility

To apply to BCIP, you must:

- Not have sold your innovation commercially
- Be a Canadian business
- Include 80% Canadian content
- Show IP ownership or rights
- Apply to one of the 4 Standard or 6 Military Priority Areas