

# Industrial Research Assistance Program (IRAP)

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National Research  
Council Canada

Conseil national de  
recherches Canada

**Canada**

# National Research Council's Organizational Structure

## DIVISIONS

**Emerging Technologies**

**Engineering**

**Life Sciences**

**Industrial Research Assistance Program**

## PORTFOLIOS

Information and Communications Technologies

Measurement Science and Standards

National Science Infrastructure

Security and Disruptive Technologies

Aerospace

Automotive and Surface Transportation

Construction

Energy, Mining and Environment

Ocean, Coastal and River Engineering

Aquatic and Crop Resource Development

Human Health Therapeutics

Medical Devices

Pacific Region

West Region

Ontario Region

Quebec Region

Atlantic & Nunavut

National Office

Common Services to support portfolios and IRAP

The background of the slide features a blue-toned image of two scientists, a man and a woman, wearing white lab coats and looking intently at a piece of equipment. Overlaid on this image are various digital and technical graphics, including a grid of squares on the left, curved lines and circles resembling a circuit board or data flow, and several plus signs scattered throughout. The overall aesthetic is high-tech and innovative.

## **Mandate:**

Stimulate wealth creation in Canada through innovation.

## **Mission:**

Accelerate the growth of small and medium-sized enterprises (SMEs) by providing them with a comprehensive suite of innovative 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.

# IRAP business model

## FUNDING (\$)

IRAP

International

Youth

Youth Green

CAIP

Business Growth

Concierge

Business Advice

Linkages

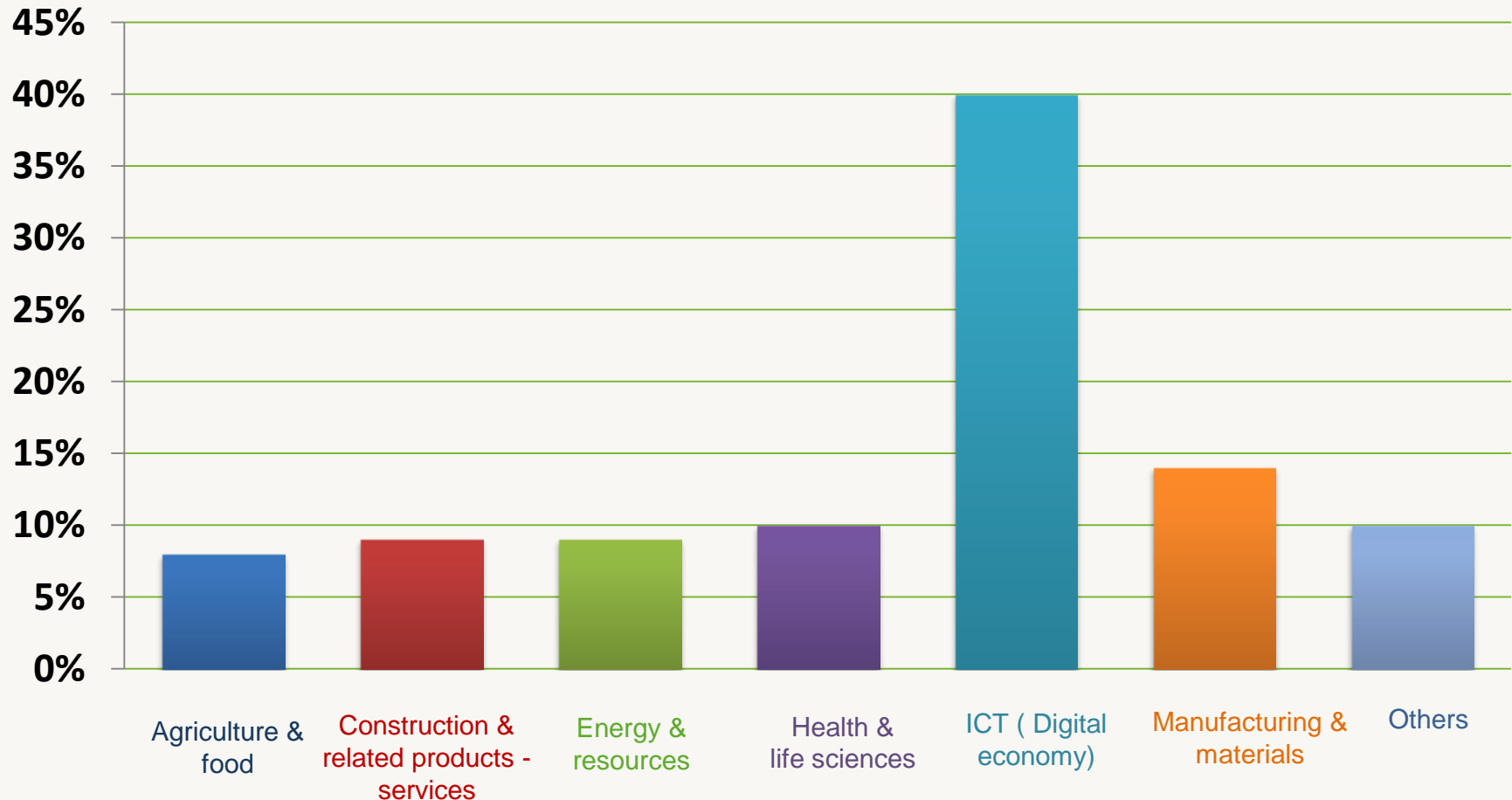
Competitive Intelligence

Technology Expertise

## ADVISORY SERVICES

# IRAP clients by industry sector

Source: FY 2015-2016



# IRAP client profile

**Firms funded by size (# of employees)  
FY 2015-2016**





# Industrial Technology Advisors

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



# Advisory services

IRAP 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 to appropriate resources / expertise searches
- strategic intelligence



# IRAP Funding Programs

## IRAP R&D / Technology Development Projects

- **What's eligible?** R&D projects that are **novel**, carry technical **risks**, have some degree of **market validation**, and provide **benefits to Canada**

## ARP (Accelerated Review Project)

- **Market Assessment Program:** For a product, process, or technology being developed, to help companies understand the market into which they will be selling their product, how to enter the market and with what features
- **Technology Validation:** to work with an early adopter to measure the value proposition of their product or service and gather the “proof” and/or testimonials needed to help further customer adoption
- **IRAP R&D Technology Development:** feasibility, prototype development

## Youth Employment Program (YEP)

- to hire highly skilled, post-secondary recent graduates as employees - science, engineering, technology, business, and liberal arts to work in a position relevant to the field of their degree for at least 6-12 months
- graduate must be first time YEP, 15-30 years old, Canadian citizen or Permanent Resident

## Youth-Green Program - for “Green” businesses or projects that will have environmental benefit

- to hire young people as employees - science, engineering, technology, business, and liberal arts to work in a position for at least 3-6 months
- Candidate must be first time Green Youth, 15-30 years old, Canadian citizen or Permanent Resident, or Refugee

# IRAP Funding

IRAP Contributions serve to **accelerate** a funded business plan, **not** be the **main** funding of a business

	Amount	What IRAP contributes
<b>IRAP Project</b> <ul style="list-style-type: none"><li>• <b>Core R&amp;D / Technology Development</b></li></ul>	<b>\$50K-\$500K</b>	<b>Up to 80% base salaries Up to 50% contractor fees</b>
<b>ARP Project</b> (Accelerated Review Project) <ul style="list-style-type: none"><li>• <b>Market Assessment</b></li><li>• <b>Technology Validation</b></li><li>• <b>R&amp;D/Technology Development</b></li></ul>	<b>\$10K - \$50K</b>	<b>Same as above</b>
<b>Youth Employment Program</b>	<b>\$17K</b>	<b>Projects last 6-12 months</b>
<b>Green Youth Employment Program</b>	<b>\$10K</b>	<b>Projects last 3-6 months</b>

# Additional IRAP funding programs for SMEs

## Funding for International Collaborations

- **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 GAC): *Supports SMEs develop export markets.*

# Federal Transfer Payments: Contributions vs. Grants

- **Contribution**

- Is a transfer payment. IRAP Funding is a Financial Contribution specified in a funding agreement. A contribution is to be accounted for and is subject to audit.

- **Grant**

- Is a transfer payment subject to pre-established eligibility and other entitlement criteria. A grant is not subject to being accounted for by a recipient nor normally subject to audit by the department. The recipient may be required to report on results achieved.

- All IRAP funding is a **Financial Contribution**

# The Process – not to scale!

**Eligibility**

**Canadian Operations; Technology; <500 employees; Incorporated**

**Meet**

**Usually at your site**

**Project Defined**

**Identify if suitable project / program**

**When invited by ITA**

**Proposal**

**Follow the template**

**Clarifications ; additional information**

**Evaluation**

**Business, Technical, & Financial Reviews**

**Approval**

**\$\$\$\$\$\$\$\$**

**Monthly in arrears**

**Claims**

**Final Report – Benefits to Canada**

**Report**



# Proposal for IRAP Financial Support

## **Your proposal must:**

- Provide an overview of your business
- Identify clear and measurable objectives
- Contain a clear description of the activities necessary to achieve the objectives
- Identify potential risks / uncertainties and mitigation strategies
- Elaborate a realistic budget that is coherent with your project's activities and resources
- Identify other sources of financing that will be used to pay your share of the project's costs
- Demonstrate that you understand IRAP's legal terms and conditions

*Your ITA will provide you with a template at the right time*

# Proposal Evaluation Steps

Our process:

1. Understanding of business case /opportunity
2. Evaluation of the firm's capabilities and resources
3. Evaluation of the project content and technical risk
4. Approval

# Project Management and Follow-up

- Support throughout the life of your project
  - Monthly online claims
  - Monthly online status reports
  - Payroll and timesheets data to support claim
  - Post-project assessment
- Support to manage change
  - Amendments when change of resources, rates, costs, dates occur
- Follow-up – complete a “snapshot” report
- Impact and benefits to Canada

## Takeaways - IRAP

- Contact your IRAP advisor (ITA) before you apply.
- Build a trusted relationship – open, honest, your challenges.
- Use your ITA's advisory services – guidance, connections
- Understand what metrics you need to meet to get funded.
- Demonstrate clarity, focus, path to market validation / profit
- When invited to fill a proposal – be timely and accurate
- When executing an IRAP project – be timely and accurate
- Make sure your accounting and legal are solid
- Keep in touch with your ITA throughout the project

# CONCIERGE

YOUR GUIDE TO  
VOTRE CONSEILLER EN

## INNOVATION



funding



linkages



facilities



expertise

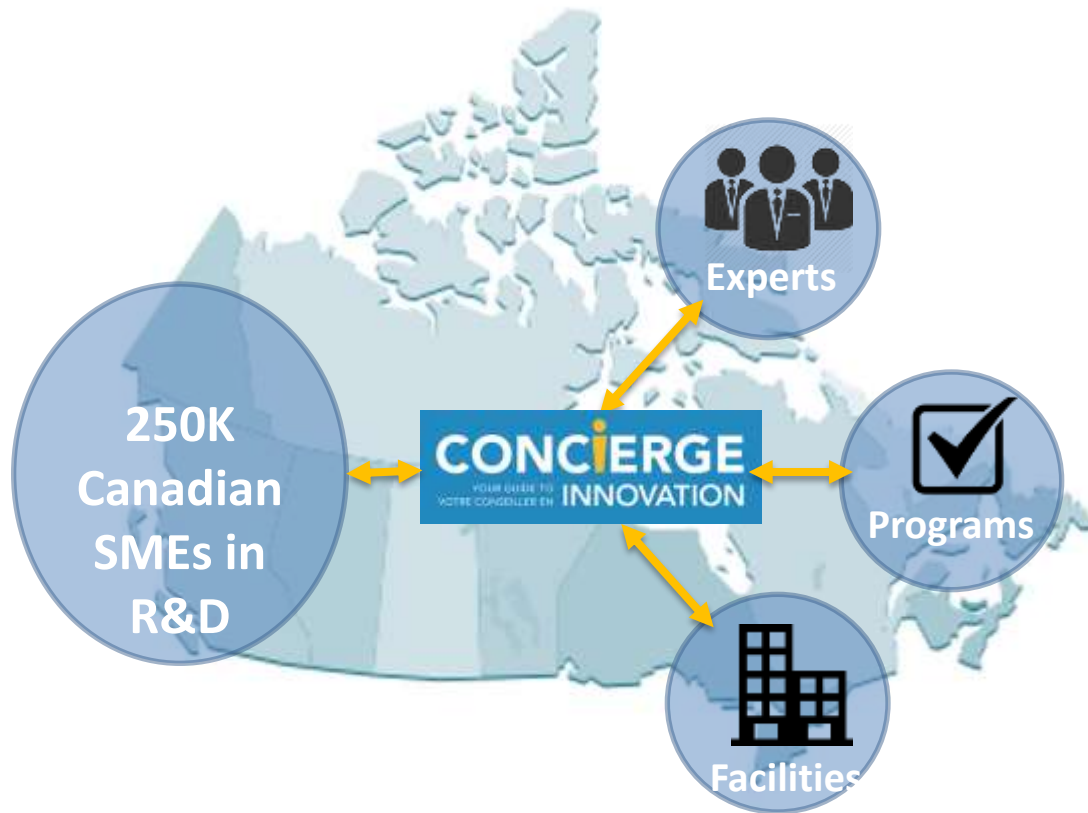


advice

Helping SMEs grow their  
business through  
**customized guidance,**  
**advice,** and referrals  
to the most relevant  
**programs and services**



# Concierge



**Concierge is a  
single access  
point to:**

**funding  
expertise  
facilities  
global opportunities**

## How it works

Contact an Innovation Advisor

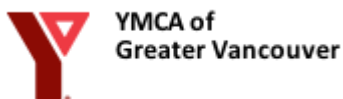


One-on-one consultation

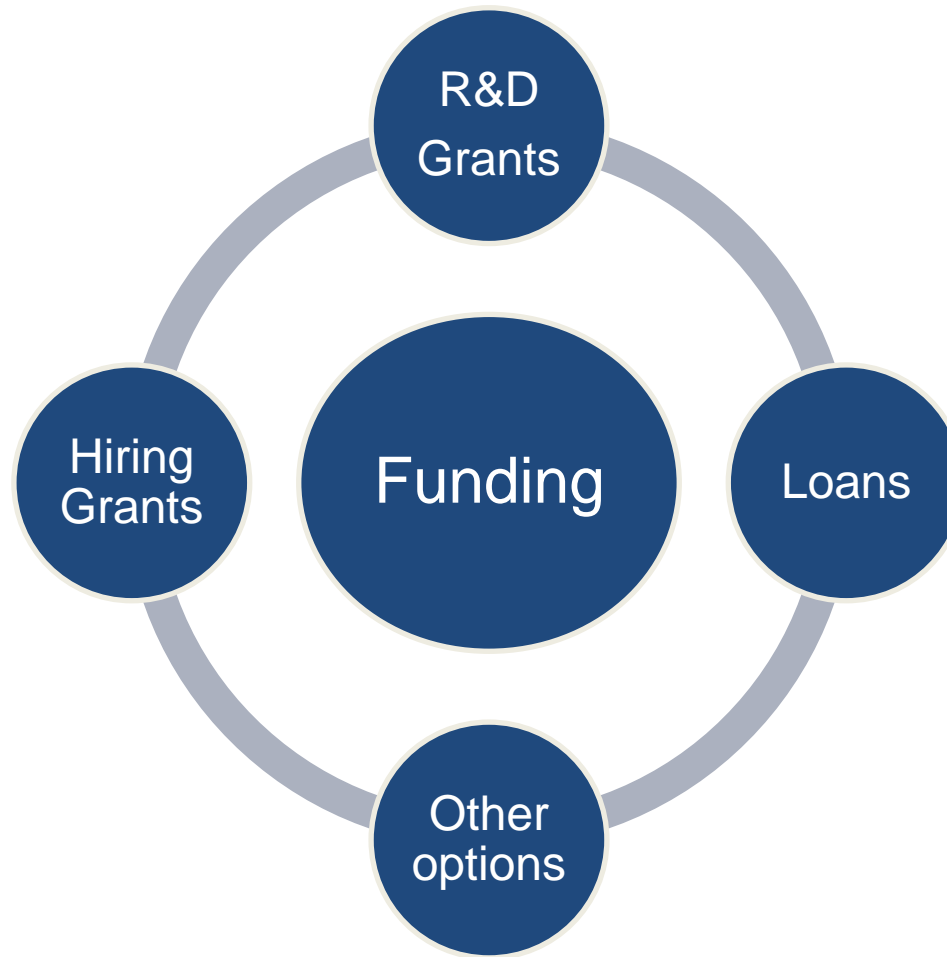


Follow-up e-mail & referrals

# Some Concierge partners...



# Types of Funding



## How to Get Connected

**1-855-534-8433**

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

or visit

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



# Thank you

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**[www.nrc.gc.ca/irap](http://www.nrc.gc.ca/irap)**

