

# **Don Douglas**

## **Industrial Research Assistance Program (IRAP)**

**AANS Sea Farmers 2018**  
**25-26 January, 2018**  
**Halifax, NS**

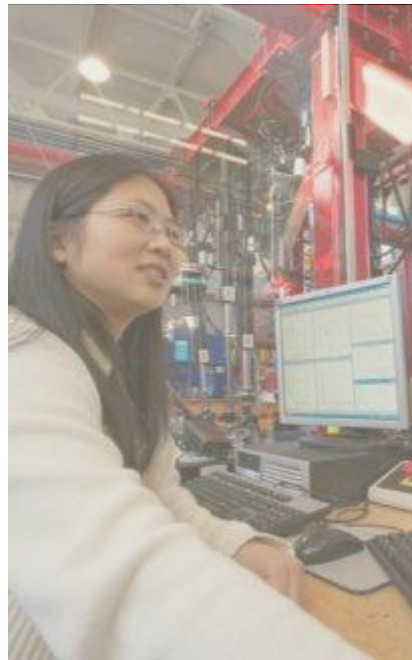
March 2017



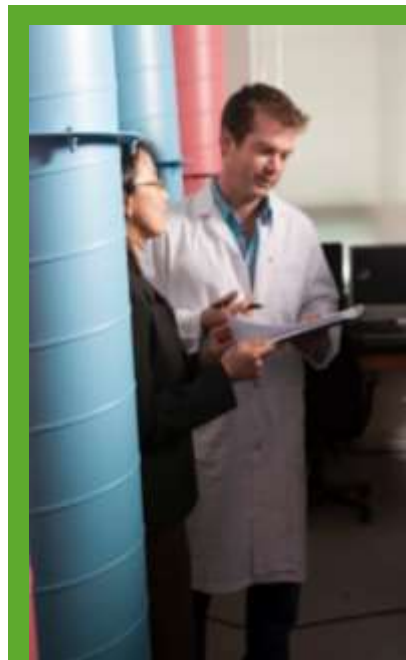
# NRC business lines



**Strategic  
Research &  
Development**



**Technical and  
Advisory services**



**Industrial Research  
Assistance  
Program (IRAP)**



**Science  
infrastructure**

# Where is IRAP?

*We meet with clients  
at their business  
location.*



The background features a blue-tinted photograph of two scientists, a man and a woman, in white lab coats looking at a piece of equipment. Overlaid on this are various digital and technical graphics, including a grid of squares on the left, curved lines and circles resembling a circuit board or data visualization, and several plus signs scattered throughout. The overall aesthetic is clean, modern, and tech-oriented.

## **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 at a glance

- Since 1947
- Present in all provinces, 120 locations
- Serving 13,000+ clients/year
- Clients in all sectors
- Funding: 3,000+ clients
- Field Staff: 255 ITAs
- Partner Organizations: 200
- Budget: \$287M Gs&Cs
- Impact: \$1 IRAP = \$11 Return on Investment (ROI)

# 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

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 to appropriate resources / expertise searches
- strategic intelligence

# IRAP Special Interest Groups

## Objectives

- Link ITAs with aquaculture technical and business expertise coast-to-coast.
- Support SMEs through National and International networking
- Increase the positive impact of NRC on innovative SMEs.
- Contribute to the competitiveness of the Canadian aquaculture industry companies and industry associations

**Aquaculture Special Interest Group**



# 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.
- **Canadian International Innovation Program (CIIP):** Supports SMEs' R&D collaboration with international partners in China, India, Brazil and Korea.
- **CanExport** (co-managed with GAC): *Supports SMEs develop export markets.*

# Core IRAP funding - firms

## Target:

- SMEs with the potential and willingness to grow through innovation

## Purpose:

- To encourage investment in R&D activities that have clear commercialization goals

## Scale:

- 1,700 new and unique Contribution Agreements/year
- Budget: \$222M



# Youth Employment Program (YEP)

## Target:

- Technology-focused SMEs looking to build their technical capacity

## Purpose:

- To support SMEs in increasing their innovation capacity through the hiring of post-secondary graduates

## Scale:

- Graduates: 250
- Budget: \$5 M

## Duration: of internships:

- 6 to 12 months

# Youth Employment Program **GREEN**

## **Target:**

- Technology-focused SMEs looking to build their technical capacity

## **Purpose:**

- To support SMEs is increasing their green innovation capacity through the hiring of youth (ages 15-30).

## **Scale:**

- Funded placements : 1,000 +
- Budget: \$10M

## **Duration of internships:**

- 3 to 6 months



# Who does IRAP 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:

### **The Business:**

- business opportunity
- management capabilities and potential to achieve expected outcomes
- financial capabilities
- plan to commercialize the results

### **The Project:**

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

# Thank you

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