



*Inspiring innovation  
Inspirer l'innovation*

# Delivering Innovation through Research & Development

SME Growth &  
Innovation Workshop  
December 2016

# Agenda

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- ➔ **About Mitacs**
- ➔ **How we help industry**
- ➔ **Our programs**

# About Mitacs

- ➔ National research network (non-profit)
- ➔ 16 years in operation
- ➔ 60+ university partners
- ➔ 12,000+ projects to-date addressing business problems & driving innovation



# Our Mandate

- ➔ **Foster** innovation in Canada, help our companies grow
- ➔ **Connect** industry and universities for world class collaborative research across *all disciplines*
- ➔ **Train** highly qualified personnel to advance industry innovation and research excellence



# We do more than fund research

- ➔ Business Development team “on the ground” to develop new partnerships and projects
- ➔ Work with universities + industry to develop new programs that meet a need
- ➔ Work with industry leaders to build innovation capacity in Canada & strengthen linkages to Canadian universities
- ➔ Work with universities to help their students be “career ready”

# Annual snapshot



**\$19.3M**  
PRIVATE SECTOR INVESTMENT



**2800 +**  
INNOVATIVE RESEARCH PROJECTS



**1260**  
INDUSTRY PARTNERS



**2240**  
RESEARCH INTERNSHIPS



**6000**  
STUDENTS CAREER-READY



**470**  
INTERNATIONAL STUDENTS  
BROUGHT TO CANADA

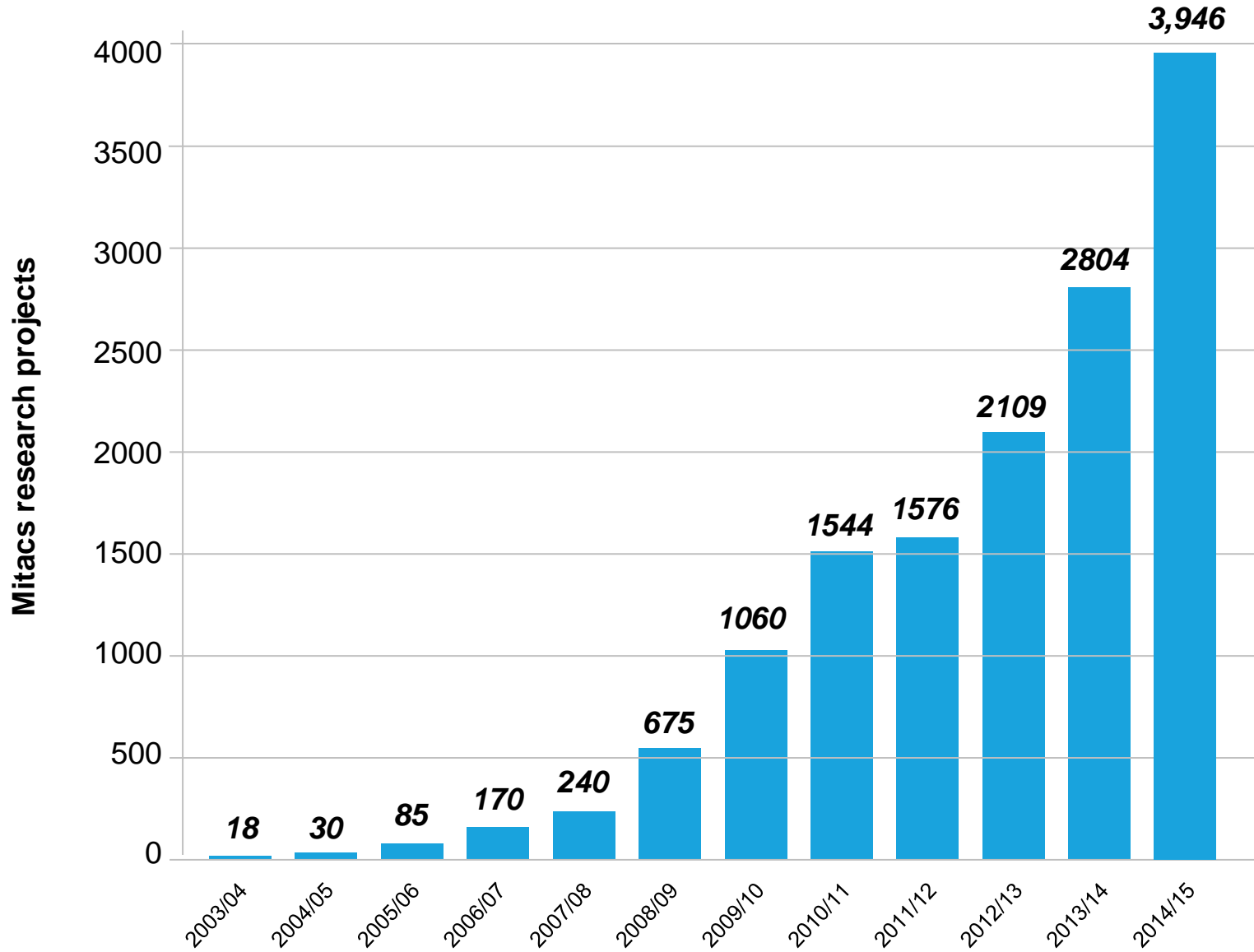


**61**  
UNIVERSITY PARTNERS



**290 +**  
PROFESSIONAL SKILLS WORKSHOPS

# Updates - Program growth



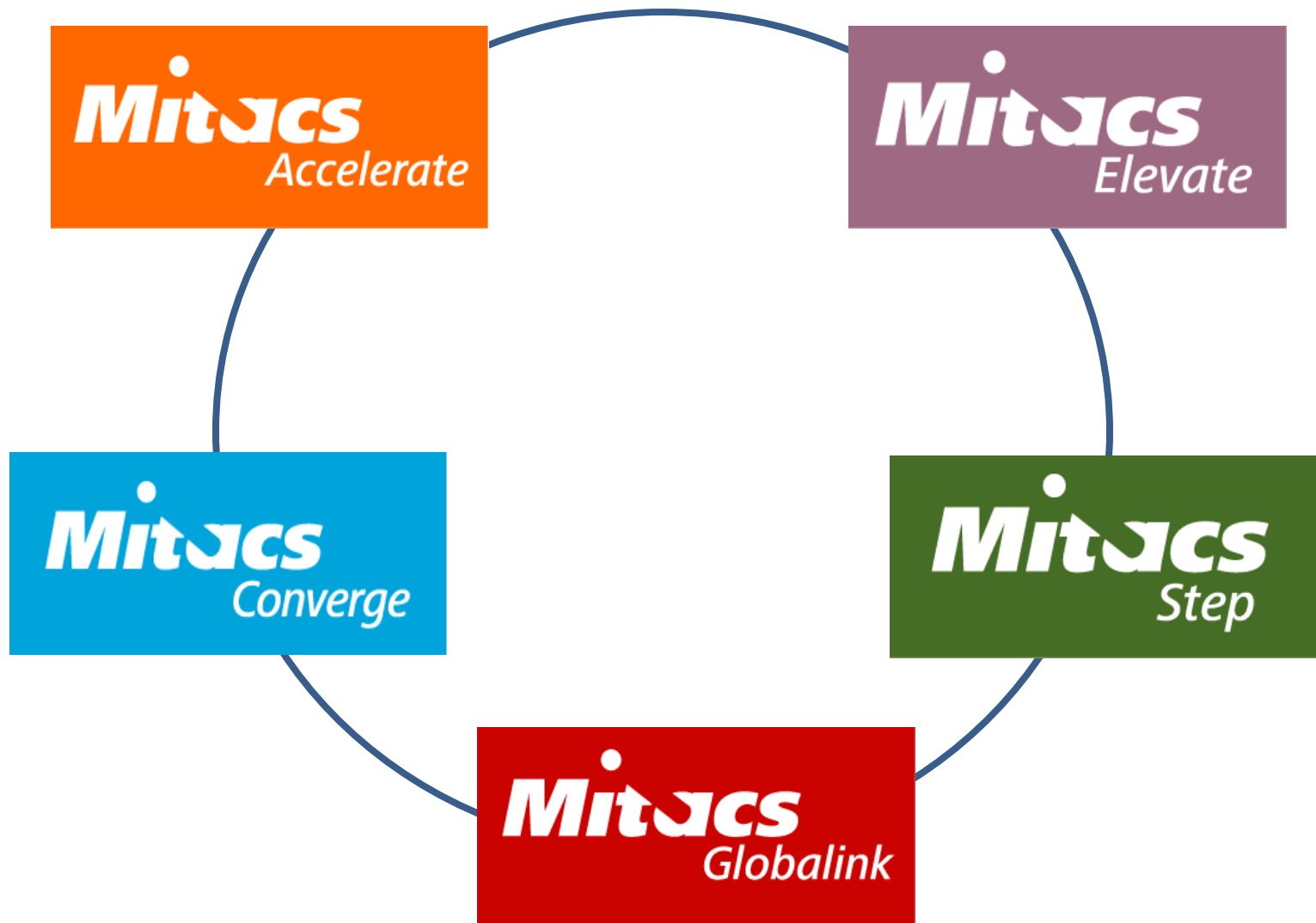
# How we do it

- **Act as a connector/facilitator/partner between**
  - Research Universities
  - Companies/Industrial Partners (Canadian & MNE)
    - We can help find university expertise for companies
    - Facilitate discussions
    - Assist with applications
- **Via business development team across Canada**





# Our Programs



# Building research collaborations



- ➔ Industry defined projects
  - Development of IP
  - Problem solving
  - Improve understanding
  - Recruit new research talent
- ➔ Scalable: from \$15,000 to \$2M+
- ➔ Mitacs adds matching funds
- ➔ Industry \$ could be eligible for SR&ED
- ➔ Mitacs staff on-hand to help



# How Accelerate works

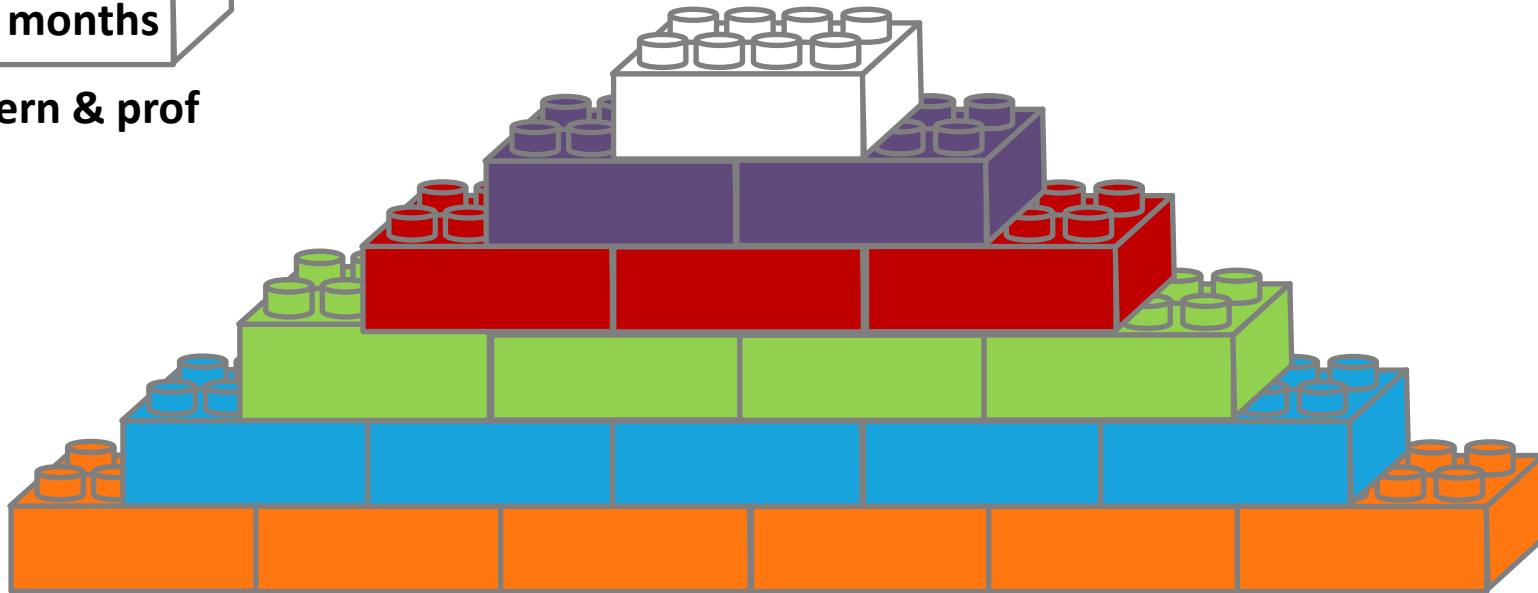
## Projects address industry needs - of interest to university researchers

- “Research” is the tool used
- Professor(s) involved;
  - *Expertise*
  - *Advanced equipment & facilities*
- Interns balance time between partner(s) & university
  - *Better understand industry problem*
  - *Gain exposure to industry R&D practices*
  - *Act as a “bridge” to university*
- Projects built around simple 4 month blocks (1.. to.. 100+)

# Scalability: build large-scale projects



1 intern & prof



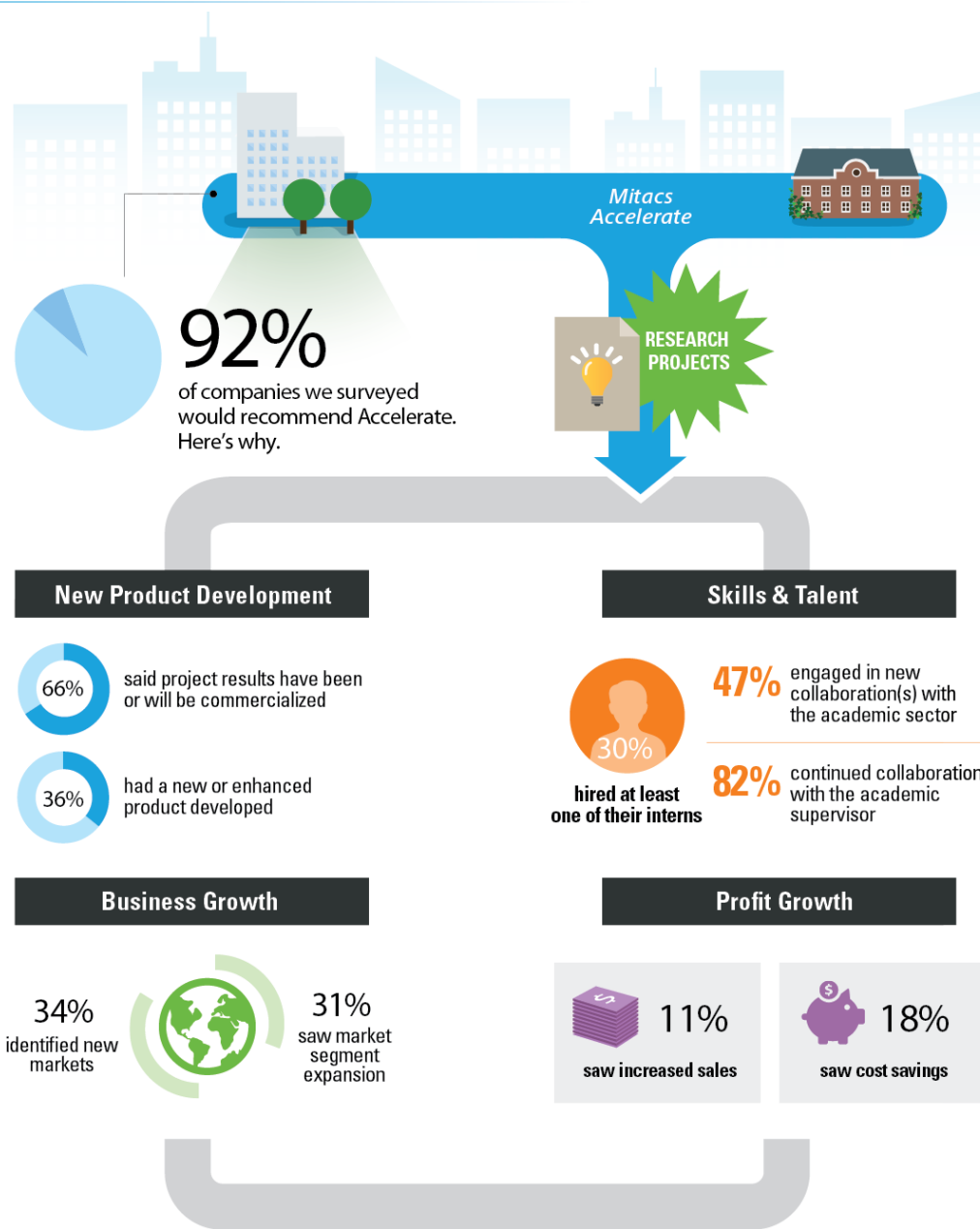
- ➔ Can build bigger projects from simple 4 month units
- ➔ First 1 to 5 internship units: industry funding matched 1:1
- ➔ Higher Mitacs matching available with bigger projects
- ➔ Projects can be multi-disciplinary (and multi-partner)

# How Accelerate works

## The process

- Professor(s) + industry partner(s) agree on scope, timeline
  - Mitacs can help identify university researchers
- Proposal developed (by professor, consulting with company)
  - We can provide feedback
  - Facilitate discussions on IP, NDAs
- Submitted to Mitacs for evaluation
  - No deadlines
  - “Peer review” for quality research
  - **Not a competition (~95% approval rate)**

# Impact



# What are Industrial and Technological Benefits?

- ➔ The ITB Policy ensures that Government of Canada defence and security procurements generate high value-added business activity for Canadian industry.
- ➔ The ITB Policy requires companies to undertake business activities in Canada valued at 100 percent of the value of the defence or security contract they have been awarded by the Government of Canada. Procurement must be \$100 M+.
- ➔ The ITB obligation is a contractual commitment and part of the overall government procurement contract.
- ➔ Canada currently has more than 60 defence and security procurements that are subject to the ITB Policy. Together, these ITB obligations represent in excess of \$20 billion in current and future business activity with Canadian industry.

# Mitacs and ITBs

## History

- ➔ **2007-10**  
Leverage existing Mitacs Canadian programs:
  - First ITB project in BC leveraged \$1.25M Boeing contribution to UBC/SFU and created up to 100 internships.
  - Additional Accelerate-leveraged projects in Ontario (University of Ottawa) and Nova Scotia (Dalhousie).
  
- ➔ **2011/12**  
Mitacs-managed ITB projects
  - Boeing/Mitacs master agreement as “International Offset Services Provider”.
  - Public/Private Consortium test case (Canadian Satellite Design Challenge).
  - Canada-Brazil Visual Analytics Collaboration linking 3 universities in Canada to universities in Brazil.
  
- ➔ **2013 onwards**
  - Full-scale public/private consortium developed (VARDEC).
  - Additional ITB projects put in place and several are currently under development (Canadian and International).



# Mitacs and ITBs

## Benefits to Mitacs

- Expanded uptake and reach of Mitacs funding programs
- New partnerships, industry sectors, academic disciplines and countries
- Established the precedent with Industry Canada (now Innovation, Science and Economic Development) for Mitacs-managed ITB projects
  - Established methodology and templates for new Public-Private Consortia (PPCs). Led to the successful creation of VARDEC with Mitacs identified as the ITB Recipient by Industry Canada
- Directly led to the Mitacs Converge Program (now in its pilot stage) – A Global Innovation Supply Chain initiative for Canadian SMEs and Canadian public post-secondaries modelled on the ITB Public-Private Consortia (PPC).

## Connecting global industry with Canadian innovation

- ➔ Build and support collaboration between MNE, Canadian SME and Canadian researchers
- ➔ Enable supply chain development in Canada
- ➔ Facilitate investment in Canadian R&D
- ➔ Generate opportunities for Canadian talent



# Connecting global industry with Canadian innovation

## Eligible projects:

- ➔ Represent new investment in Canada
- ➔ Foster collaboration with Canadian SME **and** Academic researcher
- ➔ Enable student and postdoctoral fellow engagement with industry partners
- ➔ Encourage long-term interaction between Canadian SMEs and MNE



# Connecting global industry with Canadian innovation

## How it works: New collaborations

- ➔ Technological need or research area identified by MNE
- ➔ Call for proposals facilitated by Mitacs
  - Extensive network of Canadian SMEs and Academic partners
- ➔ Projects and partners chosen by MNE
- ➔ Funding proposal prepared with Mitacs' support
- ➔ Collaboration initiated



# Connecting global industry with Canadian innovation

## How it works: Building on existing relationships

- ➔ Partnership established between MNE and Canadian SME
  - Project must represent a new investment by the MNE in Canada
- ➔ Funding and research proposal prepared with Mitacs' support
- ➔ Collaboration initiated



# Connecting global industry with Canadian innovation

## Mitacs support:

- ➔ Assist with building collaboration
  - Access to our network of SMEs and academic researchers
- ➔ Provide matching funds for MNE and SME investment
- ➔ Efficient application submission and approval processes
- ➔ Project management support available
- ➔ Single point of contact for all Mitacs questions



# Our Funding Partners





For more information:

*Inspiring innovation  
Inspirer l'innovation*

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