



Business Scale-up & Productivity (BSP) Program Stream

Business Scale-up and Productivity (BSP)

The [Regional Economic Growth through Innovation](#) (REGI) program is a national program delivered by regional development agencies (RDAs) across the country. It comprises two program streams designed to fuel economic growth through innovation and create more well-paying jobs for Canadians.

On December 3, 2018, WD opened the first call for proposals for the REGI [Business Scale-up and Productivity \(BSP\)](#) program stream.

BSP offers **repayable, interest-free funding** to businesses at various stage of development, including firms with high growth potential, to accelerate their growth and scale-up, improve productivity, and increase competitiveness in both domestic and global markets.

BSP Objectives

- Assist firms with high-growth potential to scale up and expand.
- Support technology demonstration and the commercialization of new technologies.
- Encourage the early adoption or adaptation of leading-edge technologies and processes to improve productivity.
- Increase businesses' capacity to grow through market diversification and entry into global markets.

BSP Assistance

- Up to 50% of eligible project costs
 - Minimum \$200K; Maximum \$5M/project
 - Maximum \$10M to any one organization
 - Minimum 50% of total project funding required from confirmed non-government sources
 - All non-WD sources must be confirmed - at time of application and after project approval
- Maximum project duration of 3 years
- After project completion - 1 year grace followed by 5 years repayment
- Interest free; No security/collateral taken

Eligible Recipients

Applicants must meet the following eligibility criteria:

- For-profit company incorporated to conduct business in Canada
- Minimum of 2 years in operation in Canada
- Operating facilities located in Western Canada
- Preference may be given to SMEs (<500 full-time employees)
- Support one of the following priority areas: Clean Tech, Clean Resources, Life Sciences, Value-added Agri, Advanced Manufacturing, Digital Technology

Eligible Activities

- Productivity Improvement
 - acquiring, adapting, adopting new technology processes
 - process re-engineering
 - improving manufacturing capacity
 - productivity improvement
- Business Scale-up
 - market analysis, research, planning, development, and/or expansion
 - adopting best management practices, processes, and systems
 - business opportunity development
- Technology Commercialization ([TRL 7-9](#))
 - late stage product development geared toward market diversification and growth, such as technology showcasing and technology demonstration.

Eligible Costs

Incremental costs essential to the project.

Examples

- Capital costs (equipment, machinery)
- Labour (wages, benefits)
- Marketing
- Costs related to intellectual property
- Technology development and commercial demonstrations
- Professional, advisory, technical services

Ineligible Costs

Costs deemed unreasonable, non-incremental, and/or not directly related to project activities.

Examples

- Basic and applied R&D (TRL 1-6)
- Land and buildings
- Salary bonuses and dividend payments
- Entertainment expenses
- Refinancing of existing debts
- Amortization or depreciation of assets
- Lobbying activities
- Donations, dues and membership fees

Costs incurred prior to April 1, 2019 are ineligible.

Expected Results

- WD is looking to support projects that have a viable plan to **produce strong economic outcomes.**
- Applicants must quantify, substantiate, and later report on the following expected results:
 - **Number of HQP jobs created in Canada**
 - **Number of non-HQP jobs created in Canada**
 - **Revenue growth (\$)**
 - **Export sales growth (\$)**
 - **Business sales growth resulting from commercialization (\$) – where applicable**

Application Process

- Call for Proposal and competitive process.
- Online application form available on [WD's website](#).
- Applicants are strongly encouraged to review the **BSP Application Form and Applicant Guide**.
- Applications only accepted during intake period.
- One application per organization in a given intake.

INTAKE PERIOD

OPEN: December 3, 2018

CLOSE: January 11, 2019 (2 pm MST)

BSP vs WINN – what's changed?

	BSP	WINN
Eligible Recipients	All incorporated for-profit companies Preference may be given to SMEs	Incorporated for-profit SMEs
Years in Operation	Minimum 2 years	Minimum 1 year
Financial Assistance		
WD Contribution	Min \$200K, Max \$5M/project; \$10M/applicant over life of the BSP	Max \$3.5M/project; \$7.5M/applicant over life of WINN
Eligible Activities	Productivity Improvement; Business Scale-up; Technology Commercialization (TRL 7-9)	Technology Commercialization (TRL 1-9)



SAVE THE DATE
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- Meet government and industry representatives.
- Gain insight into the outlook of the defence and security sector.
- Use the B2B program to present your company capabilities and innovations to potential global defence and security partners.



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