



NRC-CMRC
Industrial Research
Assistance Program

**National Research Council
Industrial Research Assistance Program**

Supporting Companies in
Research and Development
and Accessing Technology



National Research
Council Canada



Conseil national
de recherches Canada




Canada



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IRAP Program Objective:

Strengthen SME Innovation Capacity




IRAP works with:

- Established companies having less than 500 employees that are:
 - Incorporated in Canada
 - Engaged in activity employing technology
 - Technical employees on the payroll
 - Capable of commercializing innovation
 - Willing to enter into a trusted relationship with IRAP




Industrial Technology Advisors

- Engineers, scientists, and software experts
- Usually have graduate degrees in areas of expertise
- Several now have M.B.A.s
- Minimum 10 years of industrial experience
- Provide technical expertise in area of specialty across province
- Also assigned geographic territory




Increasing Technical Capability:

- Assistance in hiring graduates
- Referrals /Linkages
- R&D Projects




RDA Projects

- New product/process development to proof of concept
- Small projects (< \$25,000 IRAP Contribution)
 - Technology new to the company
- Medium projects (\$25,000 to \$100,000 in IRAP Contribution)
 - Technology new to the industry
- Large projects (>\$100,000 in IRAP Contribution)
 - Technology new to the industry
 - World first/disruptive technology



IRAP Contributes To:

- Internal Technical Salaries
- Cost of external consultants/contractors/researchers
- (IRAP does not contribute to material, capital and overhead costs)



Youth Internships

- Contributes \$12,000 over a 6 to 12 month period toward cost of hiring recent college or university graduate
- Graduate must be:
 - Under 30
 - Completed degree/diploma within 3 years
 - Unemployed or underemployed prior to internship
 - Business, science, engineering, or technology grad
 - Legally able to work in Canada
- Graduate gains experience
- Company benefits from graduate's education



RDA Project Examples

- Product development
 - New product or product improvement
- Process improvement/development
- Improved testing procedures
- Introduction of new technology




Working with IRAP on project funding

- Process starts with a conversation with the ITA
- ITA needs to understand the project's scope and objectives
 - What thought and planning has gone in to the project
- ITA needs to learn about the company as well as the project
 - Company's objectives in undertaking the project
 - What are the company's current capabilities
 - Business skills
 - Technical abilities
 - Financial capability



Working with IRAP on Project Funding

- Proposal preparation
 - Business Case
 - Commercial benefit to company
 - Market space
 - Marketing plans
 - Companies ability to manufacture, market, and support product
 - Technical
 - Project Objectives
 - Plan of work




Working with IRAP on Project Funding

- Monthly claims and reports
- Ongoing contact
- Amendments if needed
- Final report



Cofunding research with Other Organizations

- Consider rules and requirements of each organization
- (IRAP Stacking Rule: Maximum 75 % total gov't funding)



A Note on Intellectual Property

- Conditions of Contribution
- Company must have access to Intellectual Property and Right to benefit from it
- Intellectual Property must be protected
- Intellectual Property must be commercialized



Qualifications for funding

- Company must be willing to enter into a trusted relationship with IRAP
- Company must demonstrate its ability to pay its share of project funding
- Company must demonstrate that it has the ability to effectively commercialize the results of the R&D
- Company must be able to absorb the needed technical knowledge and capability to implement the results of the R&D
- Planned outcome of R&D project has clear commercial benefits that can be realized



IRAP Advisory Services

- Assistance with technology adoption & development
- Technical literature and patent searches
- Assistance with strategic planning & business development
- Market research services
- Link clients to a broad network of services

