NRC - IRAP
Stimulating Innovation and Productivity in SME's

Ready For The Future

National Research Council
Industrial Research Assistance Program
IRAP’s Companies

- 50 Employees or Less: 82%
- 51 to 200 employees: 15%
- Greater than 200 Employees: 3%
Canadian SMEs Have Always Had Significant Innovation And R&D Challenges

- SMEs have limited resources to invest in new and improved products, skills and technologies
- Canadian SMEs struggle to grow into medium-sized enterprises
- Survival rate for new small businesses average at 72% after one year, 44% after three years, 32% after five years
Our Clients Are Firms That Are …

- Incorporated in Canada, with less than 500 employees, and can demonstrate
- Demonstrate a technology opportunity
- Have the desire and potential for growth with the intention to commercialize
- Have a marketplace orientation that is or will be international
NRC-IRAP Offers Services To Help SME Innovate And Build Linkages

Over 200 Industry Technology Advisors (ITA’s) working on the shop floor of individual firms in 90 local communities
The Industrial Technology Advisor (ITA)

- OUR MODEL

Diagram: Investor and Mentor overlapping.
What does IRAP do?

- Links to S&T resources and networks
- Cost-shared financial contributions, small scale, rapid decisions and action
- Budget of around $150 M -- $100 M going directly to SMEs
- Helps SMEs access international technologies via linkages, visits, missions
Reaffirming our Service Concept

Firms’ Goal

Innovation & Technology

Products & Services Productivity

Client Growth

IRAP’s Role

Investor

Risk

Mentor

Client Relations

Regional & National Program Support

Commercial Success

Client Growth
Financial Investments

- **Two types of contributions:**
  - R&D – up to $500K (non-repayable)
  - Youth – up to $15K (non-repayable)

- **Cost-shared.**

- **IRAP portion up to 50% of total project costs for non-repayable contributions**
Projects might include feasibility studies, technical viability analysis, access to technology and resources in Canada and abroad.
Youth Program

For SMEs that plan to hire recent graduates (science, engineering, technology, business and liberal arts)
IRAP business model
Increase the innovation capability of SMEs

Client
Level A
Diagnostic ($)

Tech. info
Advice
Linkages

SR&ED Contributions ($)

Level B
Client

New, qualified personnel Y ($)

Intellectual property
Strategic Planning Marketing

IRAP- R&D ($)

Industrial Eng.
Quadrise Canada Fuel Systems Inc.

- A Calgary company leads the way in developing an emulsified fuel to replace natural gas

“IRAP support allowed us to hire the extra technical expertise we needed, and helped us establish key R&D partnerships – Canmet, SRC”

- The company won the NRC/ASTech Innovation in Industrial Research Prize in 2006
Questions?

Thank you