Build in Canada Innovation Program
To Kickstart Innovation

Programme d’innovation Construire au Canada
Encourager l’innovation

Office of Small and Medium Enterprises (OSME) | Bureau des petites et moyennes entreprises (BPME)
Context

- Budget 2012 announcement made the Build in Canada Innovation Program permanent with the addition of a military procurement component.

Program objectives

- Supporting Canadian businesses.
- Assisting in bridging the “Pre-commercialization Gap”.
- Providing real-world evaluations of pre-commercial goods and services.
- Improving the efficiency and effectiveness of government operations.

Program stages

Outreach  Call for Proposals  Evaluations  Validation Committee  Pre-qualified Innovations  Contracting & Testing
• With support from the OSME, the BCIP held more than 1000 events reaching more than 30,000 individuals.

• Facilitate discussions on how industry can meet the needs of government departments with innovative solutions.
Calls for Proposals

- Through a competitive process, the government will procure pre-commercial innovative goods and services for testing and use in the federal government.
- Bidders are required to select either the **Standard** or **Military** component.

- Fully electronic submission process, supporting environment and national scope
Calls for Proposals

- Calls for Proposals (CFP) tenders are posted on [Buyandsell.gc.ca/tenders](http://Buyandsell.gc.ca/tenders).

- All Proposals must meet the following **Mandatory Criteria** and pass the Screening Criteria of “Readiness” and “Commercialization Capacity”.

<table>
<thead>
<tr>
<th>Standard Priority Areas</th>
<th>Military Priority Areas</th>
</tr>
</thead>
<tbody>
<tr>
<td>Be included in one of the 4 Standard Priority Areas.</td>
<td>Be included in one of the 6 Military Priority Areas.</td>
</tr>
<tr>
<td>Be valued at $500K or less (Applicable taxes and shipping extra).</td>
<td>Be valued at $1 million or less (Applicable taxes and shipping extra).</td>
</tr>
<tr>
<td>Not have been sold commercially.</td>
<td></td>
</tr>
<tr>
<td>Be provided by Canadian bidders.</td>
<td></td>
</tr>
<tr>
<td>Include 80% Canadian content.</td>
<td></td>
</tr>
<tr>
<td>Obtain minimum pass marks for “Advance on State of the Art”.</td>
<td></td>
</tr>
<tr>
<td>Show IP ownership or rights.</td>
<td></td>
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</tbody>
</table>
**Level of Readiness**

- **Actual application of the technology in its final form and under real-life conditions, such as those encountered in operational test and evaluation. Activities include using the innovation under operational conditions.**
  - **Level 9**

- **Technology has been proven to work in its final form and under expected conditions. Activities include developmental testing and evaluation of whether it will meet its operational requirements.**
  - **Level 8**

- **Prototype at planned operational level and is ready for demonstration in an operational environment. Activities include prototype field testing.**
  - **Level 7**

- **A model or prototype that represents a near desired configuration. Activities include testing in a simulated operational environment or laboratory.**
  - **Level 6**

- **The basic technological components are integrated for testing in a simulated environment. Activities include laboratory integration of components.**
  - **Level 5**

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**Pre-Commercialization Gap Build in Canada Innovation Program**
Advance on the State of the Art

Current commercially available State of the Art Product /Service

- **Product / Service A**: Significant advance but in early stages of development
- **Product / Service B**: Not an advance and not ready to be tested
- **Product / Service C**: Not an advance
- **Product / Service D**: Significant advance
- **Product / Service E**: Slight advance

**TRL 1-6**

**TRL 7-9**
How will a proposal be evaluated?

### Innovation
Must demonstrate that the innovation is an advance on the state of the art.

### Test Plan
Must demonstrate that the test plan is well thought out with clear objectives, risk mitigation strategy and realistic timelines.

### Commercialization
Must demonstrate that there is sufficient market potential for the innovation to sustain profitability.

### Benefits
Must demonstrate that the innovation provides financial and non-financial benefits to Canadian society or the testing department.
The **Innovation Selection Committee** is comprised of individuals from the private sector who review and validate the technical scores achieved based on their expertise in investment, entrepreneurship, innovation and commercialization trends.

They can only make recommendations to the ITAs to re-assess the scores in certain bids.

ISC members are required to declare any conflicts of interest and sign a non-disclosure agreement.
Pre-qualified Innovations

• Top ranked proposals, by score, are pre-qualified until funding is exhausted.
• All bidders receive debriefings with evaluators’ comments and scores.

Basic costs covered include:
  • Purchasing
  • Shipping
  • Installing
  • Support
  • Training

Example Rankings

<table>
<thead>
<tr>
<th>Bid No.</th>
<th>Score</th>
<th>Financial Cost from Proposal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bid 63</td>
<td>180</td>
<td>$ $</td>
</tr>
<tr>
<td>Bid 210</td>
<td>180</td>
<td>$ $</td>
</tr>
<tr>
<td>Bid 151</td>
<td>177</td>
<td>$</td>
</tr>
<tr>
<td>Bid 311</td>
<td>172</td>
<td>$ $</td>
</tr>
<tr>
<td>Bid 3</td>
<td>168</td>
<td>$ $ $ $ $ $ $</td>
</tr>
<tr>
<td>Bid 451</td>
<td>167</td>
<td>$</td>
</tr>
<tr>
<td>Bid 397</td>
<td>162</td>
<td>$ $ $ $ $ $ $</td>
</tr>
<tr>
<td>Bid 117</td>
<td>157</td>
<td>$ $</td>
</tr>
<tr>
<td>Bid 297</td>
<td>147</td>
<td>$ $</td>
</tr>
</tbody>
</table>

Funding exhausted

Pre-qualified
A Defence Validation Committee, comprised of DND/CF personnel, will assist in matching innovations from the Military component only, by helping to identify potential testers within DND/CF.

- An Innovation Management team connects pre-qualified bidders with potential testing departments.
- Departments can express interest to test and provide feedback to suppliers.
- A contract for testing is negotiated and awarded once match is confirmed with testing department, and an acceptable test plan is determined.
- Pre-qualified bidders are not guaranteed contracts.
The BCIP Approach

Multi-stage review process, including private sector experts

Fair, open and transparent evaluation

All bidders receive debriefings on their evaluation

Debriefing / Top-ranked Pre-qualified

Feedback from testing is provided to bidders

Contracting and Testing

Outreach proactively supports matchmaking

Outreach raises awareness

Businesses participate in a Call for Proposals

Fully electronic process, supporting environment and national scope

Supported by a national outreach strategy

Outreach raises awareness
BCIP Contact Information

Program Site
For more information visit:
www.buyandsell.gc.ca/innovation

Update List
Subscribe to the BCIP update mailing list
(on home page of program website)

Program E-mail
Send inquiries to:
Innovation@pwgsc.gc.ca

Buy and Sell
Learn more on how to sell to the government at
www.buyandsell.gc.ca/