



Global Partnerships

**Connecting Alberta business to new markets
and international expertise**

Information Session
October 4, 2018 – Edmonton
October 10, 2018 – Calgary

ALBERTA INNOVATES at a Glance

Alberta Innovates is a provincially funded corporation with a mandate to deliver 21st-century solutions for the most compelling challenges facing Alberta, Canada. We do this by building on our province's research and technology development strengths in the core sectors of health, environment, energy, food and fibre, and platforms such as artificial intelligence, nanotechnology and omics.



600
EMPLOYEES



10
LOCATIONS

2 applied research subsidiaries

- InnoTech Alberta
- C-FER Technologies



Annual investment of **\$286 million**, another **\$80 million** in technical support for greenhouse gas emissions reduction projects.

\$47.2M

in external contract revenue generated by InnoTech Alberta.

76 PhDs

Highly qualified and skilled personnel at InnoTech Alberta worked with industry, government and small to medium-sized enterprises to enhance company competitiveness and bring new technologies to market.



72
PROGRAMS

in 14 investment portfolios and four business lines



support applied research



contribute to value-generation



ALBERTA INNOVATES

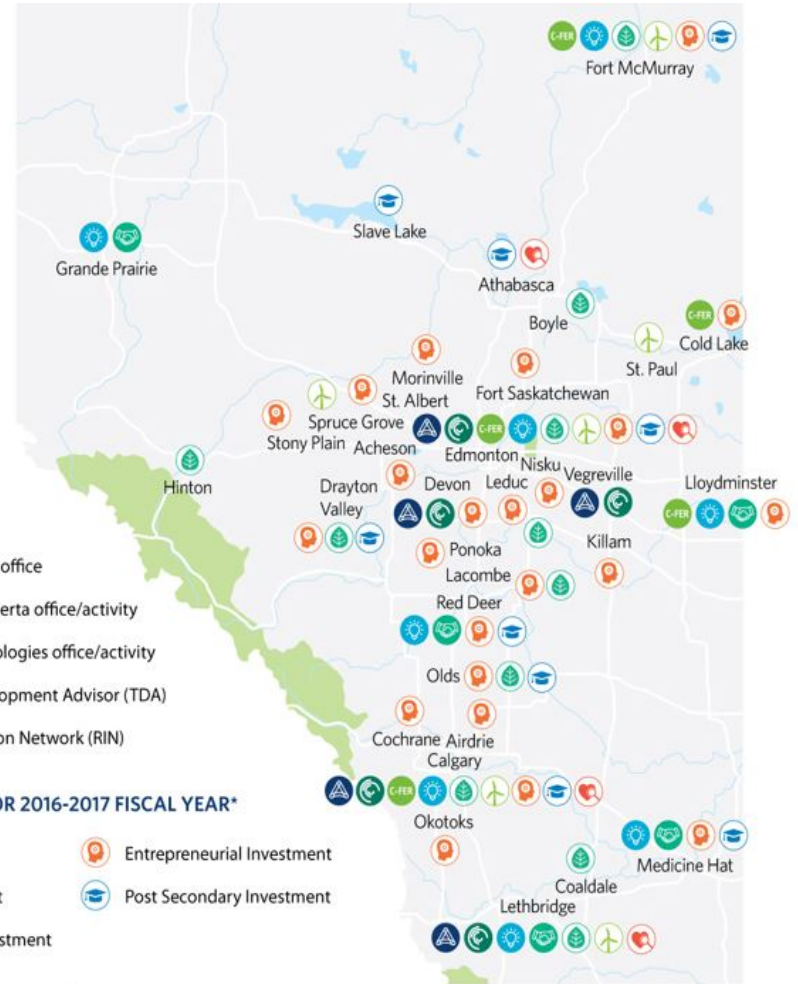
CROSS PROVINCE FOOTPRINT: FIT FOR PURPOSE REGIONAL DEVELOPMENT

LEGEND

-  Alberta Innovates office
-  InnoTech Alberta office/activity
-  C-FER Technologies office/activity
-  Technology Development Advisor (TDA)
-  Regional Innovation Network (RIN)

AI INVESTMENTS FOR 2016-2017 FISCAL YEAR*

-  Bio Investment
-  Health Investment
-  Clean Energy Investment
-  Entrepreneurial Investment
-  Post Secondary Investment



ALBERTA INNOVATES

Global Partnerships Programs

Programs are designed to support SMEs from Alberta and the partnering jurisdictions in Mexico and China to enter into a joint project to develop and commercialize novel technological solutions that address a defined market need, generate economic and social benefits in both jurisdictions and globally.



ALBERTA INNOVATES

Global Partnerships – International Technology Partnership (ITP) Programs includes:

Mexico – Jalisco and Nuevo Leon

China – Guangdong, Shanghai and
Zhejiang



GLOBAL PARTNERSHIPS PROGRAM

We work directly with partnering jurisdictions to:

- Focus on priority technology sectors
- Set program objectives
- Assist with finding partners
- Help manage risk
- Provide matching funds



GLOBAL PARTNERSHIPS PROGRAM

We work directly with Alberta SMEs to:

- Provide Introductions - trusted global partners
- Matchmaking and networking
- International business acumen
- Access to resources
- Technology development, prototype and demonstration opportunities
- Non-dilutive funding support

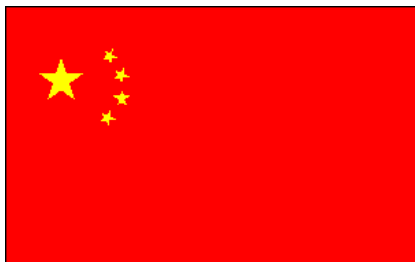


BENEFITS TO ALBERTA SMES

- Doubles or triples the relative size of the Alberta SME
- Access to new resources and ideas
- Provides multi-level contacts
- Introductions to synergistic Alberta SMEs
- Builds international confidence
- Enhances Business maturity
- Provides de-risk capital and “soft-landing”
- Collaborative technology development in a “non-competitive” environment
- Can provide access to foreign capital



CHINA TECHNOLOGY PRIORITY SECTORS



Technology Priorities	Description	Guangdong	Zhejiang	Shanghai
Clean Energy	Clean tech, Energy-saving and renewable energy tech	X	X	
Environmental Technologies		X	X	
Energy Storage Tech	Innovative battery storage and energy management.	X		
Life Sciences	Biotechnology, Natural Source Health Products, Pharmaceutical and Medical Products.		X	X
Platform Tech	ICT, Mobile, Sensor, Advanced Data Analytics, Artificial Intelligence (AI), Advanced Manufacturing and Materials (Nano).	X	X	X
Agriculture and Forestry Tech			X	

MEXICO TECHNOLOGY PRIORITY SECTORS

JALISCO



NUEVO LEON



Technology Priorities	Description	Jalisco	Nuevo Leon
Robotics and Artificial Intelligence		X	
Environmental Technologies	Clean Energy, green energy	X	X
Life Sciences	e-personal health, e-health, e-agriculture	X	X
Platform Tech	ICT, IoT, Security, Mobile, Data Analytics	X	X

GLOBAL PARTNERSHIPS WORK IN PROGRESS

Multi-National Enterprise



CALL



Alberta SME



Jalisco SME

SOLUTION DEVELOPMENT

Developing a program
where a
Large Multi-National provides
an opportunity to an
Alberta and Jalisco
Partnership
to develop a
New Technology or
solve a Business Problem.

PROGRAM ELIGIBILITY FOR ALBERTA SMES

- For-profit SMEs under 500 employees
- Business Registered in Alberta
- Align with program areas of technology or sectors
- Technology development projects
- Technology demonstration projects
- Foreign partners must be registered with local S&T
- **Partnership model vs vendor/supplier relationship**

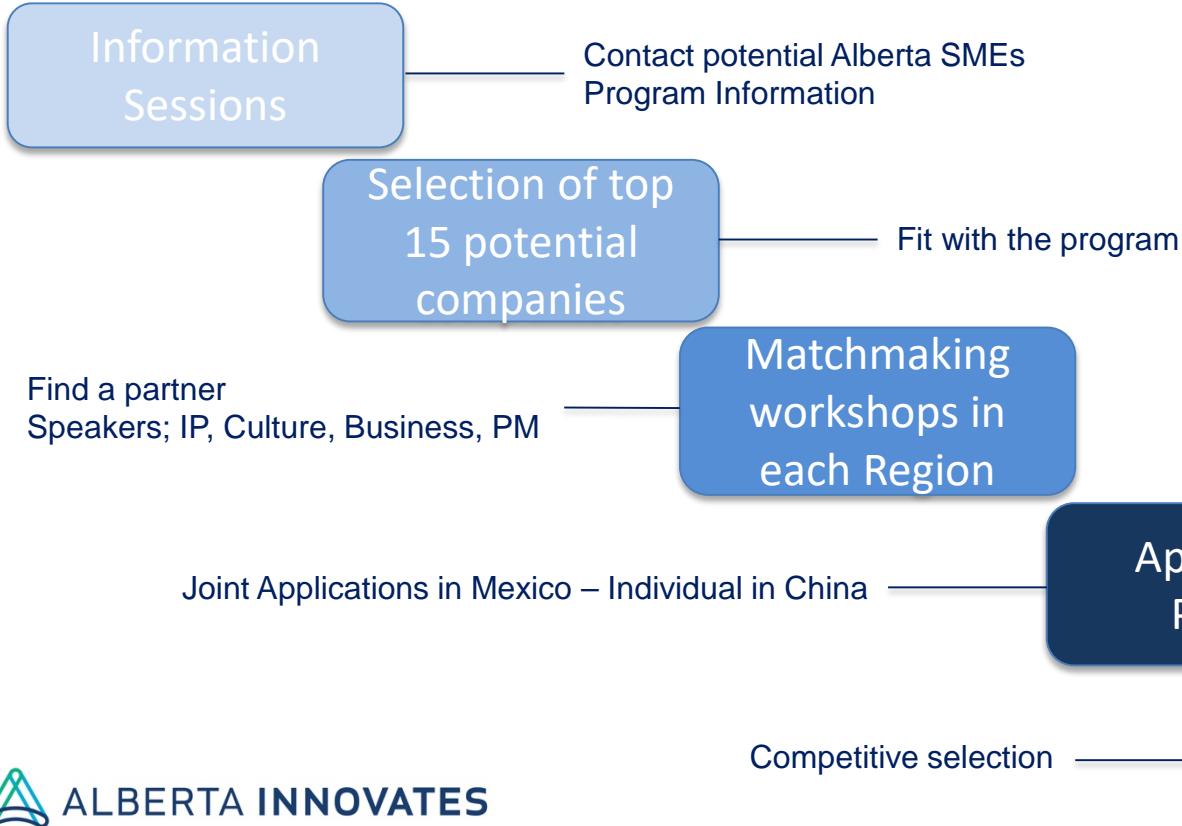


PROGRAM PROCESS

- One round per year, per program
- Companies provide profile/expression of interest after information session
- AI selects companies to travel to region for matchmaking with partners
- Workshops held to understand program, application and region
- Mexico program:
 - Two workshops - attendance mandatory
 - Joint applications
- China program:
 - Workshop attendance not mandatory
 - Limited to one matchmaking event
 - Separate applications



SUMMARY OF ROUND PROCESS



PROGRAM FUNDING AND TERM

- Competitive matching grant programs – best of best
- Projects are funded up to \$250,000 CDN by each party
 - Each industry partner matches
 - Each jurisdictional government matches
- \$1,000,000 CDN project (plus additional industry commitment)
- Alberta companies commit ½ in-kind and ½ cash

Do the math – for \$125,000 in new cash towards the project, Alberta companies have access to a \$1,000,000 project

- Paid on proof of milestone delivery
- Projects over a 2 years



TIMELINES

Zhejiang

- Company Profile **due now**
- Matchmaking November 26-28, 2018

Jalisco

- Info sessions January 2019
- Workshops Feb/March

Shanghai

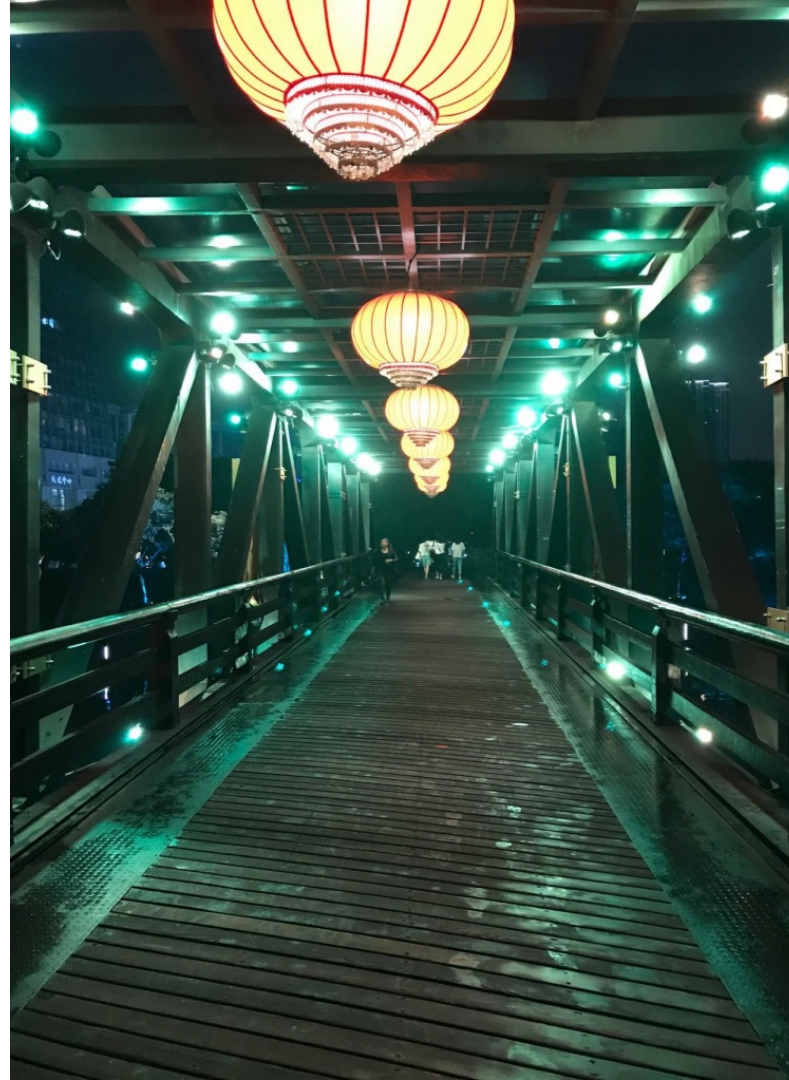
- Spring 2019

Guangdong

- Applications In Progress

Nuevo Leon

- Fall 2019



COMPANY PROFILE

- Company background and overview
- Sector
- Proposed Project
- Type of Partner

<https://albertainnovates.ca/funding-entrepreneurial-investments/alberta-zhejiang/>

Alberta Innovates Global Partnerships Program Company Profile Document						
<p>Please provide the appropriate information for consideration to participate in the Alberta - China International Technology Partnership Program and Matchmaking workshops. You must be a legally registered company in the province of Alberta and your potential partner must be registered in the China jurisdiction you are looking to partner. The China Funding Partners are in Guangdong, Zhejiang, and Shanghai. As you are qualified through the process, Alberta Innovates (AI) and the China Funding Partner will attempt to find potential partners for the application process. The program is a competitive process and all decisions by Alberta Innovates, China Funding Partner, and the Program Executive Steering Committee are final. Failure to provide adequate information could prevent selection. Please refer to the Program Guide for more information.</p>						
Date form is filled out:						
Legal Alberta Business Name:						
Contact Name:						
Phone:						
Email:						
Website:						
Year Company was Established:	Are you a start-up: Select: ▼					
Operational Results	Current -3	Current -2	Current -1	Current Year	Current +1	Current +2
Gross Revenue:						
Number of Full-Time Employees:						
Sector by Jurisdiction	<p>Platform Technologies (Information and Communications Technologies (ICT), Mobile, Sensor, Advanced Data Analytics Artificial Intelligence (AI), Advanced Manufacturing and Materials (Nano)) - Guangdong, Zhejiang, Shanghai</p> <p>Life Sciences (Biotechnology, Natural Source Health Products, Pharmaceutical and Medical Products) - Zhejiang, Shanghai</p> <p>Clean Energy (Clean Tech, Energy-saving and Renewable Energy Technologies) - Guangdong, Zhejiang</p> <p>Agriculture and Forestry Technologies - Zhejiang</p> <p>Environmental Technologies - Guangdong, Zhejiang</p> <p>Energy Storage Technologies (Innovative battery storage, and energy management) - Guangdong</p>					
Area of expertise (please check at least one)	<input type="checkbox"/> Platform Technologies (Information and Communications Technologies (ICT), Mobile, Sensor, Advanced Data Analytics Artificial Intelligence (AI), Advanced Manufacturing and Materials (Nano))	<input type="checkbox"/> Life Sciences (Biotechnology, Natural Source Health Products, Pharmaceutical and Medical Products)	<input type="checkbox"/> Clean Energy (Clean Tech, Energy-saving and Renewable Energy Technologies)	<input type="checkbox"/> Agriculture and Forestry Technologies	<input type="checkbox"/> Environmental Technologies	<input type="checkbox"/> Energy Technologies (Innovative battery storage, and energy management)
Overview of the company (250 words). (Provide high-level information about your company, your technology and what product or services you provide.)						
Describe the proposed joint technology product development or product demonstration project. (200 words)						
Type of Partner you are looking for to complete project. (Provide type of partner, skills, qualities, industry relationships, and special functions.) (200 words).						
Do you have an existing partner?	Select: ▼ If Yes, Partner's Name:					
What region in China are you interested in?	<input type="checkbox"/> Guangdong <input type="checkbox"/> Shanghai <input type="checkbox"/> Zhejiang					
Do you have a Chinese Visa?	<input type="radio"/> Yes <input type="radio"/> No					
Signature	<input type="text"/>					

SUMMARY

- Access to global markets
- Access to technology development, prototype and technology demonstration
- Access to government and industry contacts
- Access to high quality resources and capabilities
- Potential for long term, strong partnerships to accelerate growth
- Increases business maturity



GLOBAL PARTNERSHIPS TEAM

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Visit <http://albertainnovates.ca/>

Funding - Cross Sectoral Investments - Entrepreneurial Investment Programs

<https://albertainnovates.ca/funding-entrepreneurial-investments/>



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