

Accelerating Innovations into CarE (AICE) program

September 25, 2025

About Alberta Innovates

Innovation is the catalyst for sustainable jobs, economic and community strength, improved health and environmental benefits. [Alberta Innovates](#) leads and accelerates innovation from discovery to use across all sectors in all parts of the province. As Alberta's largest research and innovation agency, we are uniquely positioned to propel great ideas forward to improve the lives of Albertans today and for generations to come.

Alberta Innovates believes the research and innovation (R&I) ecosystem is stronger and more sustainable when it is broadly representative of the overall diversity of our community. We strive to ensure that all interested and qualified parties have an equitable opportunity to participate and contribute to the ecosystem and that our processes are inclusive.

The projects that our programs invest in are critical to how Alberta Innovates achieves positive impact for Albertans in alignment with the Government of Alberta's R&I priorities, as expressed in our corporate Business Plan. (See the most recent Business Plan on our [Publications](#) page on our website.) Accordingly, it is essential for project outcomes to align with those of the program.

The Accelerating Innovations into CarE (AICE) program is managed through the Health Business unit within Alberta Innovates. The Health group works closely with health service delivery partners, innovators, researchers, and patients to improve access to innovation supports and accelerate commercialization and scaling of Alberta's innovation economy.



Program Overview

The Accelerating Innovations in CarE (AICE) program offers staged funding and support to Alberta's small- and medium-sized enterprises (SMEs) to advance and commercialize cutting edge new health technologies. AICE is a competitive program with a focus on advancing product-market fit, business readiness, regulatory compliance, and technical development at the validation phases through to scale-up. The goal is to generate economic benefits to the province through the commercialization of Alberta health technologies that will make a positive health impact, both locally and globally.

Innovative SMEs in Alberta are integral to the diversification and growth of the provincial economy. These companies are driving innovation by developing new technologies that can substantially improve patient outcomes, care quality, and system efficiency. Advanced health technologies—such as new vaccines, biologics, pharmaceuticals, digital health solutions, diagnostics, and medical devices—are exceptionally complex to get to market. It requires considerable time and capital to traverse preclinical and clinical testing, and to navigate complex care pathways, payer systems and adoption hurdles.

The objectives of the AICE program are to mitigate these risks by providing non-dilutive funding and access to advice and partners along the way to advance innovative Alberta SMEs that have demonstrated proof-of-concept and feasibility, and now require preclinical and clinical evidence to get to market, grow, and scale.

Key program outcomes are to:

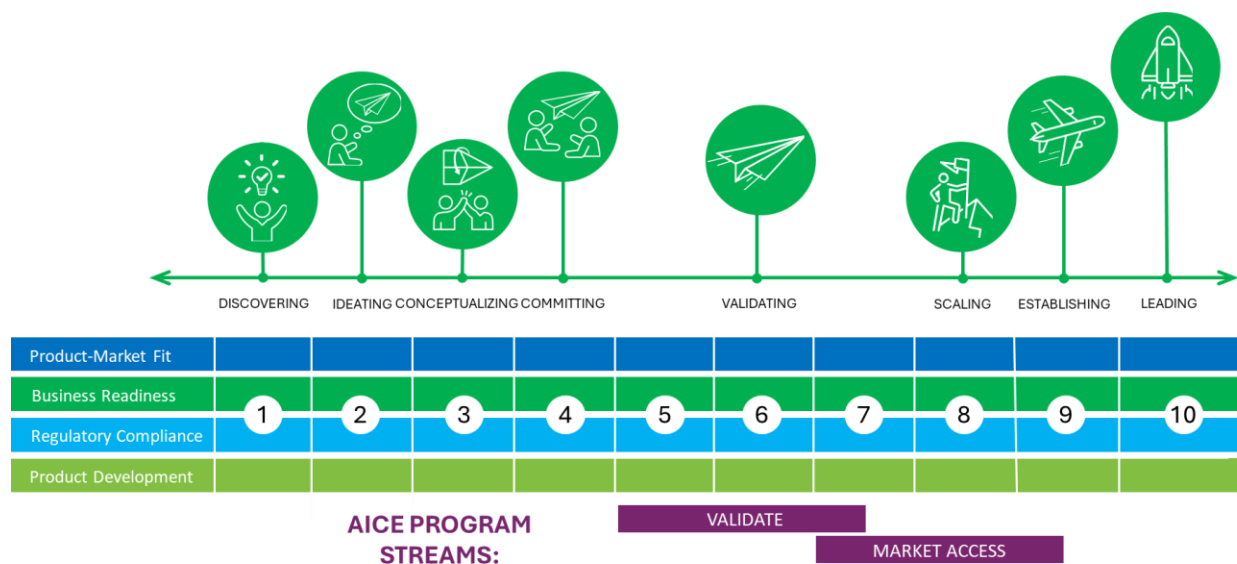
- Increase the number of Alberta health technologies that commercially advance, achieve regulatory compliance, enter the market and are available to patients and care providers; and
- Attract private investment, generate revenue growth, and create high quality jobs within Alberta's health and life sciences industry.

The AICE program supports Alberta health technology ventures to grow and generate the evidence needed along their journey to achieve validation, market access, and start scaling.

Note: most capitalized terms used in this program guide below are defined terms that can be found in our Investment Agreement, a copy of which can be found on the program [webpage](#).

CLIENT JOURNEY AND AICE FUNDING STREAMS

AICE offers two distinct funding streams along a venture's journey based on the proposed project activities and the stage of readiness of the technology, the product-market fit, the business, and regulatory compliance:



Specific activities and milestones commonly achieved at each step and domain for health technologies are detailed further within our:



The roadmap is intended to be used a general guide to assess a venture's stage of readiness across the multiple domains, determine alignment to the program streams, and plan future progression. A copy of the roadmap can also be found in Appendix 1 as reference. Applicants will work closely with Alberta Innovates to determine which funding stream is most appropriate during the Intake process. See the sections below for further details and requirements to enter each stream.

Funding

The AICE program offers non-dilutive funding of **up to 75% of total** eligible Project Costs over a maximum **term of 24 months**, depending on the funding stream as outlined below:

Funding Stream:	Validate	Market Access
Funding limit from Alberta Innovates:	up to \$300,000	up to \$300,000-600,000*
What the funding stream supports:	Technology refinement and early validation of technology safety, efficacy and value proposition.	Later stage efficacy validation and post-market studies to achieve market access and adoption in various jurisdictions.
Stage required before applying:	Readiness level 4 in all domains completed	Readiness level 6 in all domains completed

*to apply for more than \$300,000 under the AICE Market Access program stream, projects must include a clinical study measuring health outcomes conducted by and independent trial site partner. See Project eligibility criteria below for more details.

Applicant Contribution: A minimum of **25% of total eligible Project Costs** must be provided by the Applicant as cash or in-kind contributions. Applicant cash contributions cannot be made using funds from any other Government of Alberta grant sources.

In-kind Contributions are defined as the non-cash provision of goods or services by the Applicant valued in monetary terms according to rules agreed upon beforehand by all parties, and within the purview of generally accepted accounting principles. The value placed on In-kind Contributions may not exceed the fair market value of the product or service.

In-kind Contributions may include provision of any products or services deemed to be Eligible Expenses as outlined in the Investment Agreement and directly related to the Project. These costs would have to be paid for if they were not provided by either party.

Key Dates

The program has multiple submission dates through-out the year. The submission deadlines are posted on the Program [webpage](#). See the How to Apply section below for more details on process.

Other Supports

In addition to funding, clients can access other Alberta Innovates services and partner organization supports to accelerate their journey:

Coaching:



- **AICE program project advisors** are more than happy to provide guidance to find the right program fit, feedback on pre-submitted application drafts, aid with navigation and make connections to other supports in the ecosystem.
- **[Technology Development Advisors](#)** - senior business advisors who provide business coaching, guidance on accessing capital through our many programs, and connection to community support through various networks.

Community:



- **Showcases, networking, workshops and events** – Alberta Innovates provides opportunities for funded clients to be featured at conferences such as Inventures and other events to showcase your technology. We also offer various workshops and events to provide learning and networking opportunities for our clients.
- **[Health Ecosystem Partnered Offerings](#)** – Alberta Innovates partners with organizations in the community to serve as a competitive advantage for our clients. Specific to health technologies, partner organizations provide a wide range of support – some examples include diagnostic sample access and guidance, medical device prototyping support, clinician engagement and advisory support, simulation testing, and usability validation.

Active partnerships are constantly evolving, and client engagement processes vary, therefore Applicants are encouraged to visit the link above to learn about current offerings available.

Eligibility

Applicant Eligibility

The AICE program is open to **Alberta for-profit small-medium sized enterprises (SME)** that are:

- a company with fewer than 500 full-time employees and less than \$50,000,000 annual gross revenue;
- incorporated in Alberta AND/OR incorporated in another jurisdiction and extra provincially registered in Alberta;
- a General Partnership, Limited Partnership, or Limited Liability Partnership and registered in Alberta;
- existing as a corporate person, with up-to-date corporate filings; and
- an Alberta-based entity with an Albertan footprint, which is determined by the following: significant physical and corporate operational presence in Alberta, appropriate Alberta ownership and control, and discernable intent that operational benefits will flow primarily within the province of Alberta. See **Appendix 2** for more information

All Applicants must also:

- have ownership or exclusive rights to commercialize the technology;
- have a well-rounded team that includes individuals with relevant technical, medical and business expertise related to the technology on the management team;
- have completed an accelerator or business coaching program (e.g. consider programs offered by your [Regional Innovation Network](#), the [Alberta Catalyzer](#) Pre–Accelerator, Creative Destruction Labs, or latter stage [Alberta Scaleup and Growth Accelerators](#) or many others);
- have sufficient cash flow to cover costs before reimbursement from Alberta Innovates and to meet the Applicant Contribution requirements, as demonstrated by submitted Financial Statements;
- have raised additional funding and investment since the last round of funding from Alberta Innovates;
- not hold more than one AICE grant at a time;
- be authorized to undertake the proposed project, and execute a grant with Alberta Innovates on our standard terms; and
- not otherwise be prohibited from receiving Alberta Innovates funding, for instance due to a past bad debt or otherwise not be in good financial standing with Alberta Innovates or its subsidiaries, InnoTech Alberta and C-FER Technologies;

Please note: Alberta Innovates will perform corporate, bankruptcy and litigation searches, and conduct other forms of due diligence on the Applicant company and its principals.

Project Eligibility

To qualify for funding, all Projects must:

- align with the objectives of the AICE program;
- **have completed all relevant milestones up to the stage where a funding stream begins**, as shown on the [Health Innovation Roadmap](#);
- **include activities across the multiple domains of Product-Market Fit, Business, Regulatory, and Technical Development** (see [Health Innovation Roadmap](#) for milestone examples);
- focus on a new, innovative technology that has **potential to directly improve health outcomes** (i.e., purely business management or operational clinic/hospital backend software is not a fit for this program).
- focus on **scientific, preclinical, safety or clinical efficacy evidence generation for technologies that require this evidence ultimately to achieve regulatory approval, reimbursement and/or market adoption** (i.e., unregulated products, such as digital health information apps, virtual platforms, direct to consumer goods, wellness products, etc., and natural health products are generally not a fit for this program).
- *if applying for more than \$300,000 under the AICE Market Access program stream, include a regulated study (i.e., conducted under an CTA, ITA, or equivalent); OR a controlled, post-market study that appropriately measures health outcomes; AND is conducted by an independent trial site partner (and listed on the Application). For clarity, most technology demonstration pilots for the purposes of user acceptance, generally would not fall into this larger budget category.*
- be stepped with critical “go/no go” milestones;
- be completed within the 2-year term; and
- submit to other criteria that Alberta Innovates may develop from time to time.

Project Expenses

Funding can be used towards a broad range of activities to achieve project milestones.

Alberta Innovates only funds reasonable costs incurred after an Investment Agreement is signed by Alberta Innovates and the Applicant. Any costs incurred prior to the signing of the Investment Agreement, and costs greater than market prices, are ineligible. Costs must be incurred between arm's-length entities.

Please refer to [Schedule C](#) in the [Investment Agreement](#) posted on the Program [webpage](#) for detailed information, including Eligible and Ineligible expenses.

Testing Site Eligibility (for AICE - Market Access stream only)

Testing Site partners are required for projects intending to apply for \$300,001-600,000 under the Market Access stream. Testing Site partners must:

- Exist as a corporate person, with up-to-date corporate filings.
- Be authorized to undertake the proposed project.
- Be at arm's length from the Applicant (i.e., no legal relationship with the Applicant).
- Demonstrate that the relationship between the Applicant and Testing Site Partner does not create any conflict of interest.
- Provide the service(s) and/or product(s) at reasonable market rates.
- Provide a letter indicating the Testing site partner's intention to participate, their commitment and role(s) in the Project.
- Not otherwise be prohibited from receiving Alberta Innovates funding, for instance due to a past bad debt or otherwise not be in good financial standing with Alberta Innovates or its subsidiaries, InnoTech Alberta and C-FER Technologies.

Note: For Testing Site partners that are not post-secondary institutions, Alberta Innovates may perform corporate, bankruptcy and litigation searches, and other forms of due diligence.

How to Apply

The Program accepts applications through a competitive call process with specific submission dates throughout the year. The submission deadlines are posted on the Program [webpage](#).



PHASE 1

Engagement and Intake

- 1) **Register** on the [Alberta Innovates Application Portal](#) ("Portal").
- 2) **Intake Form** - Access, complete and submit the "AICE Intake Form" within the *Funding Opportunities* tab on the Portal dashboard.

*Applicants are strongly encouraged to submit an Intake Form as early as possible, **and no later than 6 weeks before a Full Application submission date** (deadlines are posted on the Program webpage).*

- 3) **Intake Meeting** - will be scheduled with you to discuss alignment to the program streams, desired project objectives, deliverables, and outcomes. Meetings may include informal presentations and technology demonstrations. Applicants who meet basic eligibility requirements will be invited to submit a Full Application.



PHASE 2

Full Application

Submit Full Application Form in the Portal by the posted deadlines on the program webpage.

Applications will be reviewed by internal and external reviewers with relevant clinical, technology commercialization, and business expertise. The review process is highly competitive and only the highest-quality projects will be considered for funding. If the review is positive, a funding recommendation will be made to senior management and may include adjustments to the funding request and conditions.



PHASE 3

Agreement

Successful Applicants will execute an agreement with Alberta Innovates to proceed with the Project. The Agreement will include details regarding:

- Reporting on progress to milestones and budget on an agreed timeline during the term of the Agreement and following the term of the Agreement.
- Payment schedule based on milestone achievement and progress reporting.

Evaluation Process

All applications are reviewed and evaluated to determine fit with the Program objectives and intended outcomes. Alberta Innovates staff and external expert reviewers are engaged to evaluate Applications.

Alberta Innovates evaluates submitted Applications to the Program based on the technology, the business opportunity, and the overall risks and potential size of the return to Alberta against the performance outcomes. A variety of common business and technical factors such as: the management team, market conditions, competitive advantage and product/market fit, go to market plan, financials, technical feasibility (including the robustness and clinical relevance of the project plan), export potential, and any prior Alberta Innovates funding history and resulting achievements are also considered.

Alberta Innovates retains the sole right to determine the evaluation process and assessment criteria and does not disclose the names of its reviewers to ensure their objectivity and impartiality. Internal and external parties involved in the evaluation are subject to confidentiality and conflict-of-interest policies set by Alberta Innovates.

All investment decisions are at the sole discretion of Alberta Innovates.

Performance Measurement

Alberta Innovates invests in research and innovation activities on behalf of Albertans to help build a healthier, more sustainable and prosperous future for the province.

To maximize the impact of these investments, our funding is tied to achievement of results and outcomes. For this reason, Alberta Innovates funds on a milestone completion basis. This means the Applicant must submit a Progress or Final Report and demonstrate sufficient progress before Alberta Innovates advances the next milestone payment.

The Investment Agreement outlines the responsibilities the Applicant has in reporting Project outcomes to Alberta Innovates over the course of the Project and following completion of the Project. Outcomes of the Project may be monitored for up to five years after Project completion, so Alberta Innovates can evaluate the economic, social, health and/or environmental benefits to Alberta resulting from our investments.

Alberta Innovates has a common set of performance metrics it monitors, both at the individual Project level and for the aggregate Program. These metrics may evolve over time.

Common SME metrics measured post-project include:

- Net new jobs created.
- Leveraged funding and private investment.
- Net revenue growth
- # Sales and exports
- Survival rate

Program specific metrics include:

- % projects demonstrating readiness level step progression
- % technologies achieving regulatory approval and/or on the market

Terms and Conditions

Once we have evaluated and approved an application for funding, Alberta Innovates will require the Applicant to sign our standard-form Investment Agreement. A copy of the Investment Agreement is available on the Program [webpage](#) for your reference.

The Investment Agreement sets out in detail the roles, responsibilities and obligations of the various Parties to ensure a successful Project. Alberta Innovates will not provide any funding until the Investment Agreement has been signed by all Parties.

Alberta Innovates will only fund Applicants who have satisfied all eligibility criteria. Meeting the eligibility criteria does not guarantee access to funding, and all funding decisions will be made by Alberta Innovates at its sole discretion.

Alberta Innovates will only correspond in writing and provide copies of the Application to the person named in the Application form as the one authorized to speak for the Applicant.

Should you have any questions about this guide or what is expected, please contact Alberta Innovates (see contact information below). Please note that Alberta Innovates may modify this guide from time to time in keeping with any changes to the program.

Contact Information

JOSE RAEZ

SENIOR BUSINESS PARTNER

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APPENDIX 1: Health Innovation Roadmap

Health Innovation Roadmap					Application Number:
<i>Instructions: Open in desktop view (not a browser). Check off milestones currently completed to assess general readiness level in each domain. Strikethrough font or highlight cell in yellow if not applicable to your technology. See more instructions below.</i>					
AI Client Journey Stage	Product-Market Fit	Business	Regulatory	Technical Development	
1. Discovering Insights into unmet health need and current solutions.	<input type="checkbox"/> Unmet health need or problem identified and confirmed through secondary research.	<input type="checkbox"/> Review of strengths and weaknesses of current solutions and business approaches.	<input type="checkbox"/> General familiarization of regulations related to health technologies.	<input type="checkbox"/> Foundational new findings discovered with potential application to the problem. (TRL 1)	
2. Identifying Potential solutions to unmet need described, evaluated and selected.	<input type="checkbox"/> Initial target clinical population and end users identified with pain points characterized. <input type="checkbox"/> Priority of the problem and potential solution requirements validated through feedback from ≥5 clinicians or end users. <input type="checkbox"/> Current care pathway and workflow described. <input type="checkbox"/> Proposed health benefits for end users and clinicians described.	<input type="checkbox"/> Total addressable market (TAM) in each jurisdiction identified, characterized and quantified. <input type="checkbox"/> Competitive landscape analysis and market maps generated. <input type="checkbox"/> Business stakeholders and potential strategic partners identified. <input type="checkbox"/> Potential sustainable competitive advantage identified (including any intellectual property).	<input type="checkbox"/> Preliminary determination of relevant regulation(s) (e.g. drug vs. medical device, etc.) in at least 2 major target jurisdiction(s). <input type="checkbox"/> Regulatory path of market comparable technologies summarized and analyzed (and potential predicates identified if applicable).	<input type="checkbox"/> Potential solutions are analyzed and critical technical requirements characterized and prioritized. <input type="checkbox"/> Core components or modules described with mock-ups. <input type="checkbox"/> Experimental testing plan developed. (TRL 2)	
3. Conceptualizing Key component concepts validated in models and value proposition tested.	<input type="checkbox"/> Feedback from clinicians or end users in ≥ 5 different settings (e.g., location, type, size, urban vs. rural). <input type="checkbox"/> Solution-adjusted care pathway and workflow described, including mapping of any system interoperability requirements. <input type="checkbox"/> Quantifiable health outcome targets developed and value proposition for clinicians and end users. <input type="checkbox"/> Clinical stakeholders, decision makers, and payors (e.g. health authorities, health plans & insurers) identified and preliminary value proposition defined.	<input type="checkbox"/> Market segmentation analysis, ideal customer profiles (ICPs) developed and obtainable market calculations. <input type="checkbox"/> Competitive analysis updated and projected competitive positioning (at time of market entry) completed. <input type="checkbox"/> Initial advisory and management team members formed. <input type="checkbox"/> Preliminary Business Model developed, including path to payment (e.g. potential reimbursement codes). <input type="checkbox"/> Business protection model including intellectual property strategy, freedom to operate analysis, and proprietary assets.	<input type="checkbox"/> Preliminary "Indications for Use" drafted (including use, user and setting). <input type="checkbox"/> Preliminary regulatory pathway (and classification, if applicable) identified in jurisdiction(s) of interest. <input type="checkbox"/> Familiarization with design control and quality standards and documentation requirements.	<input type="checkbox"/> Critical functional component prototypes (e.g. core hardware and/or software elements) or candidate compounds developed (e.g. drug molecule). <input type="checkbox"/> Data demonstrating proof of concept from initial experimental testing of components or candidate compounds. (TRL 3)	
4. Committing Feasibility of whole solution demonstrated in models and in feedback from stakeholders.	<input type="checkbox"/> Feedback from clinicians and end users in ≥10 (5 additional) settings. <input type="checkbox"/> Solution-adjusted care pathway and workflow updated. <input type="checkbox"/> Feedback on value proposition from potential payors received and business model updated, as required. <input type="checkbox"/> Identification of implementation barriers and mitigation strategies developed.	<input type="checkbox"/> Foundational business agreements executed (e.g., Shareholder's Agreement). <input type="checkbox"/> Initial Management Team committed with sufficient capacity to serve their roles. <input type="checkbox"/> Initial business plan developed, incl. refined business model, updated ICPs, and financial projections. <input type="checkbox"/> Advisory Committee(s) in place. <input type="checkbox"/> Talent roadmap for future management and additional team member roles. <input type="checkbox"/> Initial capital investment by founders.	<input type="checkbox"/> Design control and quality management processes initiated, including preliminary risk and hazards analysis. <input type="checkbox"/> Health data privacy and security compliance requirements confirmed in target jurisdiction(s) (e.g., HIPAA, GDPR). <input type="checkbox"/> Preliminary regulatory plan, including product claims, necessary clinical and technical data, and applicable safety and quality standards, in jurisdiction(s) of interest.	<input type="checkbox"/> Integration of critical functional component prototypes or development of lead compounds completed. <input type="checkbox"/> Data demonstrating lead compounds or integrated prototype functional in lab tests, in-vitro studies and/or small animal models. <input type="checkbox"/> Product roadmap, including interoperability plan if required. <input type="checkbox"/> Preliminary bill-of-materials and manufacturing plan drafted, including supply chain analysis and mapping. (TRL 4)	
5. Validating (phase 1) The potential of the solution to work and create value for all stakeholders is demonstrated.	<input type="checkbox"/> Feedback from clinicians (including ≥ 3 key opinion leaders) and end users, in ≥10 (10 additional) different settings. <input type="checkbox"/> Initial usability testing, data collected and summarized. <input type="checkbox"/> Preliminary health economic analysis. <input type="checkbox"/> Feedback from ≥10 potential payors (5 additional) in diverse settings received.	<input type="checkbox"/> Investment strategy and potential target investors identified. <input type="checkbox"/> Pricing: sensitivity analysis and reimbursement plan, including coding, coverage, and payment strategies. <input type="checkbox"/> Initial stakeholder and strategic partnerships formed. <input type="checkbox"/> Capital secured, as required.	<input type="checkbox"/> Pre-submission meeting with regulator(s) complete and regulatory plan updated. <input type="checkbox"/> Clinical Evaluation Plan (CEP) developed – protocols, study sites, investigators, ethics protocols. <input type="checkbox"/> Preclinical safety tests and standards compliance achieved (e.g. toxicology, ISO & IEC standards). <input type="checkbox"/> Data privacy and security compliance plan developed (e.g. HIPAA, GDPR). <input type="checkbox"/> GMP compliant pilot manufacturing process in place.	<input type="checkbox"/> Pre-clinical testing in relevant animal models or simulated environments demonstrates desired results and meets target specs. <input type="checkbox"/> Iterative prototype revisions or formulation optimization, as required. <input type="checkbox"/> Manufacturing process developed and tested. <input type="checkbox"/> Design freeze achieved. (TRL 5)	
6. Validating (phase 2) Clinical, end-user and economic data collected, and endpoints achieved through initial trials.	<input type="checkbox"/> Health outcomes data from trials documented and summarized to support value proposition. <input type="checkbox"/> Positive feedback from demos and usability trials received from ≥25 users.	<input type="checkbox"/> Purchasing or pilot trial expression of interest from >1 buyer. <input type="checkbox"/> Additional capital secured, as required. <input type="checkbox"/> Business model, reimbursement, and sales plan updated. <input type="checkbox"/> Additional stakeholder and strategic partnerships formed, as required.	<input type="checkbox"/> Investigational testing authorization (e.g., ITA, CTA) and any required certifications (e.g., EMC) for clinical testing. <input type="checkbox"/> Ethics Board approvals for study site(s). <input type="checkbox"/> Required standards compliance testing complete. <input type="checkbox"/> Health data privacy and security compliance achieved.	<input type="checkbox"/> Verification, validation and compliance testing as per regulatory requirements completed. <input type="checkbox"/> Safety and/or efficacy validation in controlled human studies. <input type="checkbox"/> Interoperability validated, as required. <input type="checkbox"/> Scalable manufacturing process developed. (TRL 6)	
7. Validating (phase 3) Clinical, end-user and economic data collected, and efficacy endpoints achieved through pivotal trials.	<input type="checkbox"/> Economic data collected from trials and literature summarized. <input type="checkbox"/> Health outcomes data reports updated and published, as appropriate. <input type="checkbox"/> Implementation, training and support requirements defined for go-to market.	<input type="checkbox"/> Business model and purchase/reimbursement path finalized. <input type="checkbox"/> Purchasing intent or pilot trial expression of interest from ≥10 buyers obtained. <input type="checkbox"/> Sales and distribution channels identified and draft marketing strategy. <input type="checkbox"/> HR Plan updated in consideration of transition into a sales organization. <input type="checkbox"/> Reimbursement dossier (i.e., clinical and economic evidence, budget impact analysis). <input type="checkbox"/> Additional capital secured as required.	<input type="checkbox"/> External audits completed for QMS and any other certification(s) (e.g., NISAP). <input type="checkbox"/> Preparation and submission of regulatory filing(s) for market approvals.	<input type="checkbox"/> Additional safety and efficacy trials conducted, as required. <input type="checkbox"/> Performance and safety specifications updated. <input type="checkbox"/> Manufacturing process validated at scale. (TRL 7)	
8. Scaling Approval, product launched and scaling sales.	<input type="checkbox"/> Real-world implementation testing conducted and validated economic data and endpoints achieved. <input type="checkbox"/> Required customer & user training materials & supports in place.	<input type="checkbox"/> First-buyer or pilot secured. <input type="checkbox"/> Reimbursement code(s) or health authority product listing obtained. <input type="checkbox"/> Additional team and staff members added, and commercial processes put into place (e.g., Sales, Marketing & Support team). <input type="checkbox"/> Comprehensive marketing strategy and plan executed. <input type="checkbox"/> Additional capital secured as required.	<input type="checkbox"/> Product registered and listed with applicable regulatory agencies. <input type="checkbox"/> Post-market surveillance processes developed and in place.	<input type="checkbox"/> Transfer to manufacturing, and process validation completed. <input type="checkbox"/> Product ready for initial sale. (TRL 8-9)	
9. Establishing The solution is used successfully in day-to-day clinical practice.	<input type="checkbox"/> Solution included in clinical practice guidelines in target jurisdictions.	<input type="checkbox"/> Profitability achieved, with sustainable sales funnel and recurring revenue.	<input type="checkbox"/> Post-market surveillance ongoing, any required inspections conducted.	<input type="checkbox"/> Product maintenance completed as planned and required.	
10. Leading The solution is recognized as the Standard of Care.	<input type="checkbox"/> Solution is recommended practice by medical specialty, and supported by peer-reviewed data.	<input type="checkbox"/> Dominant market share achieved.	<input type="checkbox"/> Post-market surveillance ongoing, any required inspections conducted.	<input type="checkbox"/> Obsolescence planning.	

APPENDIX 2: Alberta SME Determination

Assess your company for Alberta footprint by reviewing the criteria noted below.

If you meet the following Alberta criteria you are an Alberta company that can apply to our program:

- Over 50% total Alberta ownership and control;
- And over 50% Alberta employees (FTE, PTE, and Contractors);
- And an Alberta Founder residing in Alberta as primary residence, where income tax is paid

If you do not meet the criteria above, you may still be eligible and the following evaluation criteria will be used to assess your Alberta Footprint:

Alberta Footprint Evaluation Criteria

- Location of main operations (operations, salaries, taxes, expenses, license, permits, assets, and capital flow) and head office.
- Portion of physical assets based in Alberta if applicable to your business model.
- Number of Alberta-based T4 employees currently employed by the applicant and percentage of total jobs in the company based in Alberta.
- Taxable revenues, current and future, flowing back to Alberta.
- Percent of Alberta Ownership as demonstrated on Capitalization tables and registration documents.
- Due to unclear ownership and liquidity of shares, publicly traded companies are only eligible if significant Alberta ownership and control can be demonstrated. The Alberta ownership does not include Alberta investment firms that have investors from outside Alberta.
- Number of Founders based in Alberta
- Connections to Alberta eco-system, industry, strategic partners, and resources to grow business in Alberta. Current and future growth in Alberta to promote jobs, economic growth, and benefit to Albertans.
- Publicly identified as, and corporate messaging consistent with, being an Alberta company
- Collaborative support from other provinces on a large strategic win for Canada

Determination of Alberta Footprint is at Alberta Innovates sole discretion.