

International Technology Partnership Program (ITP) Open-call

Applicant Information

August 2022



ALBERTA INNOVATES

Information Agenda

- Alberta Innovates Overview
- Program Overview
- Eligibility
 - Applicant
 - International Project Partner
 - Project
- Application Process Evaluation Criteria
- Tips and FAQ

Welcome – International Technology Program



ALBERTA INNOVATES

At-A-Glance

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Subsidiaries
C-FER Technologies
Innotech Alberta



Investment
of \$189 million
for 2020-21



558

Employees

Alberta Innovates 219
C-FER 99
InnoTech Alberta 240



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Locations

“Alberta’s research and innovation engine, solving problems, creating possibilities”

International Technology Partnership Program (ITP) Objective

The objective of the International Technology Partnership Program (the "**Program**" or "**ITP**") is to support Alberta's high potential, high growth, Small to Medium-Sized Enterprises ("the "**Applicant**" or "**SME**") to commercialize their products and achieve an optimal market position to increase revenue and potentially expand into global markets.

International Technology Partnership Program (ITP) Goal

The Program is designed to de-risk the commercialization process by providing funds and coaching to the SME. The SME enters a partnership with “**International Project Partner**” to further product development or pilot the technical and business merits of their product to prove the product value and advance commercialization.

Who is the targeted SME?

The Program is a good fit for SMEs that:

- Product is at a TRL 6 to 8;
- where the result of the project will bring the technology near commercialization (product now ready to be piloted in an operational environment or product verified in operational environment);
- have the participation of at least one International Project Partner(s) before applying to the program;
- can complete the project within eighteen months; and
- can reasonably expect momentum to a first sale within two years post project

ITP Targeted Outcomes

Targeted Objectives

- Have **Applicants** build a relationship with an **International Project Partner** for collaborative development, leveraging industry knowledge or access to new distribution channels
- Establish an early to late-stage pilot
- Formation of long-term business partnerships that extend market access
- Provide access to new capital sources
- Increased global competitiveness



Key Outcomes

- Leveraged dollars and resources
- SME and International Project Partner satisfaction rate
- New jobs created
- SME sales
- SME Investment growth
- SME survival rate

What is an International Project Partner?

- Understands the technology and sees value in developing and testing
- Contributes to the project and product development
- Provides an operational test environment for piloting stage of commercialization
- Provides technical and operational feedback
- First buyer, influential industry reference client, client representative or critical distribution channel
- Contributes cash, in-kind resources/support/user insight
- Assist with quality and regional product market fit
- Exists outside of Canada

Funding

- Alberta Innovates will match the Applicant's contributions to the total eligible Project Costs, to a maximum Investment of \$250,000.
 - Matching funds can be in the form of Cash and In-kind contributions
 - The funds are provided to cover Eligible Expenses only
 - Cash and in-kind contributions must be a least 50% of the Project with a maximum 25% difference in distribution between cash and in-kind
- At AI's discretion, a maximum up-front payment of 50% may be considered to accelerate the project with a compelling rationale.
- International Project Partner contributions match funding to the project.
- International Project Partner eligible to receive funding from National or Sub-National funder.

ITP Eligible Costs

- **Labour costs** gross wages or salaries incurred at reasonable market rates contributing to the project
- **Costs of Materials** used specifically for the project
- **Costs relating to travel** and accommodation and meals at reasonable rates;
- **Cost of sub-contractors** at fair market rates where the work of the sub-contractor(s) is directly related to the Project;
- **Additional direct operating costs** (incurred at reasonable market rates) not falling within the categories of labour and materials; and
- Any other cost which Alberta Innovates pre-approves in writing as an Eligible Expense.

Applicant Eligibility Criteria

- have an assigned TDA;
- be a **for-profit SME**;
- demonstrate the relationship between the Applicant and International Project Partner(s) does not create a conflict of interest;
- meet the following definition of an SME: a company with fewer than 500 Full Time employees, and less than \$50,000,000 annual gross revenue;
- Be incorporated in Alberta AND/OR incorporated in another jurisdiction and extra-provincially registered in Alberta; Looking for an Albertan footprint, which is determined by the following: significant physical and corporate operational presence in Alberta, appropriate Alberta ownership, and discernable intent that operational benefits will flow primarily within the province of Alberta
- Be a General Partnership, Limited Partnership, or Limited Liability Partnership and registered in Alberta.
- Exist as a corporate person, with up-to-date corporate filings
- have the financial capability to fund the required Applicant Contribution;
- Be authorized to undertake the proposed Project, and execute a grant with Alberta Innovates on our standard terms;
- 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;

International Project Partner Eligibility Criteria

- Demonstrate that the relationship between the Applicant and International Project Partner does not create a **conflict of interest**;
- Be at arm's length from the Applicant (i.e., no legal relationship with the Applicant);
- Have the financial capability to fund their portion of the Project
- Show **tangible resources** committed to the Project;
 - **Role** in the Project
 - Intention to work with the Applicant to resolve issues
 - Expected **outcome(s)** of the Project
- Exist as a corporate person, with up-to-date corporate filings; and
- Be **authorized** to undertake the proposed 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.

Project Eligibility Criteria

- complete the project within the eighteen-month term;
- demonstrate a strong product development or pilot plan with clear acceptance criteria;
- demonstrate that the product has a high likelihood of commercialization success within two years of the project start;
- have the participation of at least one International Project Partner(s), who will work with the Applicant, and who has indicated intent to purchase or distribute on successful completion of the Project;
- demonstrate that the product is a viable technology at **Technology Readiness Level (TRL) 6 to 8**
- the Applicant will provide a Project plan with four critical “go/no go” milestones over the life of the Project and pro-actively work with a TDA and Alberta Innovates Project Advisor
- submit to other criteria that Alberta Innovates may develop from time to time.

“

Don't make the
mistake of
providing an 80%
solution that
creates interest, but
nobody buys.

”

~Mike McCausland,

Application Process

Applicant

Reviews Program Guide
Identifies Potential International Project
Partner(s) and meets with a TDA

SmartSimple (SS) Registration

Confirms International Project Partner and
obtains signed LOI and Submits Application

Applicant signs Investment Agreement

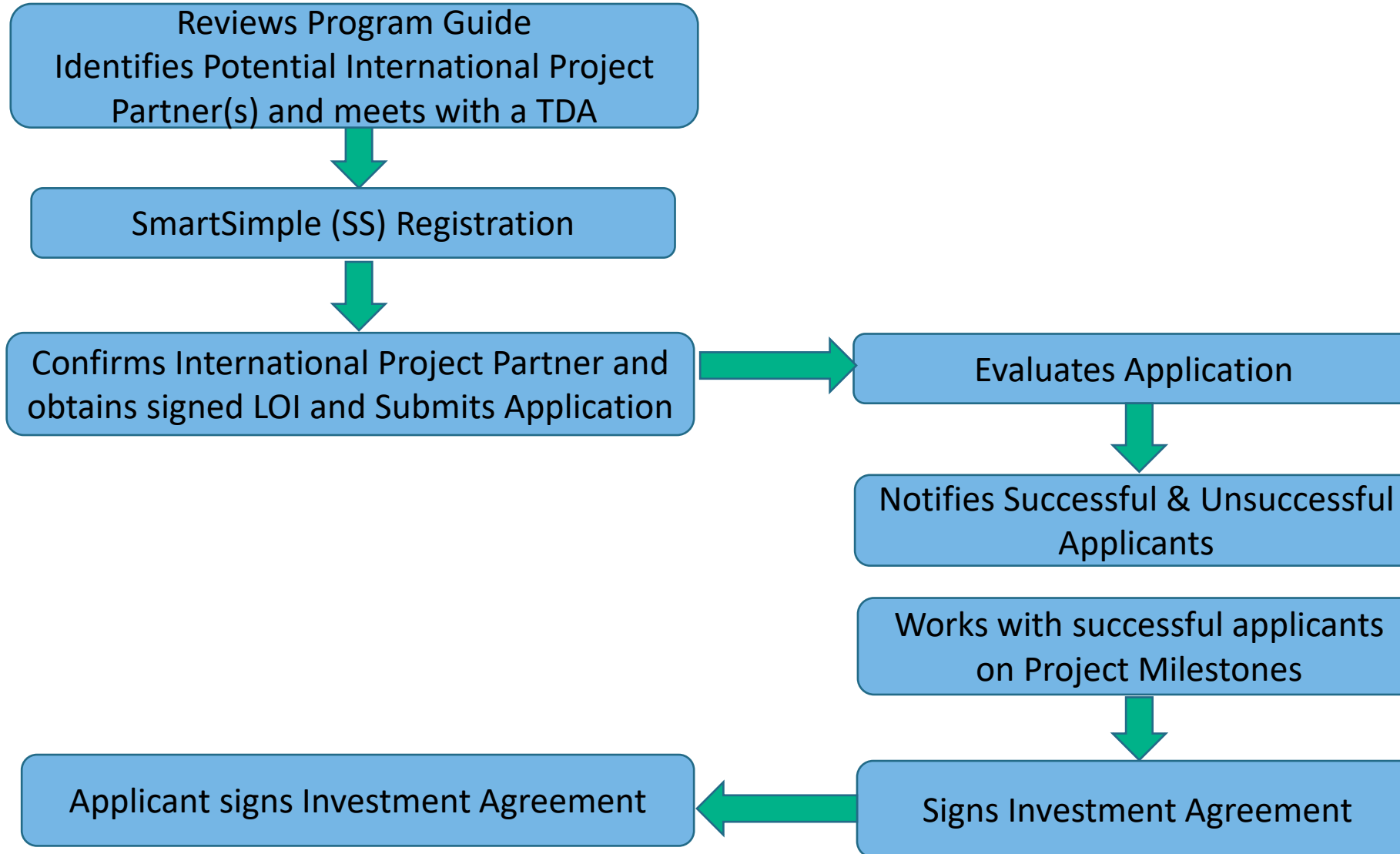
Alberta Innovates

Evaluates Application

Notifies Successful & Unsuccessful
Applicants

Works with successful applicants
on Project Milestones

Signs Investment Agreement



Evaluation Criteria

Relevance	Excellence/ Innovation	Feasibility	Outcomes
<ul style="list-style-type: none"> • Strategic fit and alignment with ITP objectives • TRL 6-8 	<ul style="list-style-type: none"> • Knowledge, Technology or System Opportunity • Product Comparative Analysis • Commercialization Potential 	<ul style="list-style-type: none"> • Objectives product development, pilot or demonstration plan • Acceptance Criteria, Risk Analysis and Mitigation • Budget, ROI and Project Funding • Project Team and Resources • Role of International Project Partner • Product Ownership 	<ul style="list-style-type: none"> • Economic Benefits <ul style="list-style-type: none"> • New jobs • Increase Revenue • New Markets • Social Benefits



Preparing a Successful Proposal

- Read the Program Guide
- Use clear and concise language
- Address each question in the application and read the question and help text carefully
- Role of International Project Partners (include Letter of Interest)
- Complete the Project workbook
- Clearly identify the Alberta impact context

Contacts

To reach the Technology Development Advisor, please visit our website at <https://connectwithus.albertainnovates.ca>

SmartSimple Technical Issues

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Thank you.