## **NRC IRAP International Programs**

**BMAC Conference October 2024** 

Qing Yu

Cleantech Lead

NRC IRAP International

# **Co-Innovation Program-Support Market Entry**

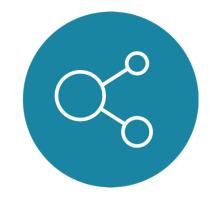


## A Simplified View • Global Co-innovation Journey



#### **ASSESS**

International Co-Innovation Action Plan (ICAP) Program 1:1 Advisory Support Sessions



#### **CONNECT**

In-country missions collaboration with **GAC** Matchmaking events **ICAP Funding** 

1:1 Advisory Support Sessions



#### **EXECUTE**

Funding and Support for Co-innovation Projects







**International Technology Pilot and Demonstration Program-Cleantech** 

1:1 Advisory Support Sessions



## **Program Snapshot • Eureka**



Eureka is an international network for industrial R&D collaboration that includes more than 45 countries in Europe and beyond.

Since Canada joined in 2012:

- Over 200 projects
- Collaboration with more than 600 international partners
- Projects valued at more than 420 million Euro

Eureka has three project types: Network; Eurostars; and Cluster

## **Program Snapshot • Canadian International Innovation Program**



PROGRAMME CANADIEN DE L'INNOVATION À L'INTERNATIONAL

PARTENARIATS EN R-D

CIIP supports Canadian companies to pursue international R&D collaboration with a foreign partner on projects that have the potential for commercialization.

Partner countries: South Korea, Brazil, India, Israel, Taiwan,

Singapore etc.

Call for proposals: 1 per economy per year

Project contributions: Up to \$600,000

Project duration: 12-24 months



# Other Bilateral Co-Innovation Programs





# International Technology Pilot & Demonstration-Cleantech

#### **PROGRAM OVERVIEW**



#### PILOT OR DEMONSTRATION PROJECTS

Financial support to de-risk the advancement of cleantech pilots or demonstrations in Indo-Pacific and Rest of World markets



#### FUNDING AMOUNT

max. \$300K per project 6 to 12 months



#### ACQUISITION OF FIRST REFERENCE CUSTOMER

To enable a potential domino effect in a market and improve a firm's investment-worthiness / bankability



## UNILATERAL PROGRAM

Decision on project support resides within NRC IRAP INT, no foreign government counterparts. Competitive calls for proposals launched annually.

#### **IDEAL CANDIDATES**



# SMEs WITH GROWTH POTENTIAL

Pre-commercial firms with less than 500 employees developing promising technologies

(TRL 7 - 8+)



#### FOREIGN COMMERCIAL PARTNERS

Partnership lined-up with a reputable firm that has the potential to influence market direction, and with high potential for a first sale upon successful demonstration.

Proof of partnership (MOU or LOI)



## PRIOR EXPERIENCE

In piloting or demonstrating technologies domestically, or in foreign markets



#### SOLID GO-TO MARKET STRATEGY

Sales pipeline identified, and ability to execute the strategy to capitalize on potential successful demonstration. Sound plan for engineering scale-up, production, supply chain and post-sale service.





# **THANK YOU**

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Contact: qing.yu@nrc-cnrc.gc.ca

