



Serving
GOVERNMENT.
Serving
CANADIANS.



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.
 - 84 Canadian innovations pre-qualified from the pilot program.

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.

Outreach

Call for
Proposals

Evaluations

Validation
Committee

Pre-qualified
Innovations

Contracting &
Testing

PROGRAM STAGES



BCIP by the numbers (Pilot Phase)

Number of bids received



84 Pre-qualified Innovations

67 Contracts awarded

Valued at **24 million**

21 Other government departments involved in testing

95% Overall satisfaction rate



Outreach



- 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.
- All Proposals must meet the following Mandatory Criteria.



Innovation Must:

Be valued at \$500K or less
(Applicable taxes and shipping extra).

Be included in one of the 4 Priority
Areas .

Innovation Must:

Be valued at \$1 million or less
(Applicable taxes and shipping extra).

Be included in the Priority Area of
Protecting the Soldier.

Not have been sold commercially.

Be provided by Canadian bidders.

Include 80% Canadian content.

Show IP ownership or rights.

S
T
A
N
D
A
R
D

M
I
L
I
T
A
R
Y



Pre-Commercialization Gap
Build in Canada
Innovation Program

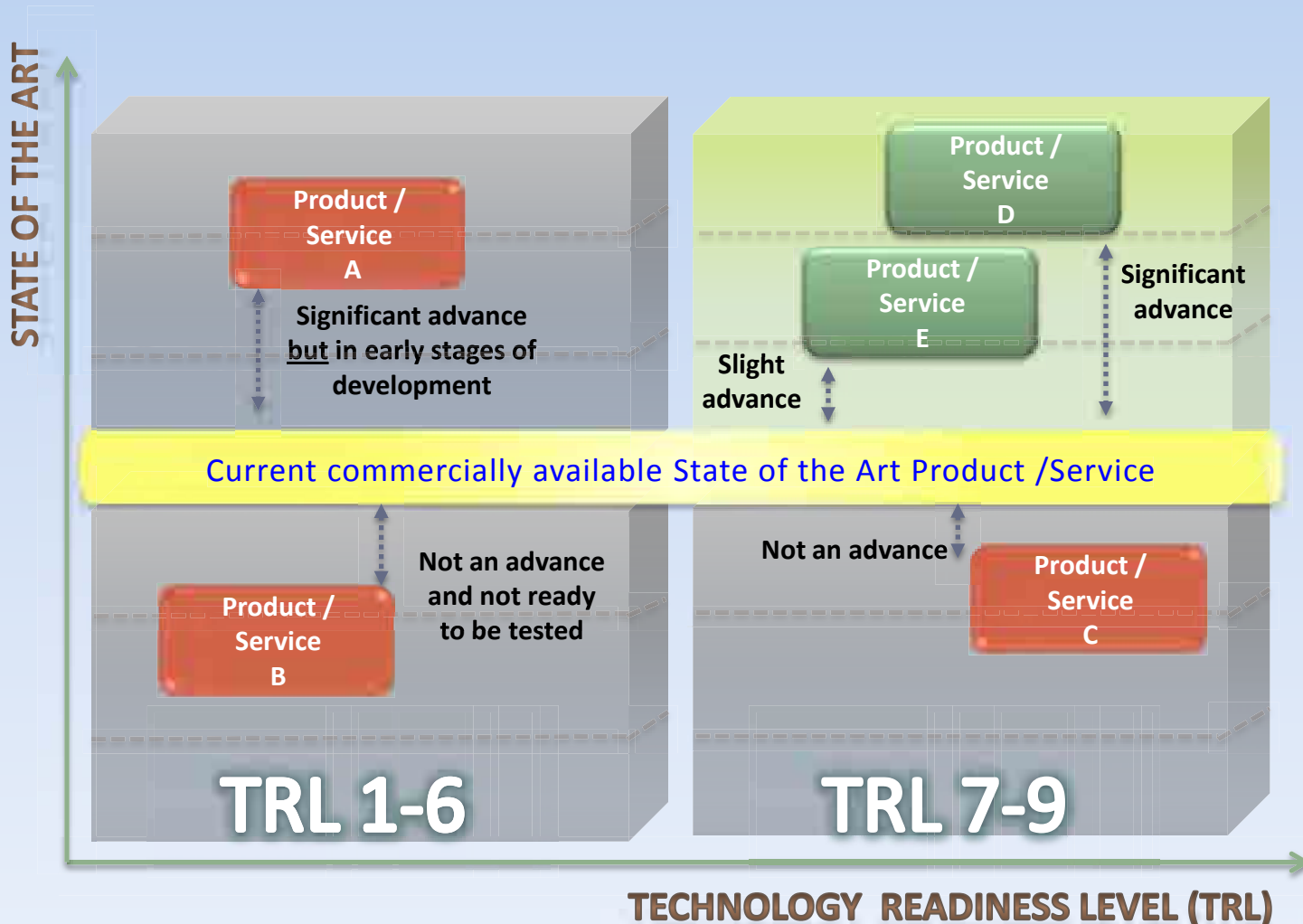
Level of Readiness

Description of Level

<p>Actual technology proven through successful operations</p>	<p>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.</p>	<p>9</p>
<p>Actual technology completed and qualified through test and demonstration</p>	<p>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.</p>	<p>8</p>
<p>Prototype ready for demonstration in an appropriate operational environment</p>	<p>Prototype at planned operational level. Requires demonstration of an actual prototype in an operational environment. Activities include prototype field testing.</p>	<p>7</p>
<p>System/subsystem model or prototype demonstration in a simulated environment</p>	<p>A model or prototype that represents a near desired configuration. Activities include testing in a simulated operational environment or laboratory.</p>	<p>6</p>
<p>Component and/or breadboard validation in a simulated environment</p>	<p>The basic technological components are integrated for testing in a simulated environment. Activities include laboratory integration of components.</p>	<p>5</p>



Advance on the State of the Art

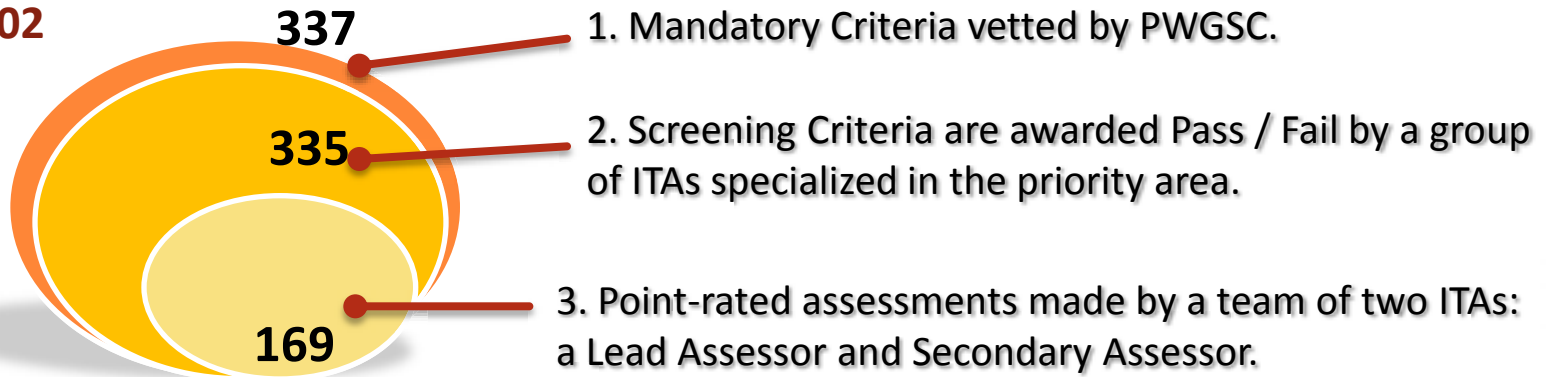


Evaluations



- Evaluations are conducted in three stages.
 - Proposals are first vetted by PWGSC to ensure Mandatory Criteria are met.
 - Technical evaluation is conducted in two parts by a team of Industrial Technology Advisors (ITAs) from the National Research Council- Industrial Research Assistance Program (NRC-IRAP).

Ex. CFP002



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.

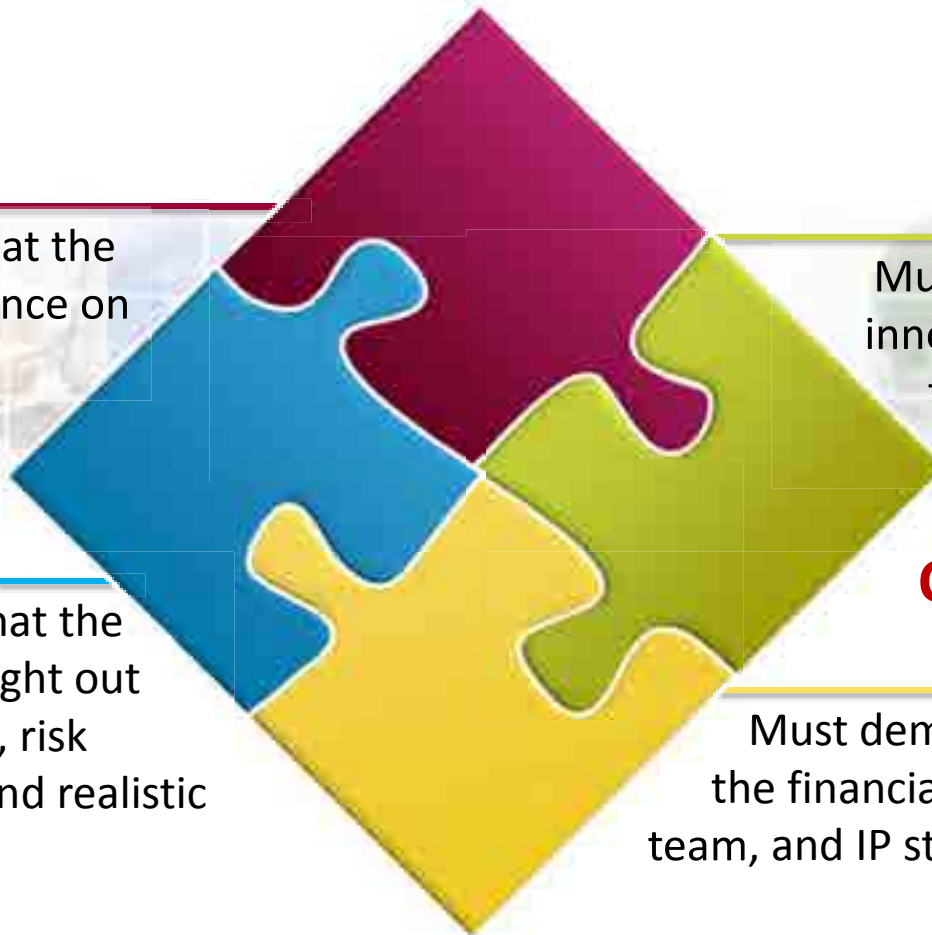
READINESS

Must demonstrate that the innovation is at TRL 7-9 and that it has not been sold commercially.

COMMERCIALIZATION

CAPACITY

Must demonstrate that they have the financial capacity, management team, and IP strategy to commercialize the innovation.

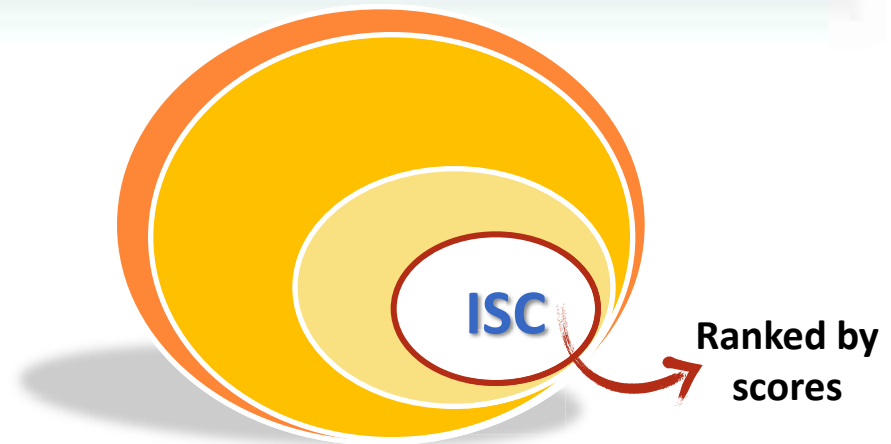


Validation Committee



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.

- ISC members are required to declare any conflicts of interest and sign a non-disclosure agreement.
- They can only make recommendations to the ITAs to re-assess the scores in certain bids.



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

Bid No.	Score	Financial Cost from Proposal
Bid 63	180	\$ \$
Bid 210	180	\$ \$
Bid 151	177	\$
Bid 311	172	\$ \$
Bid 3	168	\$ \$ \$ \$ \$
Bid 451	167	\$
Bid 397	162	\$ \$ \$ \$ \$
Bid 117	157	\$ \$
Bid 297	147	\$ \$
•	•	•
•	•	•
•	•	•

Pre-qualified

Funding exhausted



Contracting and Testing



- 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.

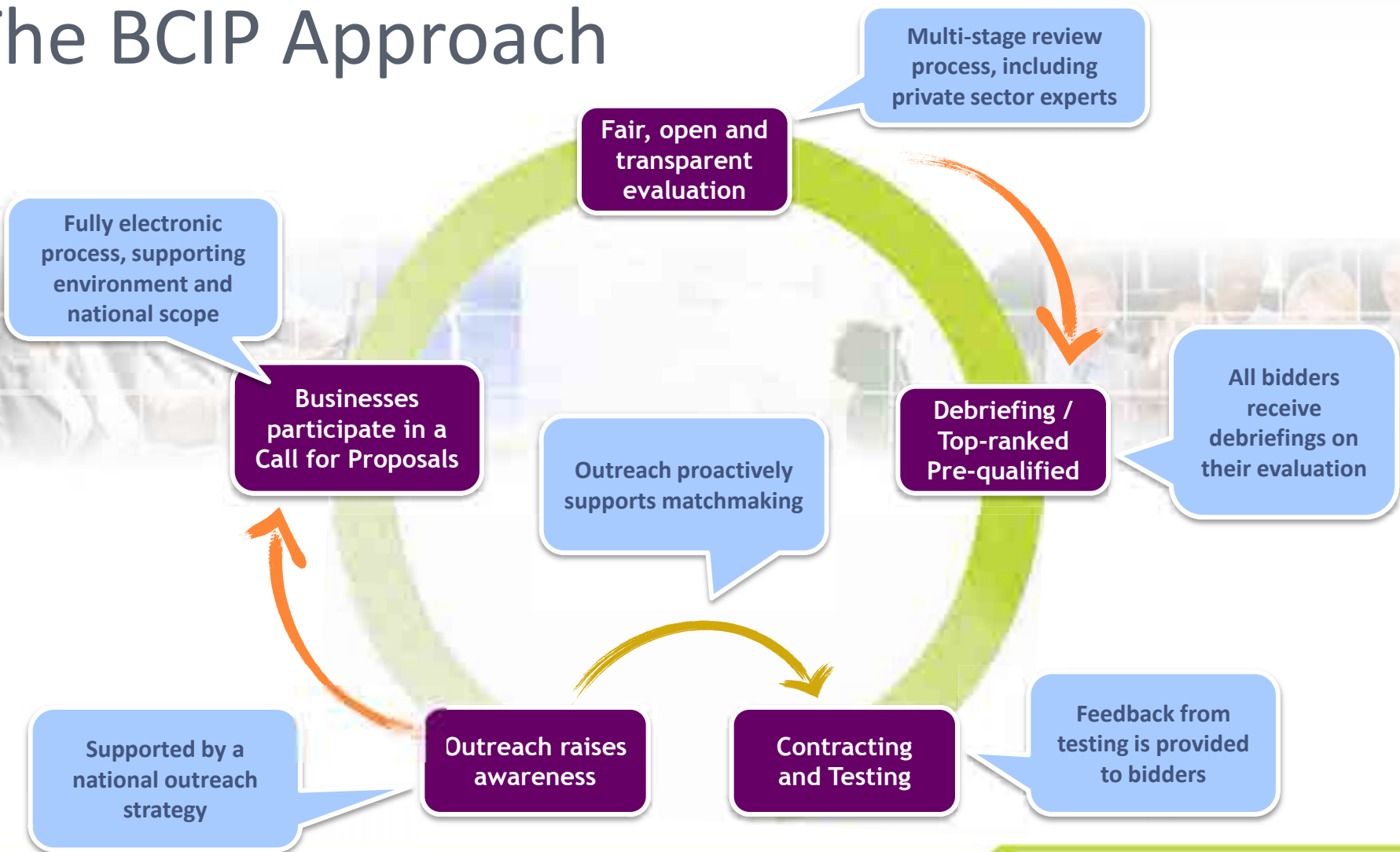


A **Defence Validation Committee**, comprised of DND/CF personnel, will assist in matching innovations from the Military component only, by helping to identify potential testers within DND/CF.

AANDC • AGR • CATSA • CBSA • CCG • CNSC • CFIA • CSA
CSC • CSEC • CSIS • DFATD • DRDC • DND • DFO • EC • IC
NRC • PCA • PHAC • PSC • PWGSC • RCMP • RMC • SSC • TC



The BCIP Approach



BCIP Contact Information



Program Site

For more information visit:

www.buyandsell.gc.ca/innovation



Program E-mail

Send inquiries to:

Innovation@pwgsc.gc.ca



Update List

Subscribe to the BCIP update [mailing list](#)

(on home page of program website)



Buy and Sell

Learn more on how to sell to the government at

www.buyandsell.gc.ca/

