



Sell Your Innovation

Build in Canada Innovation Program

Office of Small and Medium Enterprises (OSME)
Public Services and Procurement Canada



BCIP by the Numbers

Since program launch in 2010...

429 pre-qualified innovations from

375 unique companies

269 contracts awarded valued at **\$117 million**

97% awarded to small and medium-sized businesses

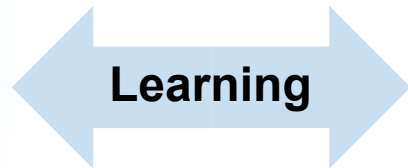
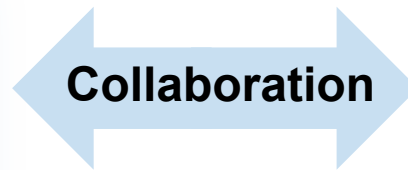
31 federal government organizations have tested innovations



Why Participate in the BCIP?

Canadian businesses...

- Receive **valuable feedback**
- Make a **first reference sale** and network
- **Learn how to sell** to the Government of Canada.



Government departments...

- Address departmental challenges with new technology
- Test, use and assess the latest Canadian innovations
- Benefit from a specialized procurement method

The Result: Win-Win



How the Program Works

Through a **competitive procurement process**, the government buys innovative pre-commercial goods and services.

1. Submit proposal
2. *National Research Council Innovation Research Assistance Program* evaluates
3. Innovation prequalifies
4. Innovation matched with federal testing department
5. Contract established
6. Testing occurs
7. Feedback provided to innovator



Program Eligibility

To apply to BCIP, you must:

- Not have sold your innovation commercially
- Be a Canadian business
- Include 80% Canadian content
- Show IP ownership or rights
- Apply to one of the 4 Standard or 6 Military Priority Areas

Priority Areas

STANDARD



Buying Limit: \$500,000 per innovation
Bidders choose one area

Priority Areas

MILITARY



CYBER-
SECURITY



COMMAND &
SUPPORT



IN-SERVICE
SUPPORT



PROTECTING
THE SOLDIER



ARCTIC &
MARITIME
SECURITY



TRAINING
SYSTEMS

Buying Limit: \$1,000,000 per innovation
Bidders choose one area



Technology Readiness Level

LEVEL 9

Actual technology proven through successful operations

LEVEL 8

Actual technology completed and qualified through test and demonstration

ELIGIBLE

LEVEL 7

Prototype ready for demonstration in an appropriate operational environment

LEVEL 6

System/subsystem model or prototype demonstration in a simulated environment

NOT ELIGIBLE



How your proposal is evaluated

- ✓ Is your innovation an **advance on the state of the art**?
- ✓ Does your test plan have **clear objectives**, a risk mitigation strategy and realistic timelines?
- ✓ Do you have **sufficient market potential** for the innovation to sustain profitability?



How BCIP helps you

You will have a dedicated **Innovation Management Advisor** that will help you find a testing partner and lead you through completion.

The program covers the following costs:

- Innovation (product/service)
- Shipping
- Installation
- Training
- Support Services
- Other Direct Costs
- Procurement Costs



Challenge Call for Proposals

- In July 2017, BCIP launched a Challenge Call for Proposals pilot.
 - Defence and public security theme.
 - Complements current supply-push approach.
 - Focused on testing of late-stage technologies.
 - Lessons learned to be shared with ISC.
- Federal departments partner with the BCIP to create challenges, evaluate proposals, and test/validate qualified innovative solutions.
- BCIP will allocate up to \$1M and can award multiple contracts within a challenge.



Collaboration activities

- BCIP is engaged with a number of other innovation support programs (i.e. ISC, IDEaS, SDTC, Invest Ottawa, NSERC, IRAP) to identify potential areas of collaboration.
- Key collaboration activities include:
 - Identifying areas of alignment.
 - Adjusting and streamlining intake and hand-off processes.
 - Developing products and tools to better educate innovators and internal stakeholders on respective program mandates.
 - Sharing business intelligence and lessons learned.

Goal is to ensure a positive experience
for both innovator and government testers

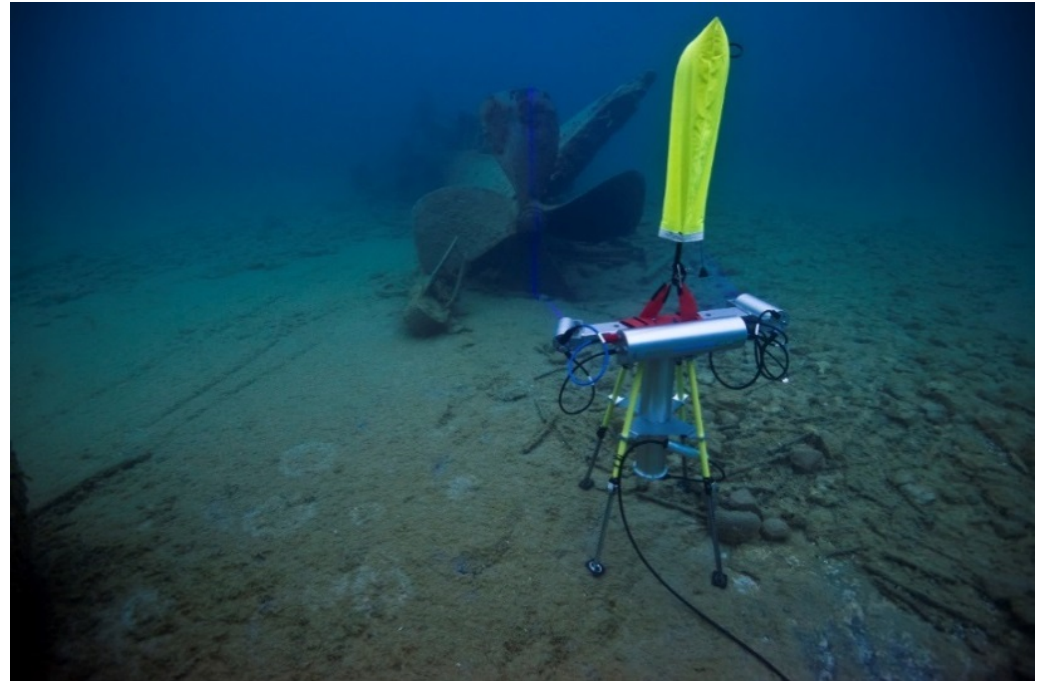


Success Stories

Innovation: ULS-100
Innovator: 2G Robotics
from Waterloo, ON

Testing Partner:
Department of National
Defence

An underwater laser scanner that provides detailed 3-D images.



2G Robotics has been awarded 2 contracts through the program!



Success Stories

Innovation: FlexSpec Backpack
Innovator: Bubble Technology Industries (BTI) from Chalk River, ON

Testing Partner: Royal Canadian Mounted Police

A modular, radiation detection system for identifying radioactive threats carried by vehicles, people, or packages.



BTI has been awarded 4 contracts through the program!



Additional Sales

- For testing limited quantities of the innovation with the same or new testing department.
- Follows the terms, conditions and pricing structure of the initial BCIP contract.
- Innovation tested must be the same innovation that was tested under original BCIP contract.
- Testing department responsible for funding, PSPC responsible for contracting.



Contact Information

Visit Canada.ca/SellYourInnovation for more information or to submit a proposal.



Send inquiries to:
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