

# NRC IRAP International Programs

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# 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  2

# 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



CANADIAN  
INTERNATIONAL  
INNOVATION  
PROGRAM

R&D PARTNERING  
ABROAD

PROGRAMME  
CANADIEN DE  
L'INNOVATION À  
L'INTERNATIONAL

PARTENARIATS EN R-D  
À L'ÉTRANGER

**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+)



### PRIOR EXPERIENCE

In piloting or demonstrating technologies domestically, or in foreign markets



### 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)**



### 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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