

Helping Ontario **SMEs** Grow

R&D – Creating an Enterprise Growth Mix



Finding R&D Partners in Ontario

February 21, 2007

R&D – Creating an Enterprise Growth Mix

Acquiring Technology – A Make / Buy Decision

Make – Internal R&D

- More Control
 - of work and expense
- Easier to coordinate
- Ownership of IP

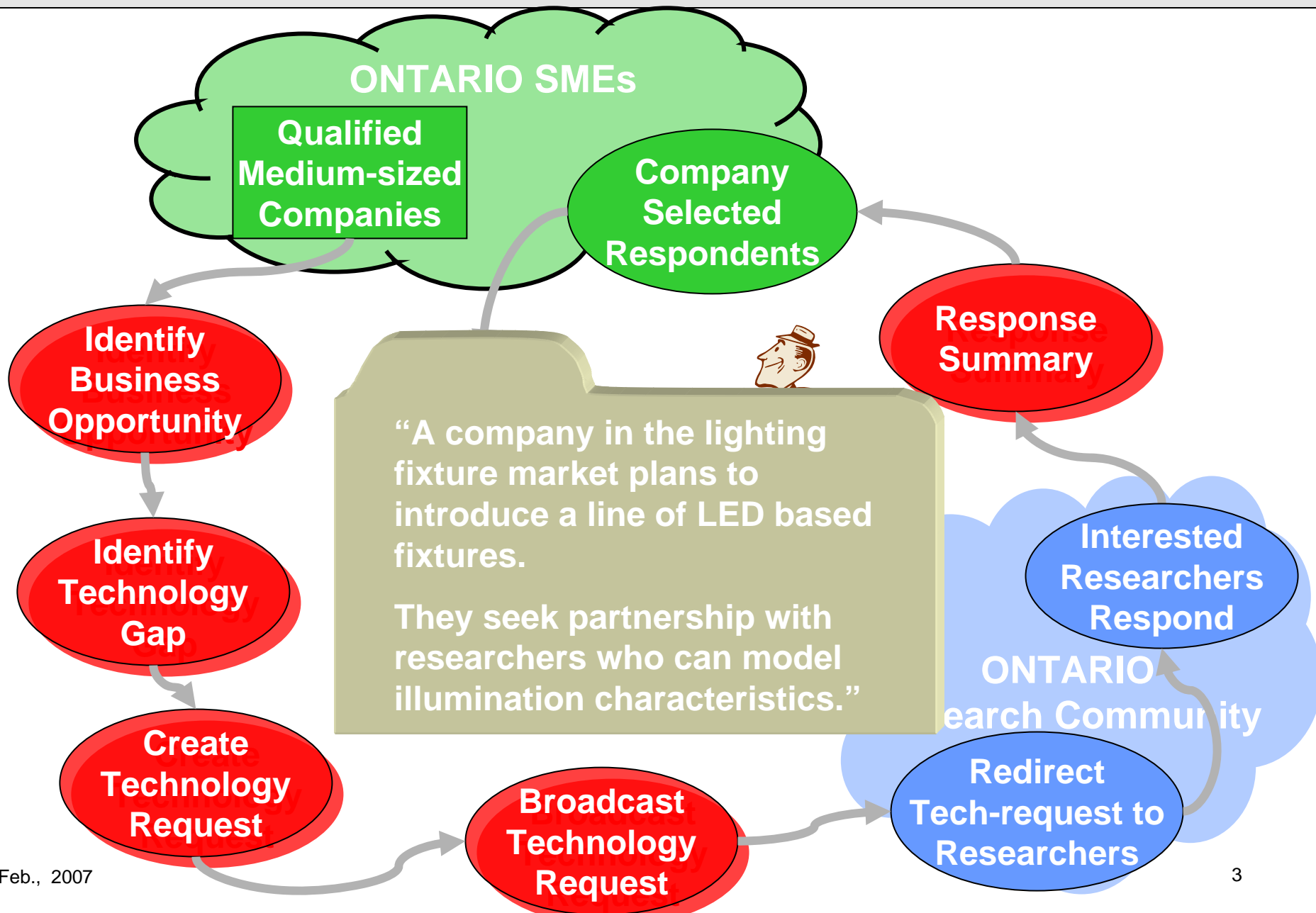
But can you afford an internal R&D team that can compete with the top team in your industry?

Buy – External R&D Partnership

- Access to expertise
 - World class perspective
 - Alternative approaches
 - Practical approaches
- Access to facilities

But how do you find researchers that want to work with business?

ISCM R&D Partnership Service



R&D – Creating an Enterprise Growth Mix

Government funding (for R&D) is much harder to obtain

- less funds to distribute
- intense competition to obtain funding

Funding programs are looking for very strong business cases

- often with specific business criteria
- often expecting measurable business results
- but still maintaining high standards on R&D activity

Applicants must develop a compelling case for funded projects

- must communicate the business justification for performing the R&D
- must establish their credibility to commercialize the results

ISCM can help you develop a compelling R&D project

- by helping to assess R&D opportunities that fit your business
- by helping to find external technology strength, where needed
- by helping to increase your business strength where needed

Helping Ontario **SMEs** Grow

R&D – Creating an Enterprise Growth Mix



Contact ISCM for more information
Ask about R&D Partnerships

Thank You