

Supporting the Development and Commercialization of Technology by SMEs

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NRC-IRAP Mandate & Mission

➤ **Our Mandate**

To stimulate wealth creation for Canada through technological innovation.

➤ **Our Mission**

To stimulate innovation in Canadian small and medium-sized enterprises.

➤ **Our Values**

Provide value-added front line service to clients.

Respect and invest in the value of people.

Build and contribute to partnerships.

Maintain and enhance technical credibility.

Ensure accountability for quality service and effective use of resources.

IRAP History

IRAP and its predecessors have been helping Canadian firms innovate in order to improve their competitive technological performance for close to 60 years.

Over that time, the Program has broadened its strategic purpose from a limited focus on technology transfer to its current strategic objective of increasing innovative capabilities of Canadian SMEs.

Today IRAP provides comprehensive innovation assistance to technology-based SMEs in almost every industrial sector of importance to Canada's current and future economic development.

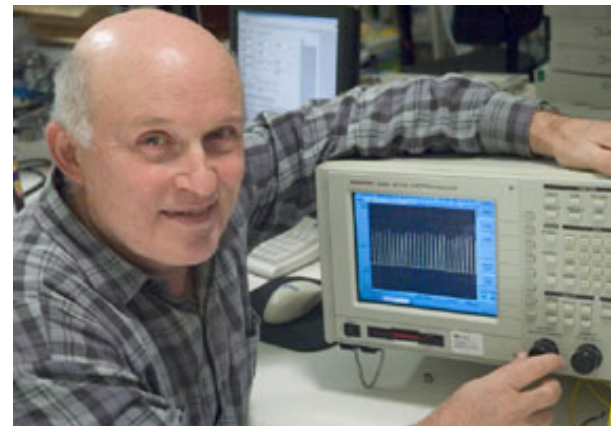
Supporting innovative Canadian SMEs through technology

- **Customized advisory services and contributions to Canadian SMEs to support and enhance their innovative Science & Technology projects.**
- **Range of complementary Science & Technology and business services through linkages to many other organizations to meet SME developmental needs.**
- **Contributions specifically towards specialized labour costs and clients typically co-invest at least 50% of the total project costs.**

Overview



Médicago, Québec, PQ



BTI Photonics, Ottawa, ON

NRC-IRAP Offices

**230 field staff assisting
clients in 147 NRC-IRAP
offices in more than 100
communities**



LEGEND

-  NRC-IRAP ITA
-  NRC Institute
-  NRC-IRAP Regional Office
-  NRC Cluster

Resources Summary

➤ **Budget \$135.6 M**

Direct Support to Clients

Contributions \$ 91.7 M

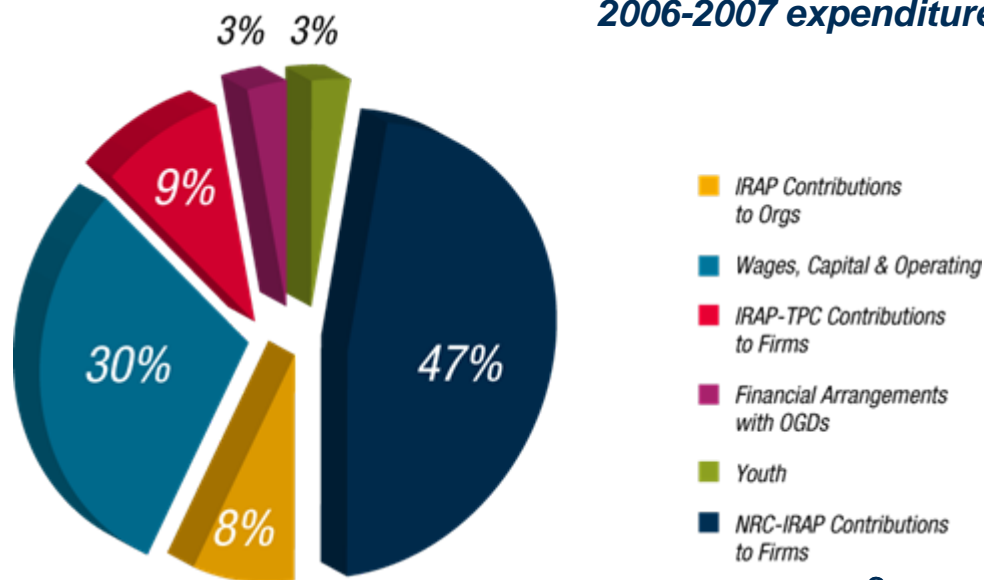
Salaries \$ 20.0 M
(*component of ITA advisory services*)

Operating \$ 1.4 M
(*component used by ITAs in advisory services delivery*)

➤ **355 FTEs**

Direct support to clients
\$ 113.1 M

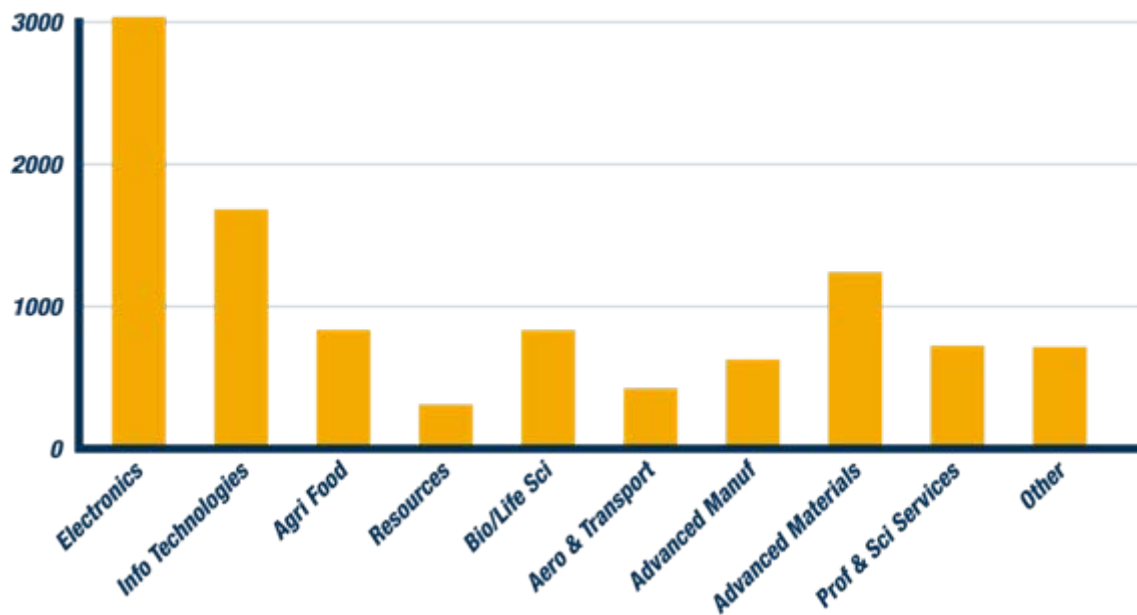
2006-2007 expenditures



NRC-IRAP is mandated to assist Small and Medium-sized Enterprises

Expenditures by Industry Sector

2005-2006



NRC-IRAP worked with some **8,233** clients in 2006-2007;
of which **2,293** received some form of funding

The ITA Advantage

The importance of our advisory capacity with our clients...

Experience

- 230 field staff
- 75% have Masters or Ph.D.
- 80% have specialized industrial experience
- 45% have run their own R&D facility
- 65% have some experience in working at other federal government labs or departments
- 34% have been entrepreneurs

Outreach

- Field staff are located in 147 offices / 100 communities
- Each work with 42 clients per year
- 11 of their clients will receive funding from NRC-IRAP
- typically make 105 client site visits a year

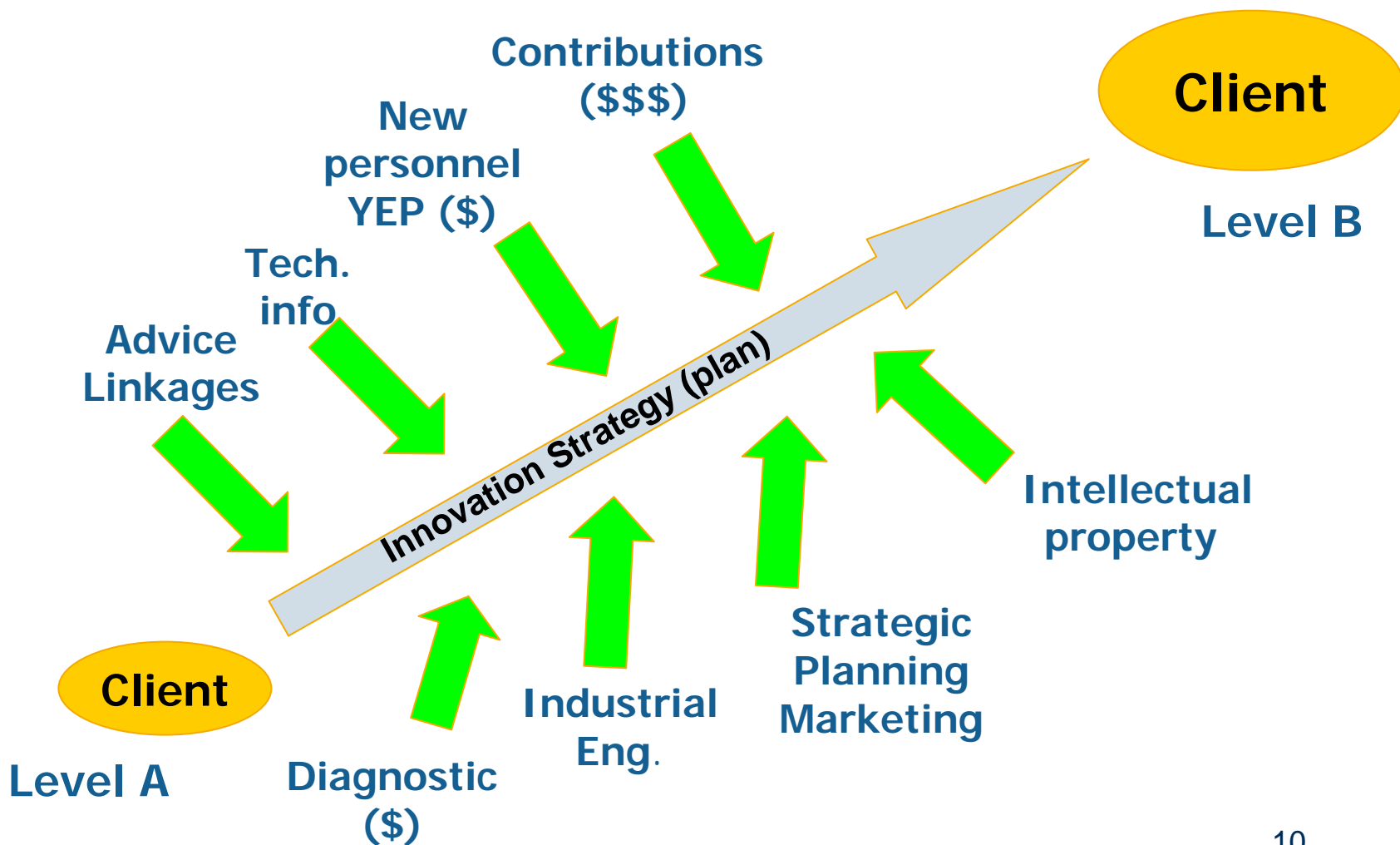
Services

- R&D project advice
- Competitive technical intelligence
- Networking and linkages
- Financial resources
- Project follow-up

Impact to SMEs

- Acquiring new technical knowledge and increasing technical competence
- Improving innovation management capabilities and other skills
- Investing in new technology areas with broad applications
- Providing technical and strategic linkages to experts
- Improving processes
- Increasing sales and jobs
- Increasing innovation rate
- Supporting access to international collaborations and markets

IRAP's business model to Increase the innovation capability of Canadian SMEs



Success Story & Innovation Leader: Thermo CRS

- **Thermo CRS of Burlington, Ontario**
- **IRAP involvement:**
 - R&D support
 - Linkages
 - Networking
- **Thermo LAI (Laboratory Automation and Integration) created a robotics technology for manipulating DNA sample plates, to carry out more than 400,000 assays a day using novel software control methods**



Conclusion

- **NRC-IRAP Web site:**

http://irap-pari.nrc-cnrc.gc.ca/main_e.html

- **NRC-IRAP Success Stories:**

http://irap-pari.nrc-cnrc.gc.ca/success_e.html

- **NRC Web site:**

http://www.nrc-cnrc.gc.ca/main_e.html

- **NRC-IRAP Contact Number:**

1-877-994-4727 / (416)-973-4484

NRC-CNRC

From **Discovery**
to **Innovation...**



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— at work for —
Canada



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