



Sell Your Innovation

Build in Canada Innovation Program

DEFSEC 2017

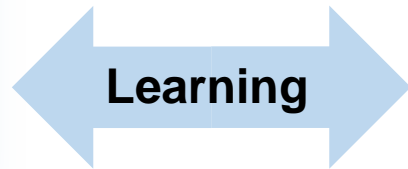
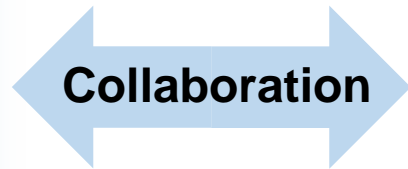
Office of Small and Medium Enterprises (OSME)
Public Services and Procurement Canada



Why Participate in the BCIP?

Canadian Businesses:

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



Government Departments:

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



The Result: Win-Win

- A **win-win** for both Canadian businesses and testing departments:
 - Businesses are better able to take the next step and sell their innovation in the marketplace
 - Government departments test, assess and keep state-of-the-art goods and services



BCIP by the Numbers

Since program launch in 2010...

399 pre-qualified innovations

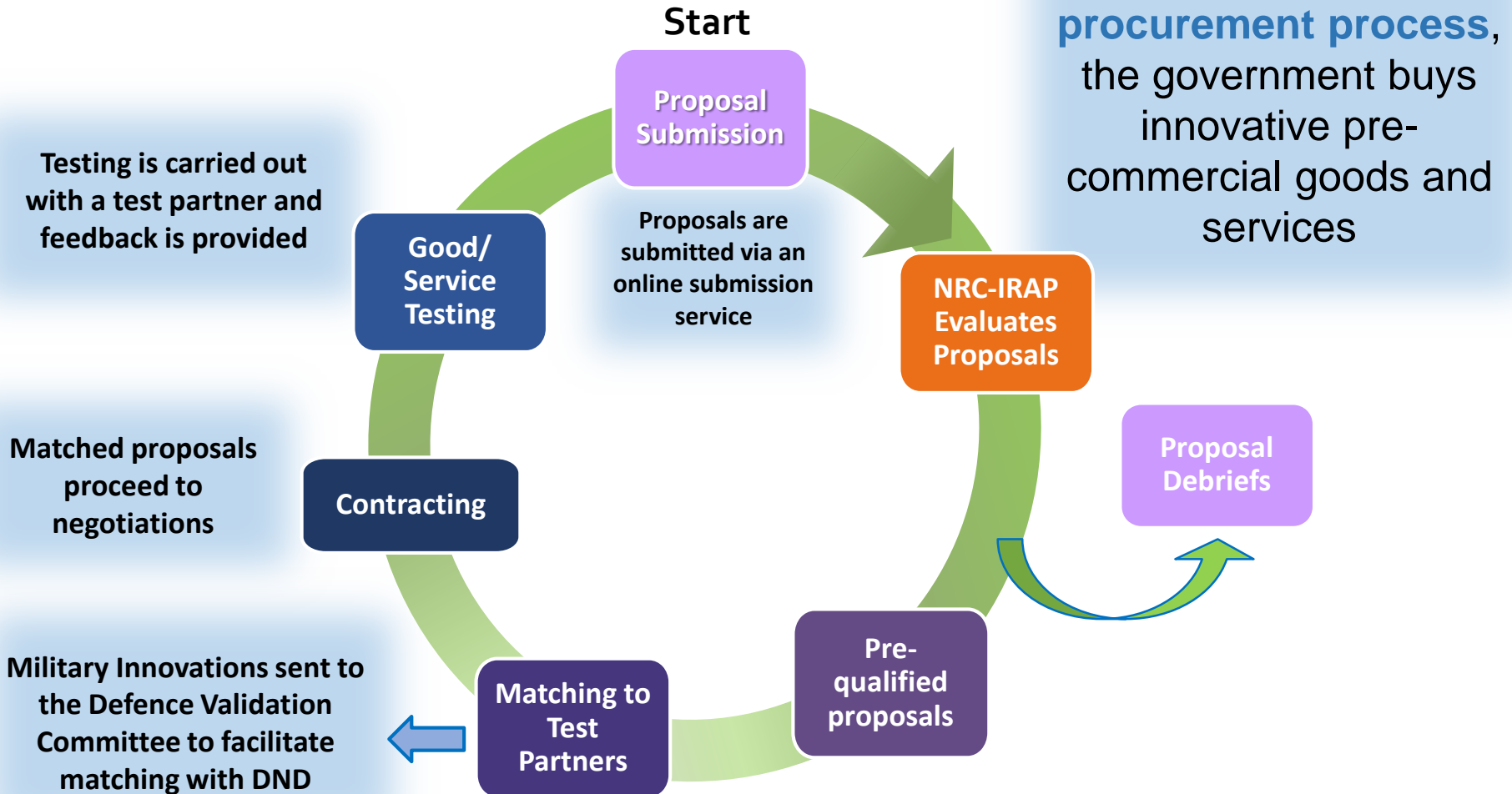
347 unique companies

257 contracts awarded valued at **\$111 million**

97% awarded to SMEs and **3%** large businesses

31 federal government organizations have tested innovations

How the Program Works





Program Eligibility

To apply to BCIP, you must:

- Have a state-of-the-art innovation that has not been sold commercially
- Be a Canadian business
- Proposal must include 80% Canadian content
- Show IP ownership/rights or strategy
- Innovation is at technology readiness level 7, through to 9
- Apply to one of the 4 Standard or 6 Military Priority Areas

Priority Areas

MILITARY



**CYBER-
SECURITY**



**COMMAND
&
SUPPORT**



**IN-SERVICE
SUPPORT**



**PROTECTING
THE
SOLDIER**



**ARCTIC &
MARITIME
SECURITY**



**TRAINING
SYSTEMS**

Funding 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



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



Challenge Call for Proposals

- In July 2017, BCIP launched Challenge Call for Proposals pilot to complement current supply-push approach.
- Focused on testing late-stage technologies in defence and public security.
- Federal departments partner with the BCIP to create challenges, evaluate proposals and test/validate proposed innovations/solutions.
- BCIP will allocate up to \$1M per contract and can award multiple contracts within one challenge.

BCIP is currently accepting/assessing Challenges for Round 2 of pilot – planned for October 2017



Challenge Call for Proposals

- In Round 1 of the pilot, BCIP partnered with DRDC and RCMP to develop and issue five challenges:
 1. Protecting Canadian soldiers with lighter and more durable ballistic resistant armour (DRDC)
 2. Enhancing Canada's armoured vehicles (DRDC)
 3. Enhancing portable ballistic panels (RCMP)
 4. Retrofitting Canada's building armour (RCMP)
 5. Protecting Canadian Public Officials (RCMP)



BCIP and IDEaS

- BCIP and the IDEaS team have engaged to:
 - Better understand objectives and parameters, and to
 - Identify initial areas of coordination and alignment
- Areas of activity and collaboration:
 - Developing communication products and tools to educate innovators and internal stakeholders on respective programs
 - Sharing business intelligence and lessons learned, and
 - Coordinating implementation with ISED Innovation Solutions Canada



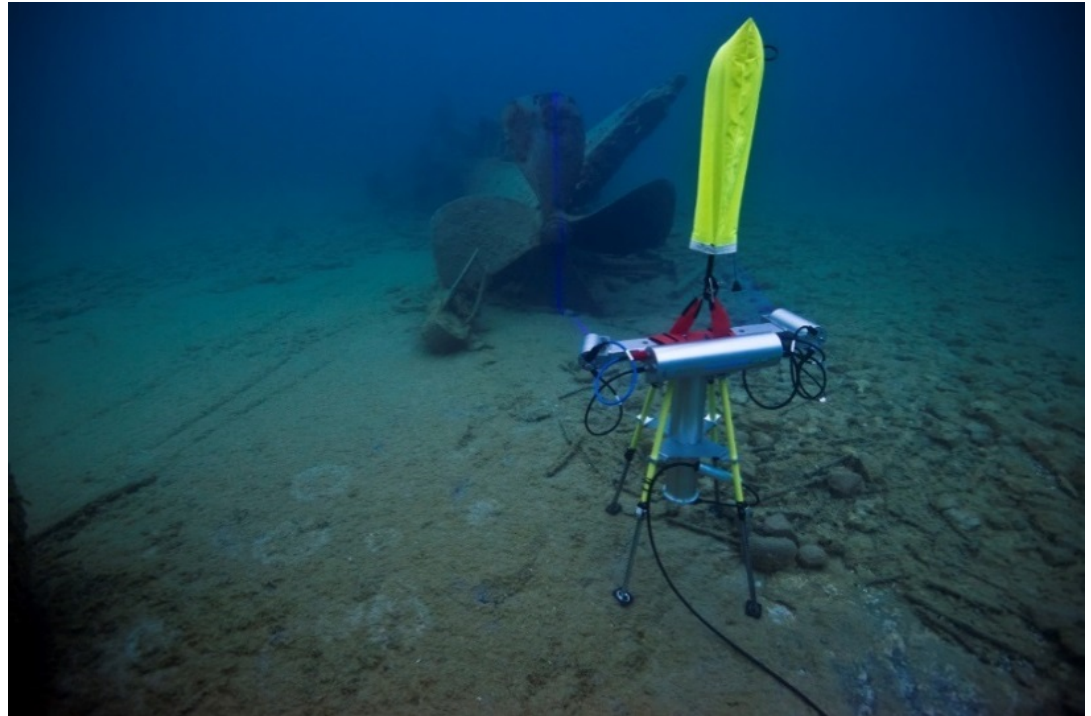
BCIP Success Stories

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.



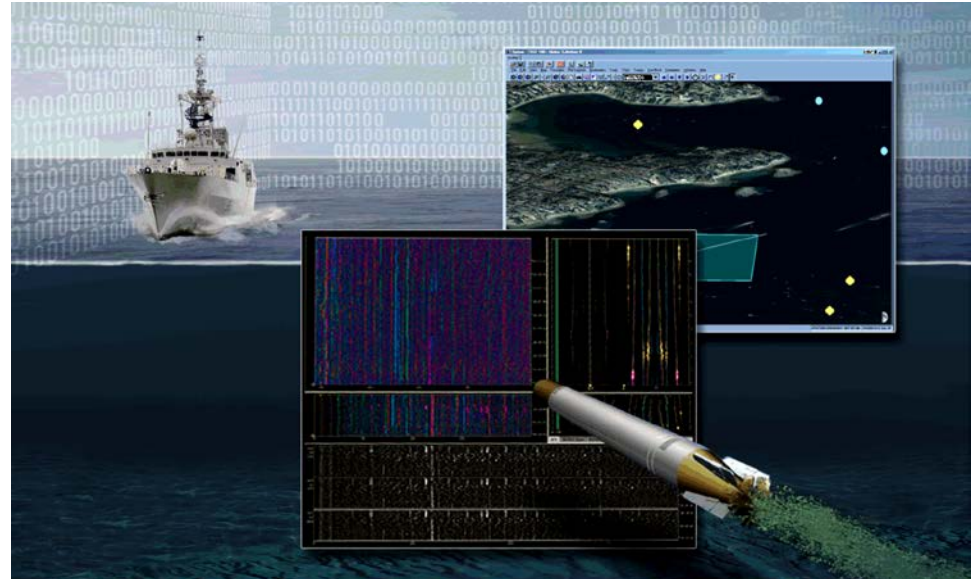
BCIP Success Stories

Innovation: MATADOR

Innovator: General Dynamics Canada Ltd. from Dartmouth, NS

Testing Partner: Department of National Defence

- An adjunct torpedo detection system that provides threat detection in a variety of challenging environments.
- The core innovations include:
 - A) Processing a wider bandwidth of available acoustic signals;
 - B) Optimizing the processing for the highly variable acoustic signatures typical of torpedoes; and
 - C) Presenting the data in an intuitive format that allows immediate identification of a torpedo.





BCIP Success Stories

Innovation: 3D Sidescan Sonar

Innovator: Ping Digital Signal Processing Inc. from North Saanich, BC

Testing Partner: Department of National Defence

- Compact device that produces high resolution 3D acoustic images of underwater environments, including the seafloor, underwater structures such as wrecks, and objects in the water column such as fish, marine mammals, divers, and subsea mines.



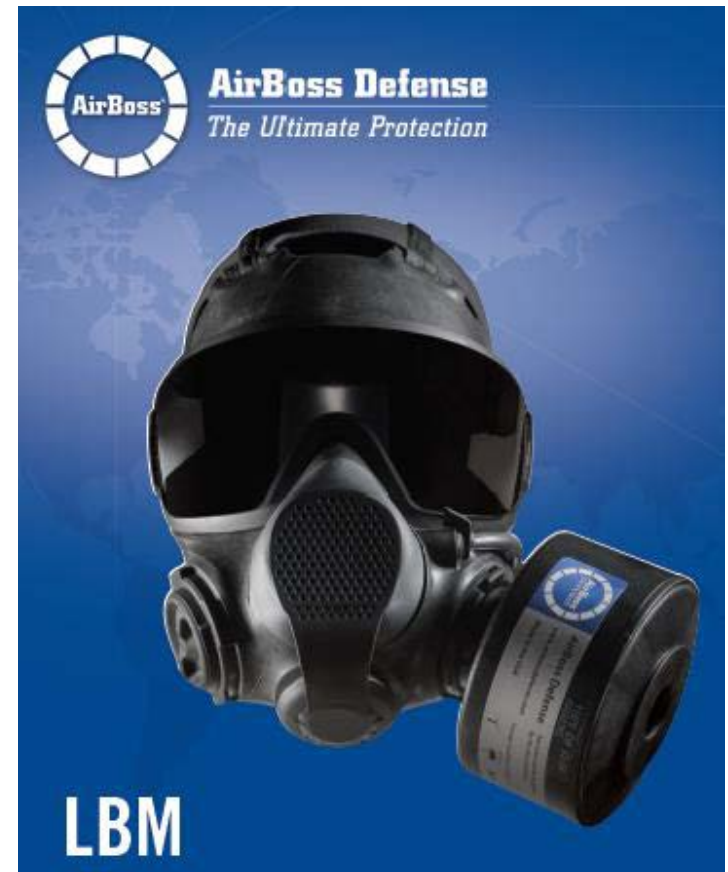
BCIP Success Stories

Innovation: Low Burden Mask (LBM)

Innovator: AirBoss Engineered Products from Acton Vale, QC

Testing Partner: Department of National Defence

- The AirBoss Low Burden Mask (LBM) is a lightweight air purifying respirator (APR) developed to protect the wearer against vapour, liquid and aerosol chemical warfare agents (CWAs) and toxic industrial chemicals (TICs) for more than 24 hours.
- The LBM differentiates itself from its competition by offering lightweight protection and an undistorted view through its single panoramic lens with ballistic protection.





Navy Recent Updates

- Recently tested innovations:
 - GeoSpectrum Technologies Inc. - Towed Reelable Active-Passive Sonar (TRAPS)
 - SubC Control Ltd. - Ultra High Definition Deepsea Inspection Suite
 - Marine Industrial Lighting - Naval LED Lighting Solutions for Combat Vessels
- Innovations ready to be tested:
 - Nautel Limited - Light weight compact high efficiency 36 channel broadband sonar amplifier



BCIP Contact Information

For more information or to submit a proposal:

Visit www.Canada.ca/SellYourInnovation



Program E-Mail

Send inquiries to:

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