



Sell Your Innovation

***Build in Canada* Innovation Program**

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





BCIP by the Numbers

BCIP has invested **\$128 million** in testing
Canadian innovations with **290** companies

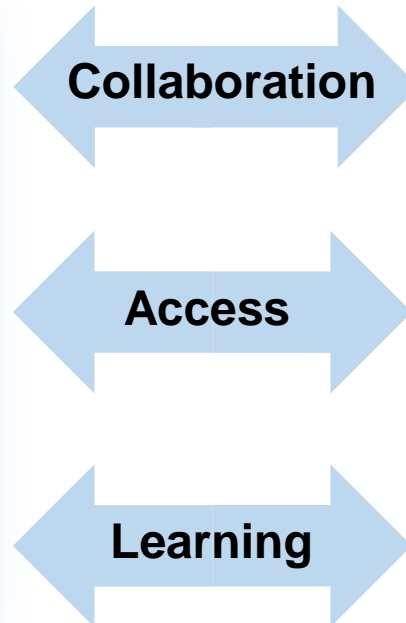
We have **\$40 million** in funding available for you!



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 your proposal
2. NCR-IRAP evaluates
3. Your innovation prequalifies
4. Your innovation is matched with testing department
5. Your bid goes to contracting
6. Testing happens
7. You receive feedback



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



ENVIRONMENT



HEALTH



ENABLING
TECHNOLOGIES



SAFETY &
SECURITY

Funding limit: \$500,000 per innovation
Bidders choose one area

Priority Areas

MILITARY

**CYBER-
SECURITY**

**TRAINING
SYSTEMS**

**COMMAND &
SUPPORT**

**ARCTIC &
MARITIME
SECURITY**

**IN-SERVICE
SUPPORT**

**PROTECTING
THE
SOLDIER**

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

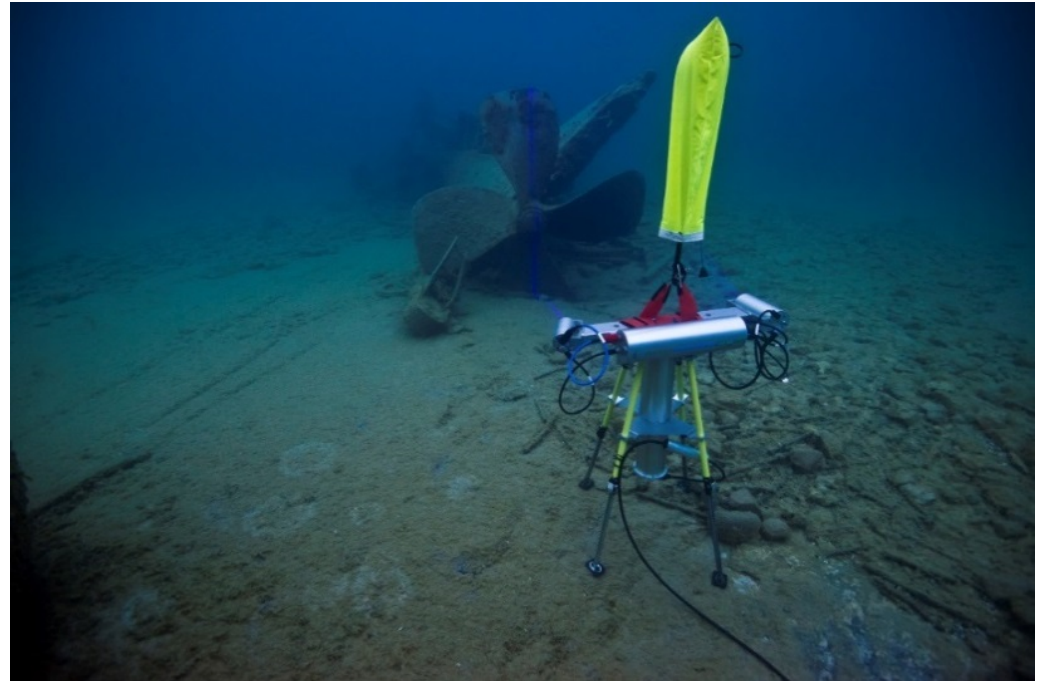
BCIP Success Stories

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



2G Robotics has been awarded 2 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.



BCIP Contact Information

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



Program E-Mail

Send inquiries to:
Innovation@pwgsc.gc.ca