



Aerospace & Defence Opportunities – The Northern Ontario Value Proposition Revisited



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Background

- December 2016 – “Aerospace & Defence Opportunities – The Northern Ontario Value Proposition*”
 - Commissioned by Sault Ste. Marie, Sudbury and North Bay

**“a believable collection of the most persuasive reasons people should notice you and take the action you’re asking for”*

- March 2017 – “Annex A -Thunder Bay and Timmins”
 - Commissioned by FedNor
- FedNor Strategy Paper – 31 March 2017
 - Commissioned by FedNor
- Sault Ste. Marie Discussion
 - March 27, 2017
- North Bay Discussion
 - March 19, 2018

Challenges – Primes/OEMs

- Resource constraints – time, HR, \$'s
- Uncertainty:
 - *SSE (and resultant IP*)*;
**DND March 1st/March 15th CANFORGENs*
 - Evolving VP/ITB Program; and
 - Procurement Generally.
- Misinformation

Challenges – ONEDC Stakeholders

- Resource constraints – time, HR, \$'s
- Will – other priorities/results
- Misinformation
- Expectation Management

Challenges – Proponents

- Resources constraints – time, HR, \$'s
- Lack of knowledge/misinformation
- Preparedness:
 - Companies don't know how to sell themselves;
 - Companies aren't prepared for one-on-one meetings;
 - Companies don't follow-up;
 - Company responses to bid packages are weak or they don't respond
- Will
- Unreasonable expectations - time

Innovation Agenda

- Budget 2017/2018
- Innovation Canada
 - Supercluster Initiative
 - Strategic Innovation Fund
 - Innovative Solutions Canada
- DND IDEaS
- Program Rationalization
 - BCIP, RDAs

Innovation in Northern Ontario

- Biomass North Development Centre (NB)
- **Innovation** Centre for Advanced Manufacturing and Production (NB)
- **Innovation** Initiatives Ontario North (NB)
- Applied **Research** Centre (SSM)
- Sault Ste. Marie **Innovation** Centre (SSM)
- Tenaris Robotics Lab (SSM)
- Cambrian Innovates/Glencore Centre for **Innovation** (Sudbury)
- Mining **Innovation**, Rehabilitation and Applied **Research** Corporation (Sudbury)
- Northern Centre for Advanced Technology (Sudbury)
- Biorefining **Research** Institute (TB)
- Centre of **Research** and **Innovation** in the Bio-Economy (TB)
- Northwestern Ontario **Innovation** Centre (TB)
- OPG BioEnergy Learning and **Research** Centre (TB)
- Materials Joining **Innovation** Centre (Timmins)
- Productivity and **Innovation** Centre (Timmins)

Innovation x 9 **Research** x 5

Final Thoughts

- Time
 - DND Churn
 - 500 Pound Gorillas
 - Election
 - Mali Mission
- Social Agenda
- Mining Supercluster -Model