



Global Connections for Canadian Innovators
Liaisons internationales pour les innovateurs canadiens

ISTPCanada-FAPESP Bilateral Industrial R&D Funding Program



Bharat Rudra
Country Manager for Brazil and India
ISTPCanada

October 17, 2012

About ISTPCanada

- **Develops and implements R&D collaboration programs under S&T cooperation agreements between Canada and its key trading partners: **Brazil, China, India and Israel (CIIRDF)****
 - Facilitates new R&D partnerships between Canadian companies, research organizations and counterparts in partner countries
 - Technology matchmaking;
 - Partnership Development Activities (PDA)
 - Invests in bilateral R&D projects with commercial potential
 - Positive sum assured by dual due diligence.



Delivering Results

Since its inception in 2007, ISTPCanada :

- Established the corporation and initiated program delivery
- Managed more than 24 Calls for Proposals (India, China, Brazil)
- Processed close to 1000 responses engaging 1,500 partners from Canada, and an equal number of collaborators from partner countries
- **Approved 27 bilateral R&D projects with a total value of : \$41 M**
 - Additional projects to be announced in the near future
- Supported Several dozen Partnership Development Activities (PDAs)
- Established a database of more than 400 expert reviewers



Leveraging Program Funds

- **ISTPCanada has established strong provincial and federal partnerships that achieve significant leverage on program funds**
- **Provincial Governments**
 - British Columbia: \$1 million
 - Alberta: \$3.4 million
 - Ontario: \$3 million (+ \$ 6 million for CIIRDF)
- **Provincial Organizations**
 - Ontario Centers of Excellence (OCE)
- **Federal Organizations**
 - NSERC
 - CIHR
 - Industrial Research Assistance Program of NRC
 - ACOA
- **In discussion with other provinces and organizations**



ISTPCanada-FAPESP Program

Program Activities

ISTPCanada and FAPESP provides Canadian companies applicants with funding and support for:

- Collaborative R&D Projects
- Early-stage Partnership Development Activities (collaborative events such as workshops or symposia)

Eligible Applicants

- Companies (Canada)
- Encourage the participation of academia, research institutes and other institutes

(*Note: Canadian government departments, labs, and crown agencies may participate but cannot be recipient of funding)



ISTPCanada-FAPESP Program (Cont...)

Adopting a Truly Bilateral Approach

As ISTPCanada and FAPESP work closely to:

- Conduct a synchronized application process
- Host joint Calls for Proposals, parallel expert review and project selection process
- Engage in collaborative decision-making and communications

Although approval on the level of investment rests with the individual organizations in each country, a unanimous decision to fund (yes/yes) is required to proceed



ISTP Canada-FAPESP Program (Cont...)

Collaborative R&D Projects: Criteria

- A minimum of one company in the Canadian and Brazil
- Participation of academia and the exchange of young researchers is strongly encouraged
- Scientific merit and degree of innovation inherent in the product/service developed
- Business opportunity and potential for commercial success
- Capacity of participants to manage and conduct the project, including future commercialization
- Maximum funding: \$600,000 per project, or up to 50% of the Canadian R&D costs
- Equivalent funding/effort from the partner country



ISTPCanada-FAPESP Program (Cont...)

Application and Review Process

ISTPCanada and FAPESP host a competitive bilateral process:

- Expression of Interest
- Invitation for full proposal submission
- Parallel proposal evaluations in each country: unanimous decision to fund required (yes/yes)
- ISTPCanada evaluation process:
 - Expert assessment
 - Joint project approval
 - ISTPCanada and FAPESP approval process



ISTP Canada-FAPESP Program (Cont...)

PARTNERSHIP DEVELOPMENT ACTIVITIES (PDAs)

Objectives

- Focused activities address a common innovation priority, challenge or market opportunity
 - Collaborative events such as workshops, roundtables, symposia
- Build on the complementary strengths of participating countries leading to future research and development collaborations
- Explore new funding and R&D collaboration mechanisms to stimulate new cooperation in emerging technology sectors
- Aim to deliver value to all participants

Outcomes

- Develop visionary R&D projects
- New funding and R&D collaboration mechanisms that engage industry and academia
- Undertake R&D and business collaboration that generates economic benefits to both countries downstream



ISTPCanada-FAPESP Program (Cont...)

Program Activities:

- S&T Agreement signed in November 2008
- MOU with FAPESP in October 2009
- ISTPCanada-FAPESP CFP launched in October 2009
- 2 Proactive PDAs
- ISTPCanada-FAPESP CFP launched in May 2012
 - Results pending



ISTPCanada-FAPESP Program_(Cont...)

R&D and PDA Calls for Proposals

- **2009 Calls for proposal**
 - R&D and PDA call for proposals
 - Up to \$300,000 from ISTPCanada
 - Project duration up to 24 months
 - priority sectors – ICT/Software, Renewable Technologies, Biotechnology (Health and Medical Technologies)
 - One industry participant mandatory from each country
- **4 R&D Projects Funded**
 - 2 R&D Projects with FAPESP



ISTP Canada-FAPESP Program (Cont...)

Proactive PDAs

- **Multilateral Roundtable on Innovation and Research Collaboration in Marine and Ocean Technology**
 - Newfoundland – March 2011

- **Smart Grids mission from Brazil**
 - Toronto
 - Vancouver

ISTPCanada-FAPESP Program_(Cont...)

ISTPCanada-FAPESP R&D Call for Proposal

■ Criteria:

- **Eligible Brazilian applicants must be from the state of São Paulo**
- **Single joint EoI to ISTPCanada and FAPESP**
- **Eligible São Paulo applicant**
 - **SME with less than 250 employees**
 - **Companies (over 250 employees) & academic team with academic as a lead**
 - **Active participation of industry**
- **Funding support by FAPESP**
 - **Up to \$400K to SMEs with less than 250 employees as a grant**
 - **Up to max of \$400K or 50% of the eligible cost to academics when collaborating with bigger companies as a grant.**
 - **Companies must contribute 50% of project funding to academia**