



NRC-CNRC

*Industrial Research
Assistance Program*

Resources for Tech Startups in BC

October 22, 2010

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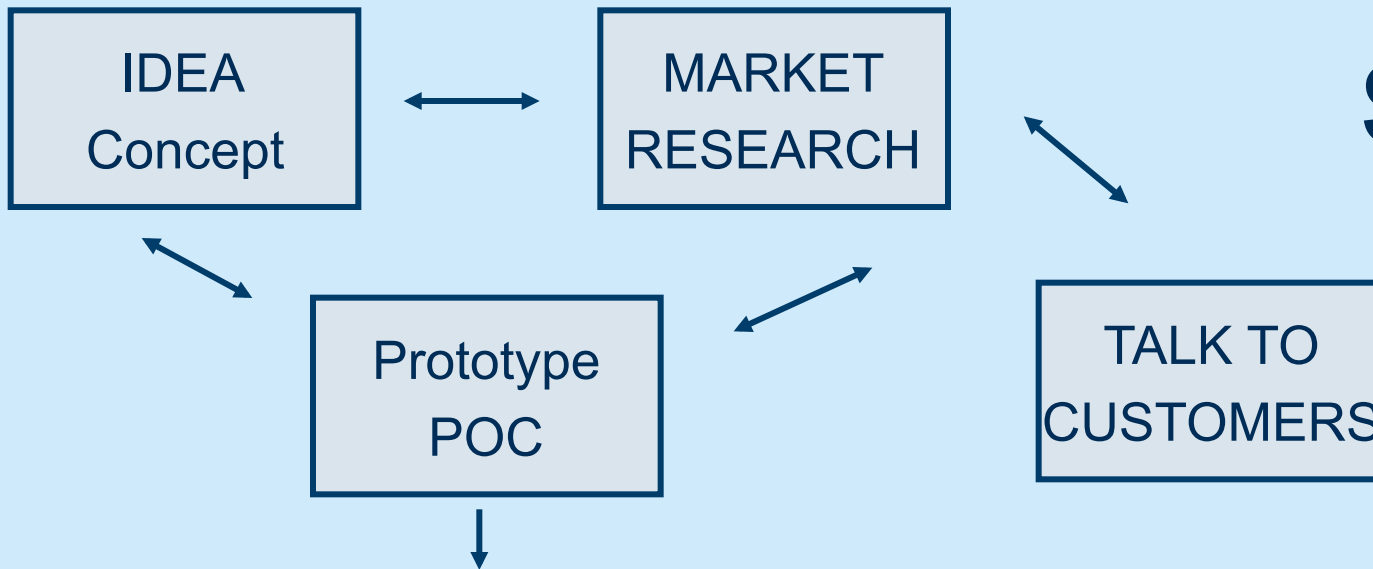
Industrial Research Assistance Program

The Startup Cycle

?

Is IDEA any Good?

\$



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Industrial Research Assistance Program

The Startup Cycle

Traction

The Proof It Works

BUSINESS MODEL Experiments

FEATURES Secret Sauce

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TALK TO CUSTOMERS

PARTNERS And Market Tracking

BETA

BUILD TEAM



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*Industrial Research
Assistance Program*

The Startup Cycle

Scale

Grow Fast!

\$

Corporate
FINANCE

CUSTOMER
SERVICE
SUPPORT
NEW FEATURES

TALK TO
CUSTOMERS

DISTRIBUTION
PARTNERS
Market Tracking

PRODUCTION

GROW
TEAM



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Accelerators / Incubators in BC for Tech Startups

SFU Time Incubator

Center for Digital Media

NRC - Institute for Fuel Cell Innovation (UBC)

Alacrity Foundation (new)

Wavefront

Bootup Labs

WMedia Ventures (Boris Wertz)

The Network Hub

Discover Parks – Vancouver, UBC, BCIT

Vancouver Island Tech Park

Okanagan Research and Innovation Center (ORIC)

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Mentoring Type Resources

NRC-IRAP Advisory Services

BCIT - Commercialization Assistance Program

New Ventures BC (NVBC)

ACETECH - Growth Strategy Program, Market Entry

BCTIA C4G (new), Xelerate

Life Sciences BC - BC Excels

SFU Venture Connection, Greentech Exchange, Hatchery

DFAIT Market Access Bootcamp

DigiBC Fusion Forum

Bootup Entrepreneurship Society (BES) – Mentorship events

BCIC CONNECT Conference

UILOs, VIATEC, KAST, OSTECH



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Sources of Private Funding

F&F, Angel Investors, VCs, Debt Financing, Public Markets

VANTEC Angel Forum

Canadian Financing Forum

Grow Conference

Western Universities Technology Investment Fund (WUTIF)

FRACTAL

Local VCs = YVP, GwC, BDC, VW, Panagea, Renewal Partners, Telus

Valley VCs – plenty but connect through community

Strategic Investors – KODAK, RIM, LG, etc

Loans – CYBF \$15K, VanCity Unsecured CreditLine

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Sources of Government Funding

MITACS Accelerate - \$15K – 4 month internship – M,PhD

NSERC Engage - \$25K – 6 month – Short-term R&D

NSERC- USRA Coop Students - \$4.5K – 16 weeks

NRC-IRAP – Market Analysis – up to \$30K – 75% 2-3 months

NRC-IRAP – Youth (YEP) - \$30K – 6-12 months – Tech/Non tech

CMF – Experimental Stream – Development – up to \$1m – 75%

PRECARN T-GAP – up to \$100K – 75% - 9 months

SR & ED – Tax refund on R&D done - ~ 50% of R&D costs back

NRC-IRAP – ARP – up to \$50K – < 1 year

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The Startup Cycle

The Proof
It Works

Traction

Sources of Government Funding

Industry Canada SBIP – online technologies - up to \$10K – 25% - 12 weeks

CMF – Experimental Stream – Production & Marketing – up to \$1m – 75%

PWGSC - CIGP - \$40m - opportunity for GOVT to

purchase and test SME innovative products and services – 2 yr prog

NRC-IRAP Technology Validation (ARP) - < \$50K

testing of the value of new innovations to a customer prior to buying

NRC-IRAP Technology Development – up to \$1m

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The Startup Cycle

Grow Fast!

Scale

Sources of Government Funding

SDTC – Clean Tech - \$550m Fund – up to several \$m – 33%
late-stage development and pre-commercial demo of clean technologies

Working Capital

BDC Sub-debt – more flexible than debt financing
EDC - loan or guarantee to financial institution or lines of credit
Many banks – small business loans

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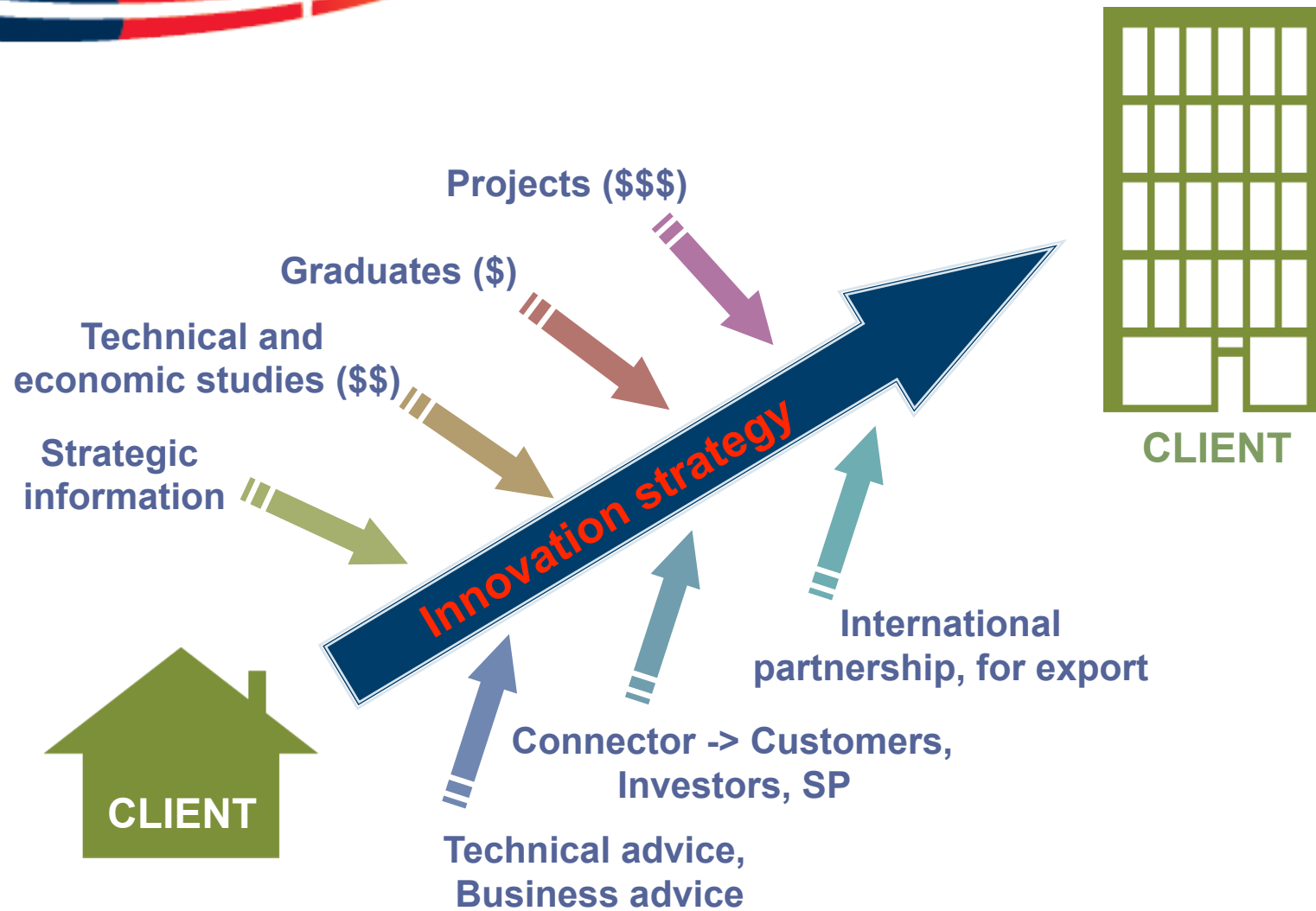
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NRC-IRAP Funding & Advisory Services



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