



C2C–Alliance

Program Information Session for Universities



Agenda

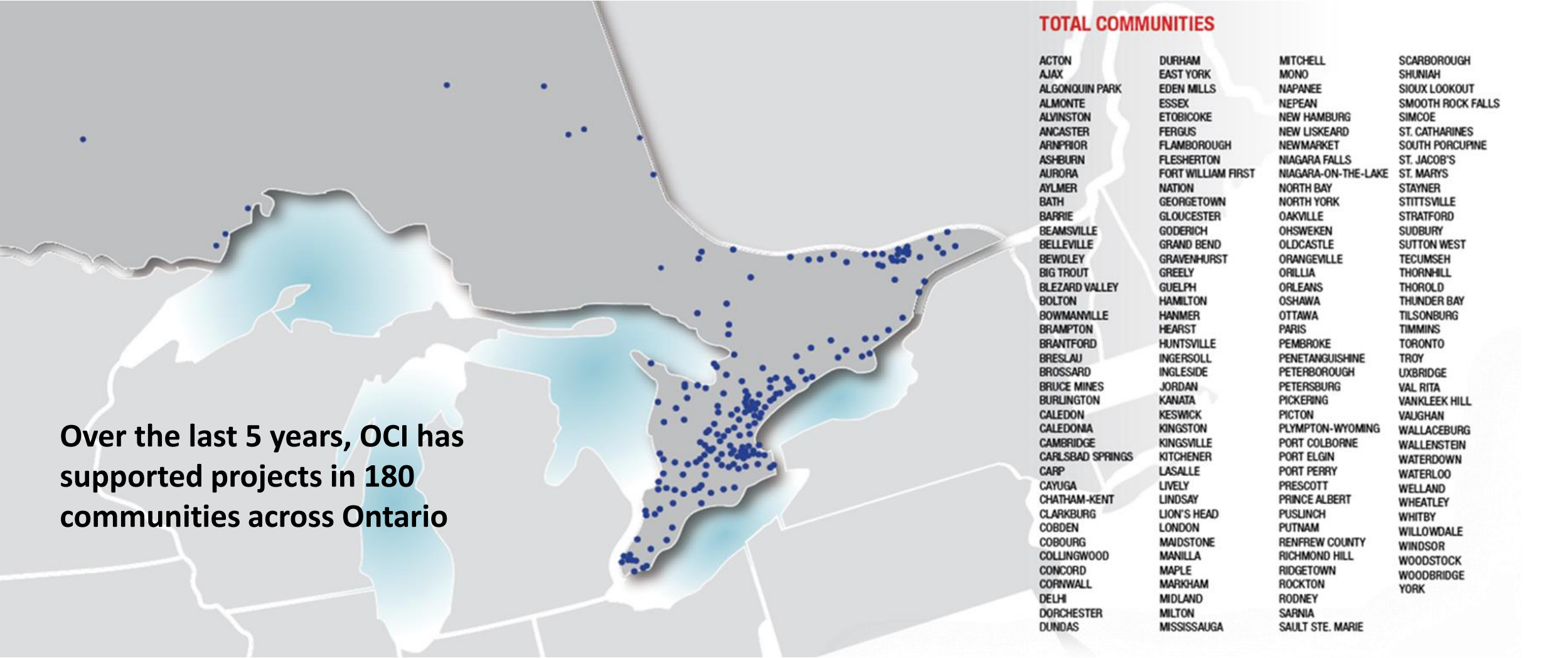
1. Overview of Ontario Centre of Innovation
2. OCI C2C Grant
3. NSERC Alliance Grant
4. C2C-Alliance Grant
5. Contacts
6. Q&A

About OCI

- A not-for-profit funded by the Government of Ontario.
- Works in partnership with government, industry and academia to commercialize innovation.
- Supports SMEs and entrepreneurs through projects that create jobs and exports, attract local and international co-investment and make Ontario more globally competitive.
- Focuses on province-wide economic development.

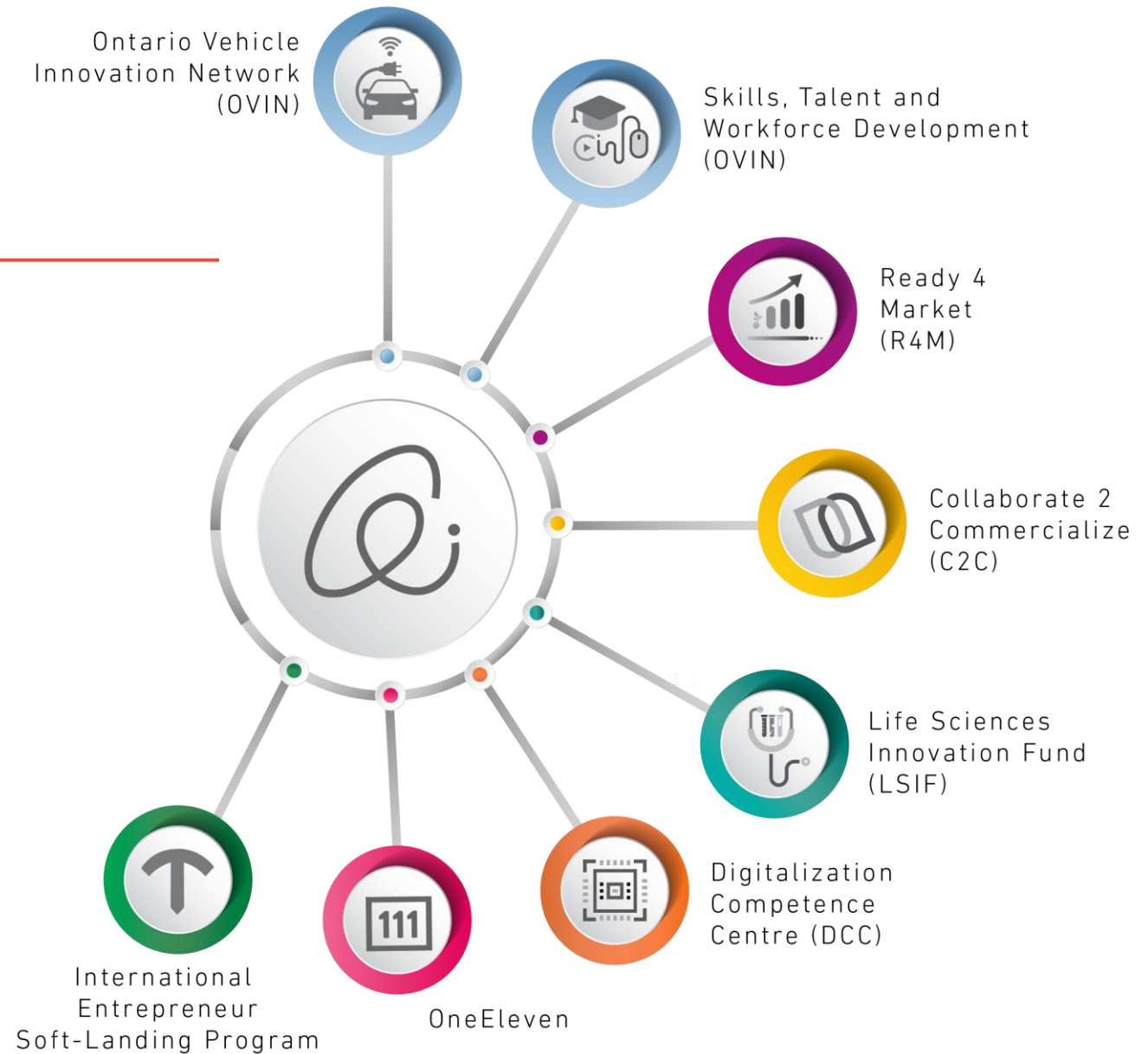


Supporting high-potential projects across Ontario



How OCI Builds Capacity Province-wide

We support projects that create jobs and make Ontario Companies more competitive globally



Collaborate to Commercialize (C2C)

- **Accelerate** commercialization by leveraging expertise in Ontario's academic institutions
- **Generate** economic benefits for Ontario and its small and medium sized companies

Collaborate to
Commercialize (C2C)

Industry Partner:

- For-profit SME
- Minimum 2 years in business
- Minimum 5 FTE

Commercialization Horizon:

- Three years

Collaborate to
Commercialize (C2C)

Funding:

- \$20K - \$150K grant from OCI
- Project duration: 6 - 24 months
- Industry partner matches OCI funds (50% cash to academic institution)
- Spend focus: HQP
- No overhead shown in budget

Collaborate to
Commercialize (C2C)

Partnered Options (in addition to NSERC)

SOSCIP

- Access to high performance IBM infrastructure
- Free access to IBM software and tech support
- Three platforms
 - GPU-Accelerated
 - Parallel CPU
 - Cloud Analytics

MITACs

- \$7500 per intern for 4-6 month internship
- Simply check box on the OCI application

Collaborate to Commercialize (C2C)

Application Process:

- One-page summary of project
- OCI Business Development Manager reviews application.
- Endorsement required from academic research office
- Submission to decision timeline ~ 30 days
- Success rate > 85%

Note: Academic institution and partner must agree on IP before submission

NSERC at a glance

Natural Sciences and Engineering Research Council of Canada (NSERC)

NSERC is the largest funder of science and engineering research in Canada. NSERC supports world-class research across the country with an annual budget of \$1.2 billion.

Our investments deliver discoveries—valuable world-firsts in knowledge claimed by a brain trust of over **11,000** professors.

3,800 collaborations between researchers and partners in the private, public and not-for-profit sectors supported by NSERC last year.

37,000 students are trained each year by Canada's most talented scientists and engineers.



Program objectives

1. Alliance is NSERC's university research partnerships program
2. Support research in the natural sciences and engineering (NSE) led by strong, complementary, collaborative teams.
3. Enable collaborations with a broader set of partner organizations (private, public, not-for-profit sectors)
4. Interdisciplinary collaborations are encouraged with up to 30% of cost-shared project costs covered by Alliance.
5. Remove barriers and provide more flexibility in building partnerships that will effectively generate new knowledge and accelerate the application of research results for the benefit of Canadians.

Alliance Option 1



Who?

**University
researchers**

collaborating with private-sector,
public sector or not-for-profit
organizations

How long?

**1 to 5
years**

How much?

**\$20K to \$1M
per year**

The limits of the funding range
are not yearly averages.

Alliance Option 2



Who?

**University
researchers**

collaborating with private-sector,
public sector or not-for-profit
organizations

How long?

**1 to 5
years**

How much?

**>\$30K to \$1M
per year**

The limits of the funding range
are not yearly averages.

Your proposal must meet all
three specific characteristics
to qualify for Option 2

**societal impact
making connections
broad outcomes**



C2C-Alliance Grants



OVERVIEW



Guiding Principles



- Focus on high potential Ontario SMEs
- Suitable for 1-year projects with academic expenses less than \$90K
- OCI and NSERC fund 80% of academic cash expenses
- Opportunities vetted prior to applying
- Apply using NSERC online system

Who can apply?



Academic Researchers:

- Eligible to hold Tri-Council funds
- Faculty from eligible Ontario universities
- Researchers with active OCI or NSERC peer-reviewed grants

Who can apply?



Industry Partners:

- For-profit SME organization, with Ontario R&D and/or manufacturing operations related directly to the project
- 5-499 global full-time employees and incorporated at least two years.

Project Expenses

(Up to 12 months)



\$20-30K



\$20-30K



Industry Partner

\$20-30K

(at least 50% must be spent at the Academic Institution)



Project Cost Sharing Example



NSERC Cash	\$30K
OCI Cash	\$30K
Industry Cash	\$15K
Industry In-kind	\$15K
Total	\$90K

Application Process

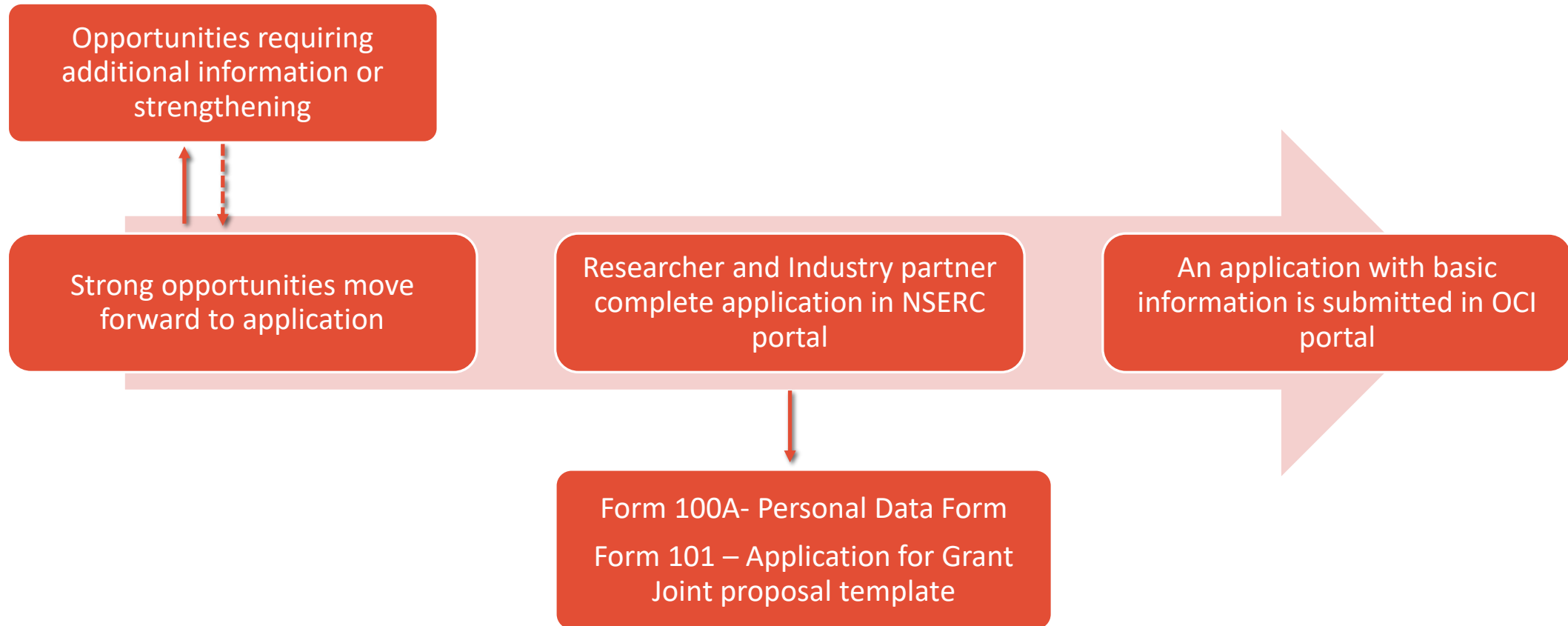


Researcher Discusses Project Idea
with NSERC or OCI Business
Development Manager (BDM)

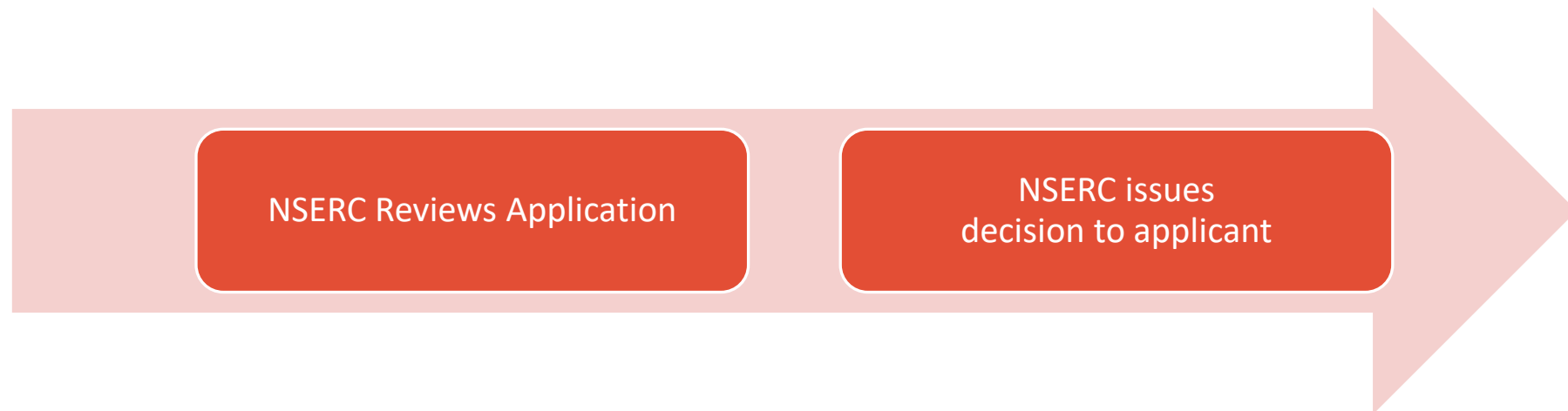
Researcher, Industry Partner and
OCI BDM complete one page
project summary

Opportunity is vetted
by NSERC and OCI

Application Process



Application Process



Joint Proposal Template



- *Do not use the standard Alliance proposal template*
- Please request the C2C-Alliance proposal template from your OCI Business Development and Commercialization Managers



Joint Proposal Template - Sections

Relevance and Expected Outcomes

- What are partnership goals?
- What are the benefits to Ontario and Canada?
- How will project fill knowledge gaps?
- What Investment will industry partners make post-project?

Potential for Commercialization

- Describe industry partners' business.
- Describe new products, services, productivity improvements, and competitive advantages anticipated.
- Provide quantitative estimates of project outcomes.

Partnership

- List all industry partners involved.
- Describe industry partner's experience and efforts to date to address the problem.
- Describe how each industry partner will be involved.

Proposal

- Outline research objectives.
- Indicate timelines and deliverables
- Explain how equity, diversity and inclusion have been considered in the research design.

Joint Proposal Template - Sections



Team	Training Plan
<ul style="list-style-type: none">• List applicant, any co-applicants and key industry staff• Describe expertise and roles of team members• Explain how equity, diversity and inclusion have been considered in academic team composition	<ul style="list-style-type: none">• Indicate how knowledge and experience gained by research trainees and industry partners are relevant to advancement of the field• Explain how research trainees will develop relevant skills• Explain how equity diversity and inclusion are considered in the training plan

Industry and Partnership Services (IPS)

IPS supports research collaboration between university investigators, companies, and other partners.



Identify and negotiate with potential partners



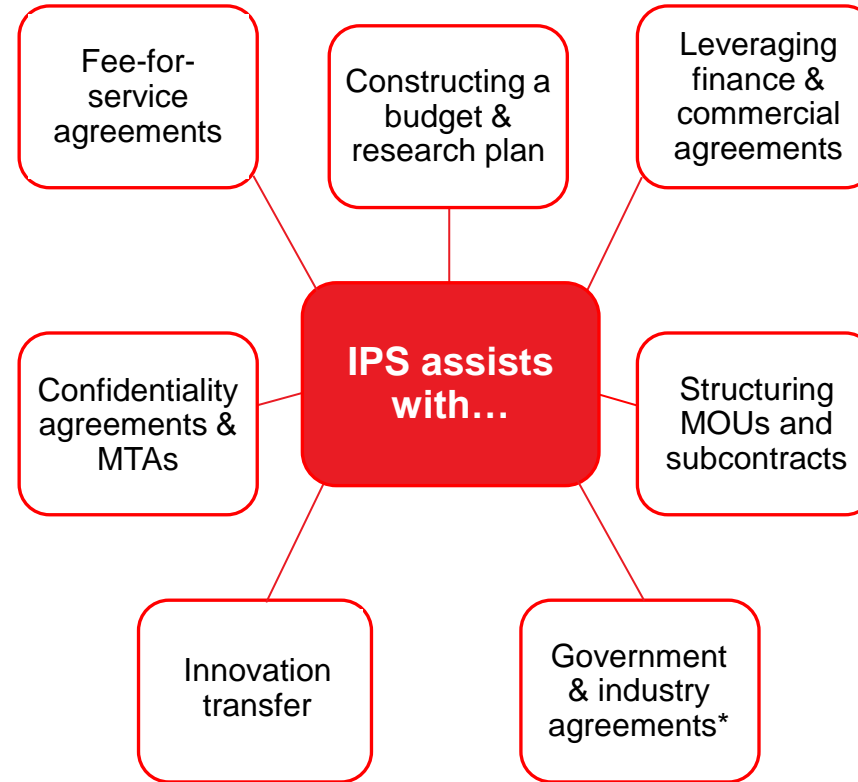
Leverage public funding with external capital and expertise



Provide IP advice (commercialization)



Structure a suitable arrangement



* Inclusive of NSERC Alliance, MITACS (except Globalink) & OCI.



Q&A



For more information about our programs, please visit:



www.oc-innovation.ca



www.nserc-crsng.gc.ca

Contact Information



Emille Rodrigues
erodrigues@oc-innovation.ca

Feiran Zhou
fzhou@oc-innovation.ca

Chris Ritchie
critchie@oc-innovation.ca

Maja Bracovic
Maja.Bracovic@NSERC-CRSNG.GC.CA

Louisa Ho
louisa.ho@NSERC-CRSNG.GC.CA



Industry and Partnership Services Contacts



Chris Lannon

Director, Industry and Partnership Services

Office: ARISE, 4200C

Email: Chris.Lannon@carleton.ca

Internal phone: x1814

Jenna Pepper

Contracts and Agreements Specialist

Office: ARISE, 4200

Email: jenna.pepper@carleton.ca

Internal phone: x8034

