Developing Research Collaborations via Mitacs

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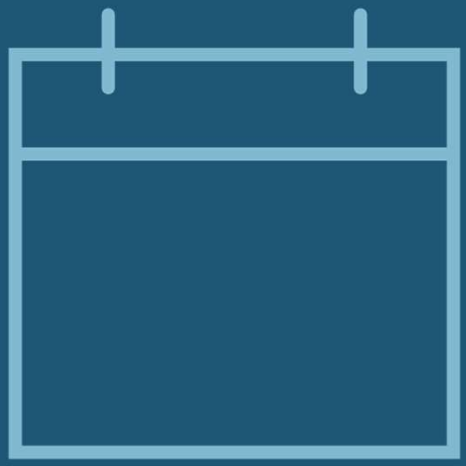
Agenda

1) **High-level Overview of Mitacs** / Eligible Organizations

– Focus on **Industry and Community Partner Collaborations**

2) Where to find **collaborators**, how to reach out, and what to say

3) **Quick 101** on other funding opportunities



Mitacs connects **organizations** to **academia** and **the world** to build Canada's innovation expertise.

Organizations' Needs

Talent planning, innovation road mapping, product and process development and improvement, capacity building

Talent Pipeline & Upskilling

Mitacs Collaborative Internship Programs

Faculty Expertise

Research expertise, publications, equipment, facilities, networks, credentialing

The World

Leveraging academic pathways to recruit, train, and retain talent to Canada

Mitacs Funding Categories

Collaborate with organizations

Companies
*Not-for-profits
Municipalities
Hospitals

*Have to vet NFPs first

Collaborate Internationally

Research Groups Abroad

International Grad Student Recruitment

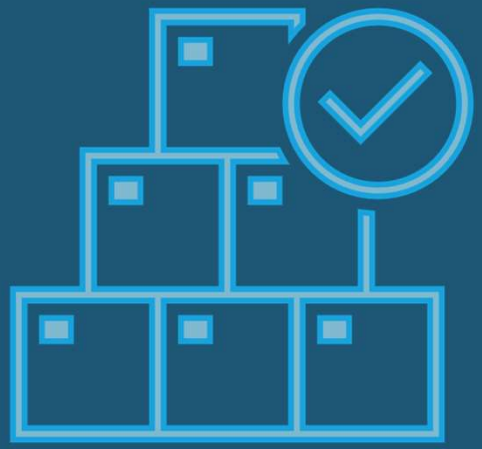
Student-led Entrepreneurship

Incubators Abroad

Student Founders of Companies

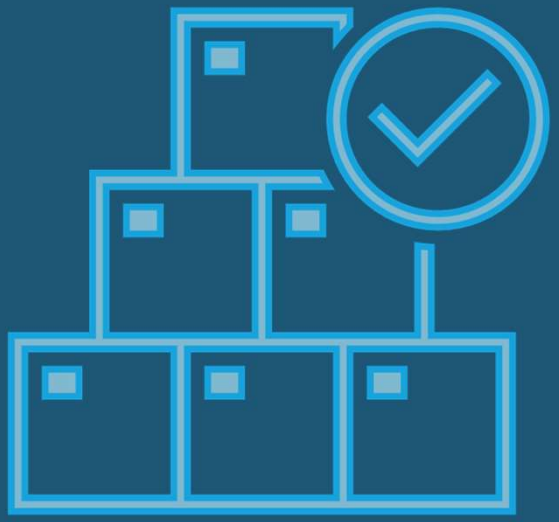
Think like an industry / community partner!

How would a company, not-for-profit, municipality or hospital benefit from partnering with a Faculty and their research students?



Partner Organization Benefits

- Pipeline of talent
- Faculty helps them grow specialized expertise
- De-risks their innovation and R&D
- Access to facilities, networks, expertise
- Knowledge mobilization, capacity building
- Funding



We help organizations build their long-term R&D talent pipeline in partnership with a Faculty

Where is your organization now?

What is the gap?

What kind of expertise, resources, and talent could help them bridge that gap?

Where would they like to be in the future?

*Project Ideas Posted: Mitacs Open Projects

Mitacs

We help organizations identify opportunities to innovate.

Here are some things we have on the menu:

New product, service, or technology development

OR New models of social innovation

Exploring disruptive technologies

Inclusive Innovation

Product and process optimization

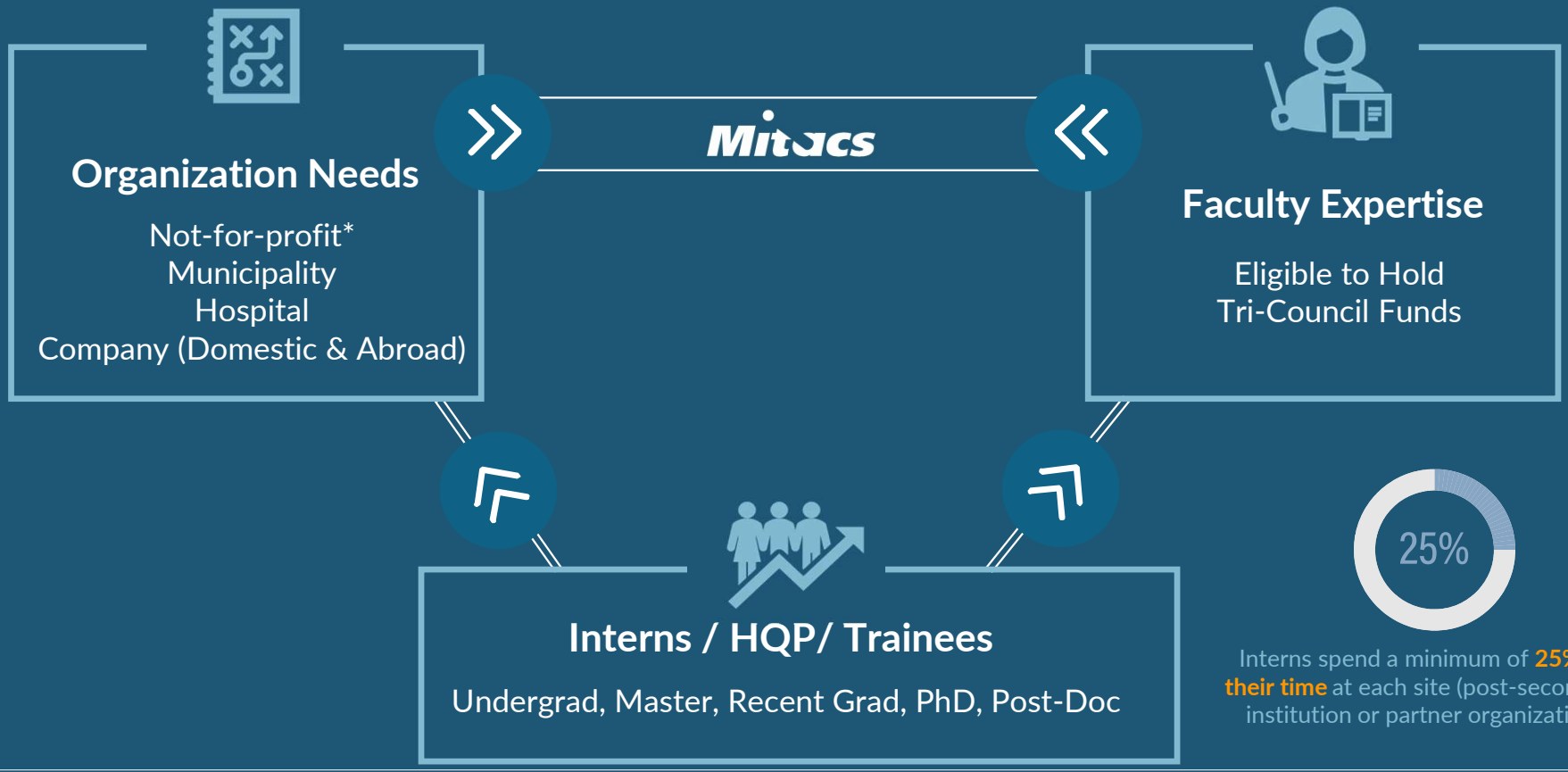
Capacity Building

Best Practice / ROI Before Investment

Iterating on existing products, services, or technologies

Knowledge Mobilization

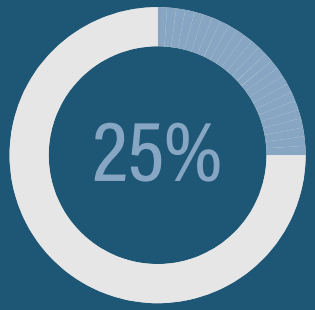
We match organizations to the expertise they need and double their investment. *Accelerate; Elevate; Business Strategy Internship*



Collaborative Research Programs

Projects are build out of 4-6 month blocks — or **units** — that can be stacked to build multi-year research collaborations.

A project can have as many modules as needed.



The intern spends a minimum of **25% of their time** at each site (post-secondary institution or partner organization

Our funding model
*per 4-to-6-month unit

50% investment from partner organization ($5K or 7.5K)

50% Mitacs grant ($5K or $7.5K)

Total working budget: CAD 10K or 15K/unit for 4 months

Flow of funds

Mitacs invoices external partner*

Mitacs doubles investment

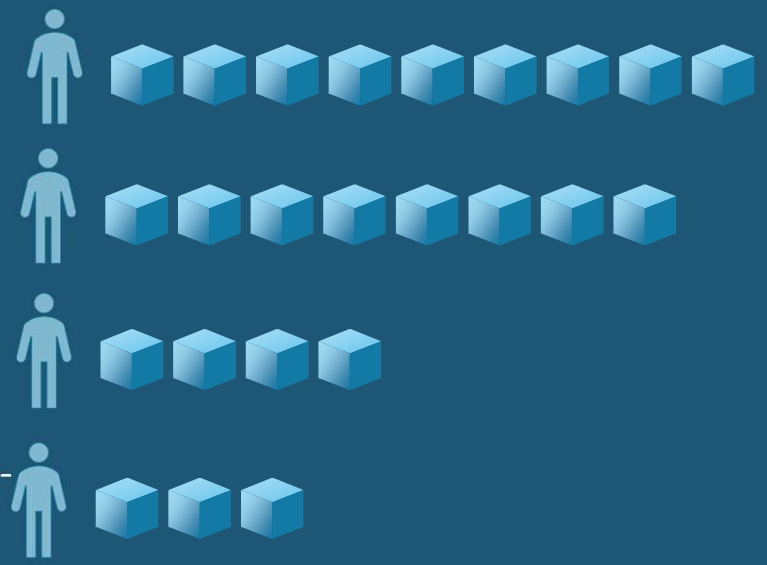
All funds sent to institution

Grant in Faculty's name to pay interns

*All partner invoices + taxes

Building Sustainable Projects

- Built out of 4-6 month blocks
- Future intern(s) can be listed as "To be Determined"
- Partner Orgs are invoiced ***per unit starting***
- Flexible model – units can be put on hold, canceled, dates changed, or interns changed
- Interns can complete multiple units– Ex 3 Years for a Post-Doc, 4 Years for a PhD, and 2 Years for a Masters
- Use pre-approval to recruit investment or align needs to long-term budget
- **Plan for your blue-sky project and pare down as needed**
- **It's almost as easy to apply for 10 units as it is to apply for 1**



Building Collaborative Projects 101

Step 1: Identify Leads

Step 2: Outreach

Step 3: Pitch Project Idea(s)

Step 4: Follow-up / Move to Next Steps

Finding Collaborators
Step 1: Identify Leads

- What issue, challenge, or problem do you care about?
- What organizations are doing work in this space?
- Make a “wish list” – work backwards from least important to most important

Where will I find them? Step 1: Identify Leads

Mitacs Open Projects Page

Previous Projects Page

LinkedIn – Research Managers; CEO; Project/Product Managers

Alumni Networks

Industry Associations

Conferences Attendees Lists

Others??

Step 2: Getting the Meeting

I am a researcher/ Faculty / student at < area of expertise / institution>. <How you learned about them and why you care>. <Tell them what you want to talk and ask for meeting>.

Tips: Position yourself as a resource; give specific times

Example:

My name is <name> and I'm <title> in the <department of XYZ at institution. Part of my mandate is to help <community organizations> access resources, funding, and students through research collaborations. I heard about <XYZ project> and am complete similar work in <area> that I thought might be useful to you. Would love to learn more about what you're working on and see if <institution> resources could help you get there. Are you free late this week or early next for a chat?

In the Meeting
Step 3: Pitching the Project

- Listen for the opportunity:

What kind of questions can you ask?

Where is your organization now, where do you want to be in the future, what is the gap <related to your field>?

How will you measure your success? Tell me more about the factors that make up that problem.

- Align research methods/ your expertise to solving their problems

Scoping the Project
Step 4: Pitching the Project

- Begin to map a path forward by breaking it into steps – usually 1-3 pillars over 3-5 years
- Pitch in people and scope, not $s - # research personnel required, deliverables
- Be clear and specific about your ask

Ex: My goal is to <XYZ>. If you have the need and budget to do so, I would love to help you meet that goal through a collaborative research project with <org?>.

- Be clear about your needs and set accurate expectations re timeline, budget, etc

We help students' entrepreneurial ventures.

Accelerate Entrepreneur

Incorporated Company & Incubator Host

Student on project is a Co-Founder / Shareholder

Mitacs

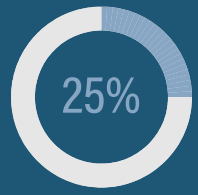
Faculty Expertise

Eligible to Hold Tri-Council Funds

Student Founder of Company

Undergrad, Master, Recent Grad, PhD, Post-Doc

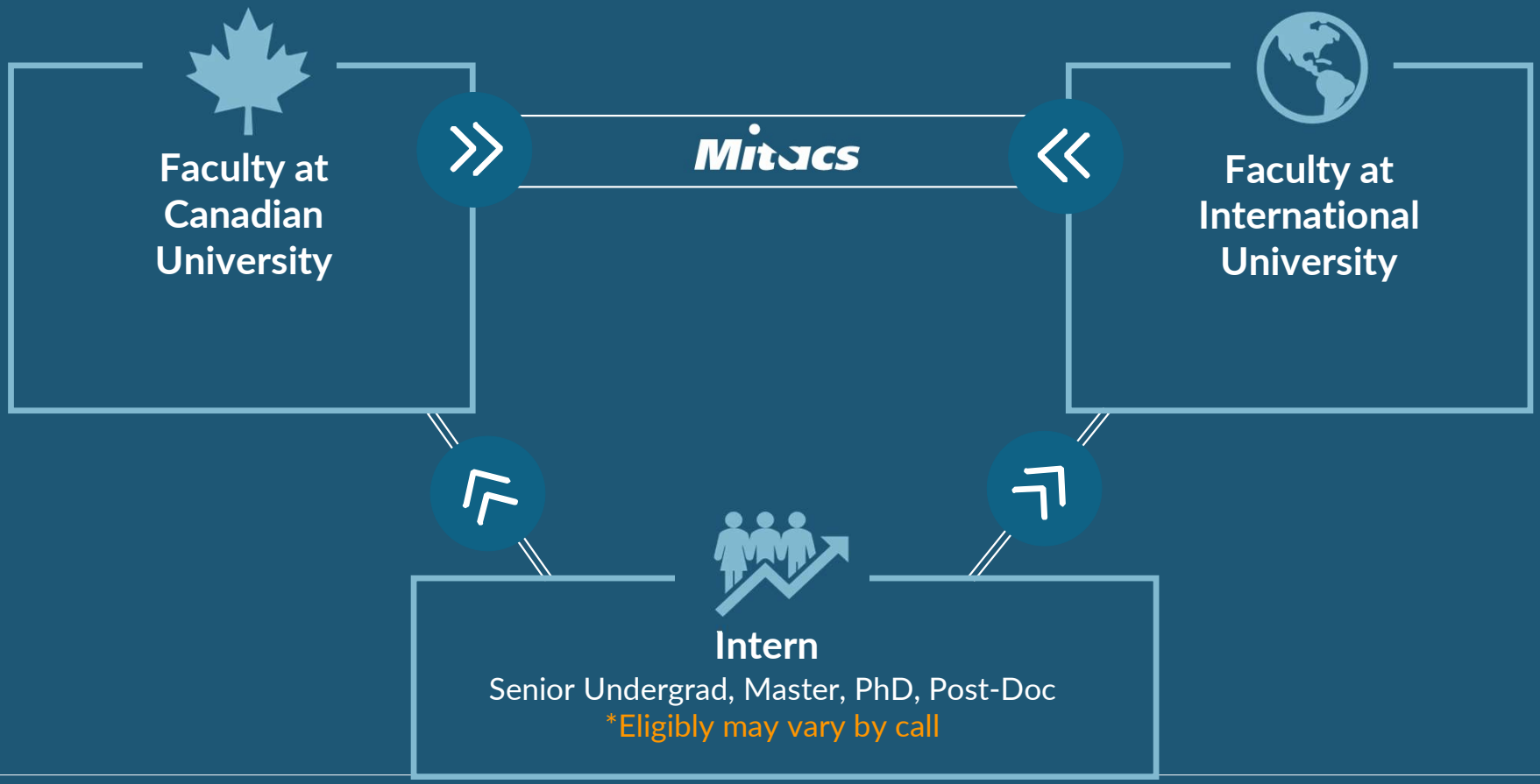
***Mitacs Entrepreneur International can also assist with international travel**



Interns spend a minimum of **25% of their time** at an **incubator** instead of an external partner

We help you connect with universities abroad.

Globalink Research Award



International Partners or Thematic Call

Globalink Research Award

Globalink Research Award | Mitacs

We help you recruit international talent.

Globalink Research Internship

Faculty at Canadian University

Mitacs

Top Undergraduates from International Institutions

Mitacs' Networks with International Partners Recruitment Campaign

- Research assistant for summer
- Faculty Call closes June 8th, 2023 for Summer 2024
- Students who stay in Canada for grad school get $15,000 towards 1st year of studies

Other Opportunities for Enhanced Leveraging

- Joint MOU with SSHRC
- Joint MOU with NSERC Alliance
- Indigenous Pathways

Thanks to our funding partners.