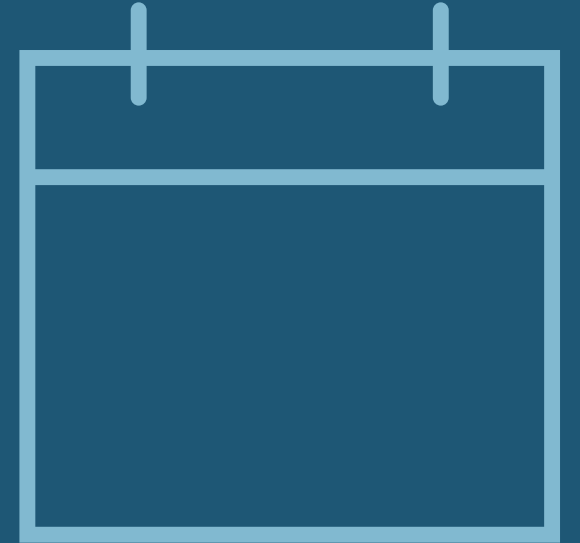


# Developing Research Collaborations via *Mitacs*

Anastasiya Boika, B.A.H, M.A & Marie Hogan, B.Ed, M.Ed  
Business Advisors, Carleton & Ottawa Region  
[aboika@mitacs.ca](mailto:aboika@mitacs.ca) / [mhogan@mitacs.ca](mailto:mhogan@mitacs.ca)

# 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

# We help organizations identify opportunities to innovate.

Here are some things we have on the menu:

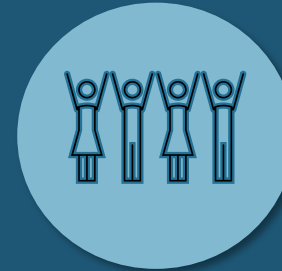


New product, service, or technology development

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



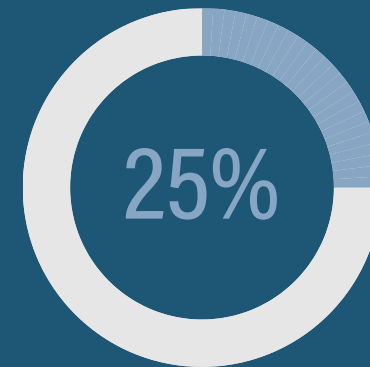
# Collaborative Research Programs



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

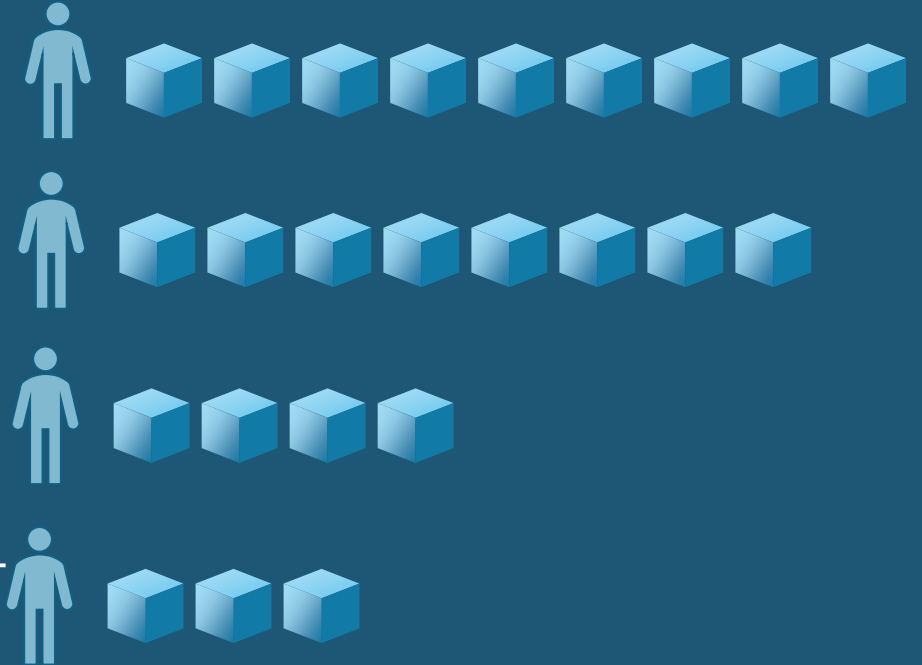
All funds sent to institution

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

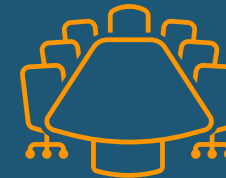
- What issue, challenge, or problem do you care about?
- What organizations are doing work in this space?
- Make a “wish list” – work backwards from least important to most important



Municipalities



Hospitals



Companies



\*Not-for-profits  
(must be vetted first)

# 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**



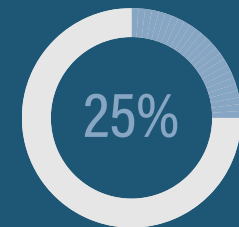
**Faculty Expertise**

Eligible to Hold Tri-Council Funds



**Student Founder of Company**

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

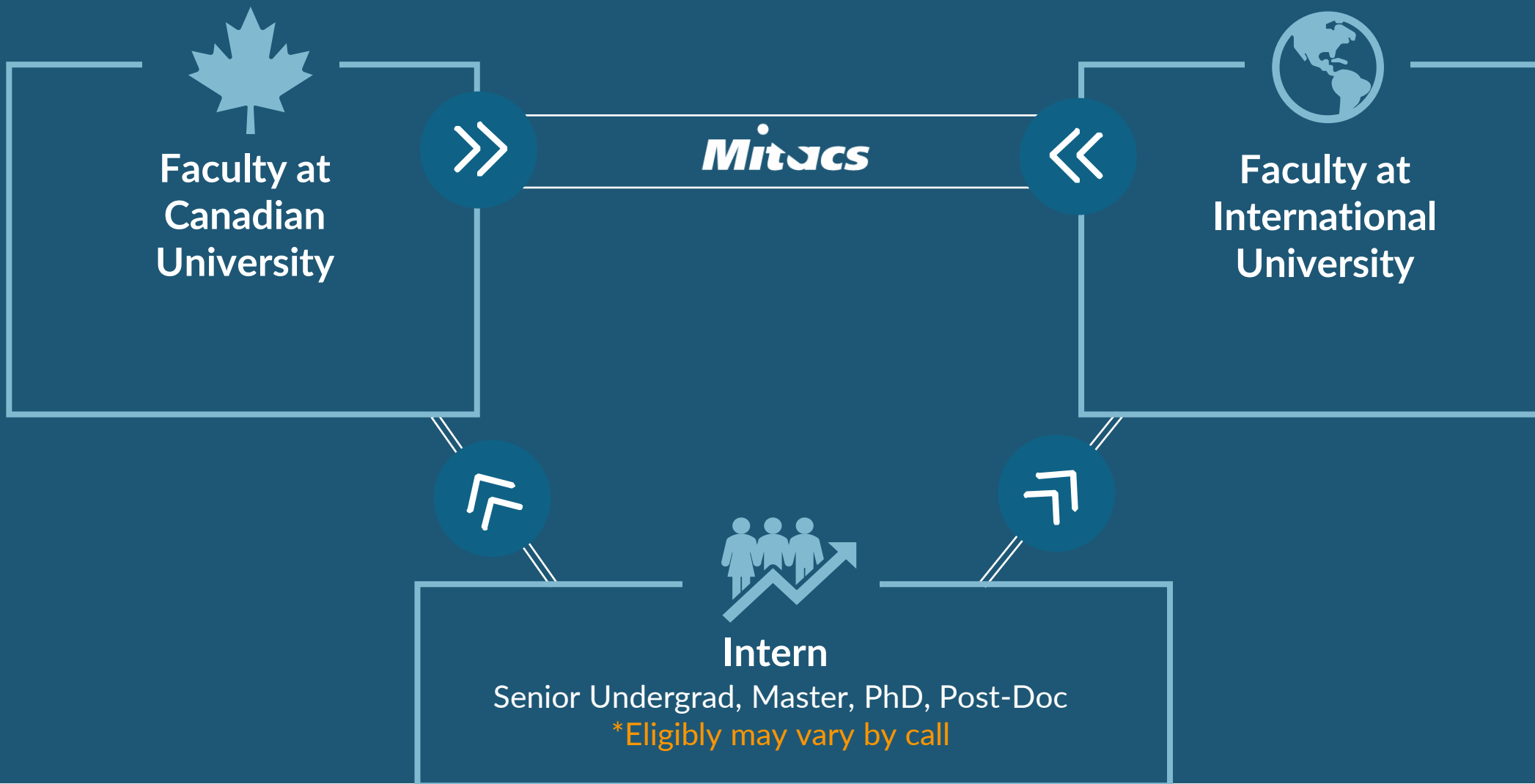


Interns spend a minimum of **25% of their time at an incubator** instead of an external partner

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

# We help you connect with universities abroad.

*Globalink Research Award*



# International Partners or Thematic Call

## *Globalink Research Award*

### Globalink Research Award | Mitacs

## Globalink Research Award

ABOUT

ELIGIBILITY

HOW TO APPLY

AWARD GUIDELINES

INTERNATIONAL PARTNERS INFORMATION

FAQ

The Mitacs Globalink Research Award (GRA) supports research collaborations between Canada and select partner organizations and eligible countries and regions.

Under the joint supervision of a home and host professor, successful senior undergraduate students, graduate students, as well as postdoctoral fellows will receive a \$6,000 research award to conduct a 12- to 24-week research project in the other country. Awards are offered in partnership with Mitacs's Canadian academic partners (and, in some cases, with Mitacs's international partners) and are subject to available funding.

### **Program Overview**

### **Globalink Research Award Thematic Call**

The call for applications is now closed.



# We help you recruit international talent.

## Globalink Research Internship



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

# Other Opportunities for Enhanced Leveraging

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



# Thanks to our funding partners.

Canada 

Alberta 

 BRITISH COLUMBIA

 Research Manitoba

New Brunswick  Nouveau

Newfoundland Labrador 

NOVA SCOTIA 

Ontario 

innovationpei 

Québec 

Saskatchewan 

Yukon 