



Serving
GOVERNMENT,
Serving
CANADIANS.



Build in Canada **Innovation** Program

To Kickstart Innovation

Programme d'**innovation** *Construire au Canada*

Encourager l'innovation

Office of Small and Medium Enterprises (OSME) | Bureau des petites et moyennes entreprises (BPME)



Public Works and
Government Services
Canada

Travaux publics et
Services gouvernementaux
Canada

Canada

Context

- Budget 2012 announcement made the Build in Canada Innovation Program permanent with the addition of a military procurement component.

Program objectives

- Supporting Canadian businesses.
- Assisting in bridging the “Pre-commercialization Gap”.
- Providing real-world evaluations of pre-commercial goods and services.
- Improving the efficiency and effectiveness of government operations.

Outreach

Call for
Proposals

Evaluations

Validation
Committee

Pre-qualified
Innovations

Contracting &
Testing

PROGRAM STAGES



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- With support from the OSME, the BCIP held more than 1000 events reaching more than 30,000 individuals.
- Facilitate discussions on how industry can meet the needs of government departments with innovative solutions.



Calls for Proposals




- Through a competitive process, the government will procure pre-commercial innovative goods and services for testing and use in the federal government.
- Bidders are required to select either the **Standard** or **Military** component.



- Fully electronic submission process, supporting environment and national scope



Calls for Proposals

- Calls for Proposals (CFP) tenders are posted on Buyandsell.gc.ca/tenders. 
- All Proposals must meet the following **Mandatory Criteria** and pass the Screening Criteria of “Readiness” and “Commercialization Capacity”.

Be included in one of the 4 Standard Priority Areas.

Be included in one of the 6 Military Priority Areas.

Be valued at \$500K or less
(Applicable taxes and shipping extra).

Be valued at \$1 million or less
(Applicable taxes and shipping extra).

Not have been sold commercially.

Be provided by Canadian bidders.

Include 80% Canadian content.

Obtain minimum pass marks for “Advance on State of the Art”.

Show IP ownership or rights.

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Pre-Commercialization Gap
Build in Canada
Innovation Program

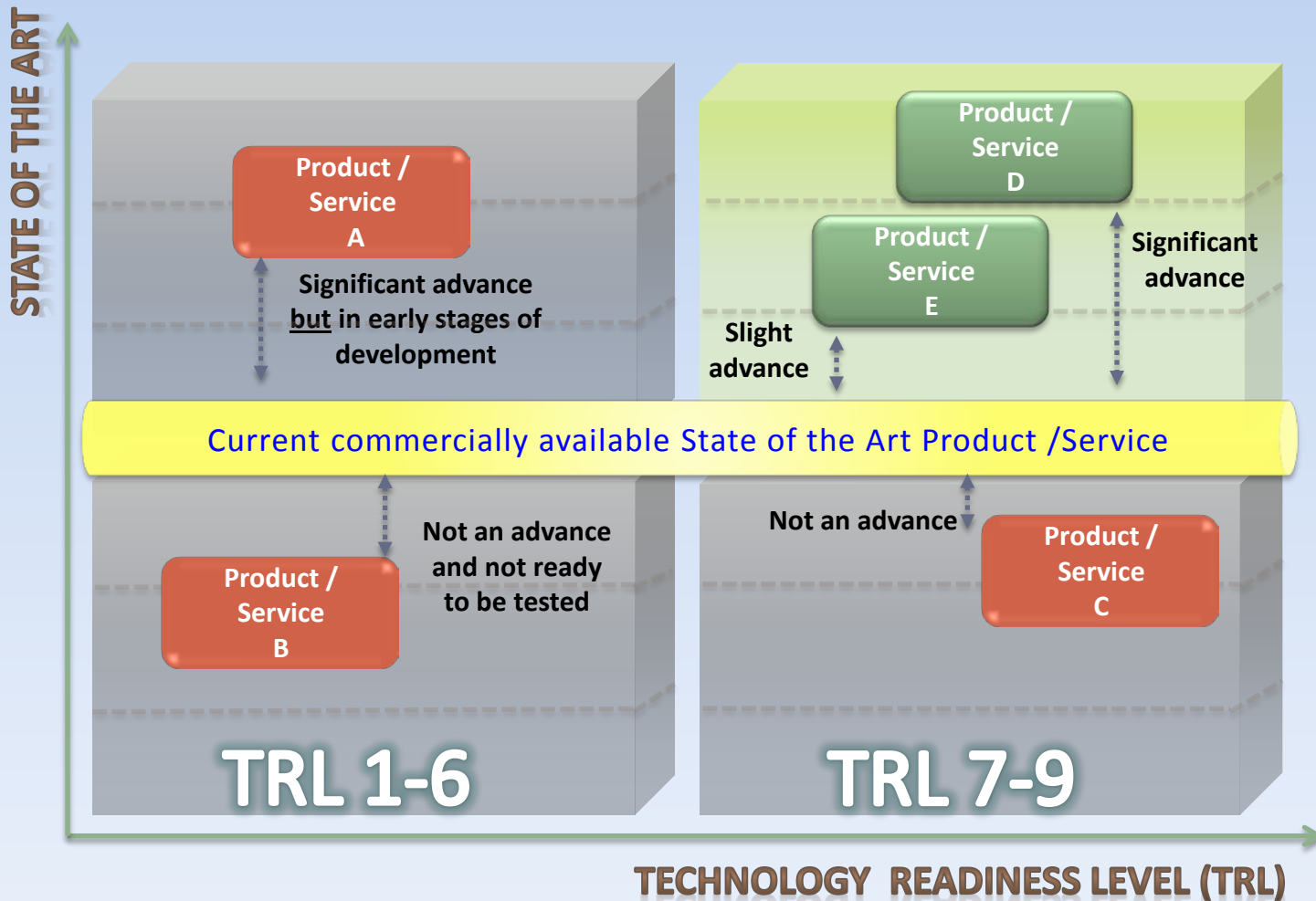
Level of Readiness

Description of Level

Actual technology proven through successful operations	Actual application of the technology in its final form and under real-life conditions, such as those encountered in operational test and evaluation. Activities include using the innovation under operational conditions.	9
Actual technology completed and qualified through test and demonstration	Technology has been proven to work in its final form and under expected conditions. Activities include developmental testing and evaluation of whether it will meet its operational requirements.	8
Prototype ready for demonstration in an appropriate operational environment	Prototype at planned operational level and is ready for demonstration in an operational environment. Activities include prototype field testing.	7
System/subsystem model or prototype demonstration in a simulated environment	A model or prototype that represents a near desired configuration. Activities include testing in a simulated operational environment or laboratory.	6
Component and/or validation in a simulated environment	The basic technological components are integrated for testing in a simulated environment. Activities include laboratory integration of components.	5



Advance on the State of the Art



Evaluations



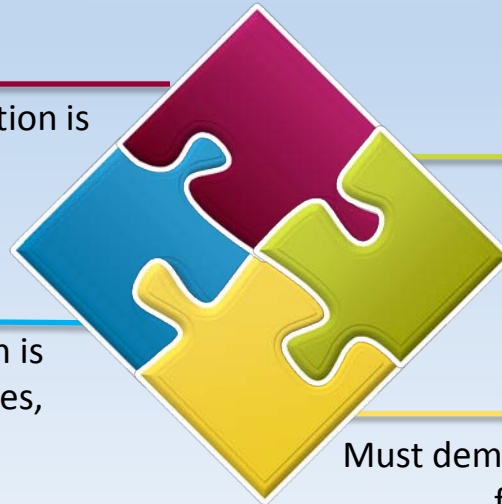
How will a proposal be evaluated?

INNOVATION

Must demonstrate that the innovation is an advance on the state of the art.

TEST PLAN

Must demonstrate that the test plan is well thought out with clear objectives, risk mitigation strategy and realistic timelines.



COMMERCIALIZATION

Must demonstrate that there is sufficient market potential for the innovation to sustain profitability.

BENEFITS

Must demonstrate that the innovation provides financial and non-financial benefits to Canadian society or the testing department.



Validation Committee



The **Innovation Selection Committee** is comprised of individuals from the private sector who review and validate the technical scores achieved based on their expertise in investment, entrepreneurship, innovation and commercialization trends.

They can only make recommendations to the ITAs to re-assess the scores in certain bids.

ISC members are required to declare any conflicts of interest and sign a non-disclosure agreement.



Pre-qualified Innovations



- Top ranked proposals, by score, are pre-qualified until funding is exhausted.
- All bidders receive debriefings with evaluators' comments and scores.

Basic costs covered include:

- Purchasing
- Shipping
- Installing
- Support
- Training

Example Rankings

Bid No.	Score	Financial Cost from Proposal
Bid 63	180	\$ \$
Bid 210	180	\$ \$
Bid 151	177	\$
Bid 311	172	\$ \$
Bid 3	168	\$ \$ \$ \$ \$
Bid 451	167	\$
Bid 397	162	\$ \$ \$ \$ \$
Bid 117	157	\$ \$
Bid 297	147	\$ \$
•	•	•
•	•	•
•	•	•

Pre-qualified

Funding exhausted



Contracting and Testing



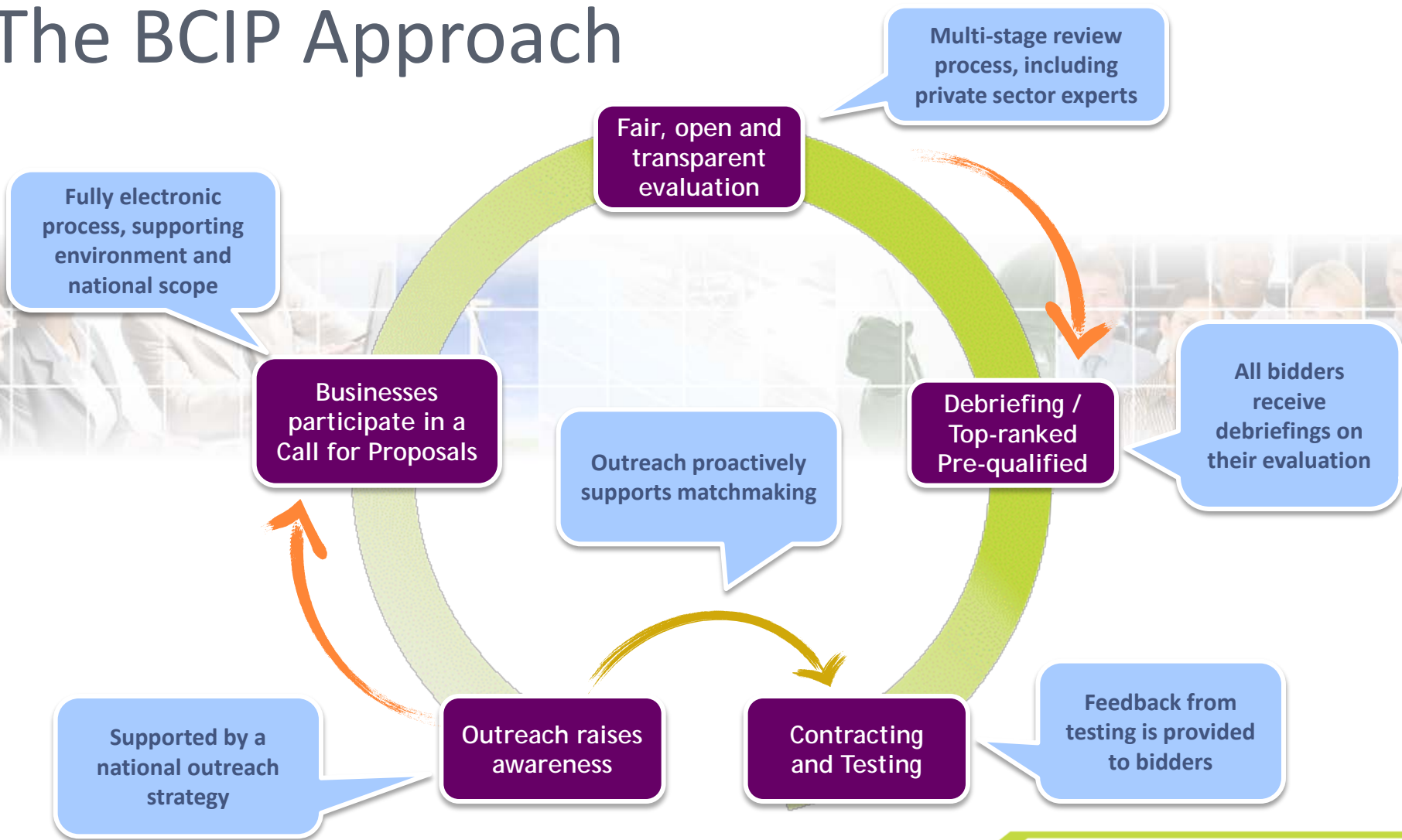
- An Innovation Management team connects pre-qualified bidders with potential testing departments.
- Departments can express interest to test and provide feedback to suppliers.
- A contract for testing is negotiated and awarded once match is confirmed with testing department, and an acceptable test plan is determined
- Pre-qualified bidders are not guaranteed contracts.



A **Defence Validation Committee**, comprised of DND/CF personnel, will assist in matching innovations from the Military component only, by helping to identify potential testers within DND/CF.



The BCIP Approach



BCIP Contact Information



Program Site

For more information visit:

www.buyandsell.gc.ca/innovation



Program E-mail

Send inquiries to:

Innovation@pwgsc.gc.ca



Update List

Subscribe to the BCIP update [mailing list](#)

(on home page of program website)



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