

# INDUSTRIAL RESEARCH ASSISTANCE PROGRAM (IRAP)

Helping small and medium-sized businesses grow

November 2022



# Industrial Research Assistance Program • NRC IRAP

**75 YEAR**

PROVEN TRACK  
RECORD (SINCE 1947)

**\$468M**

ANNUAL CONTRIBUTION  
FUNDING INVESTED IN  
SMEs

**9,078**

FIRMS RECEIVING  
ADVISORY SERVICES,  
FUNDING or  
REFERRALS

Data from FY 2021-2022

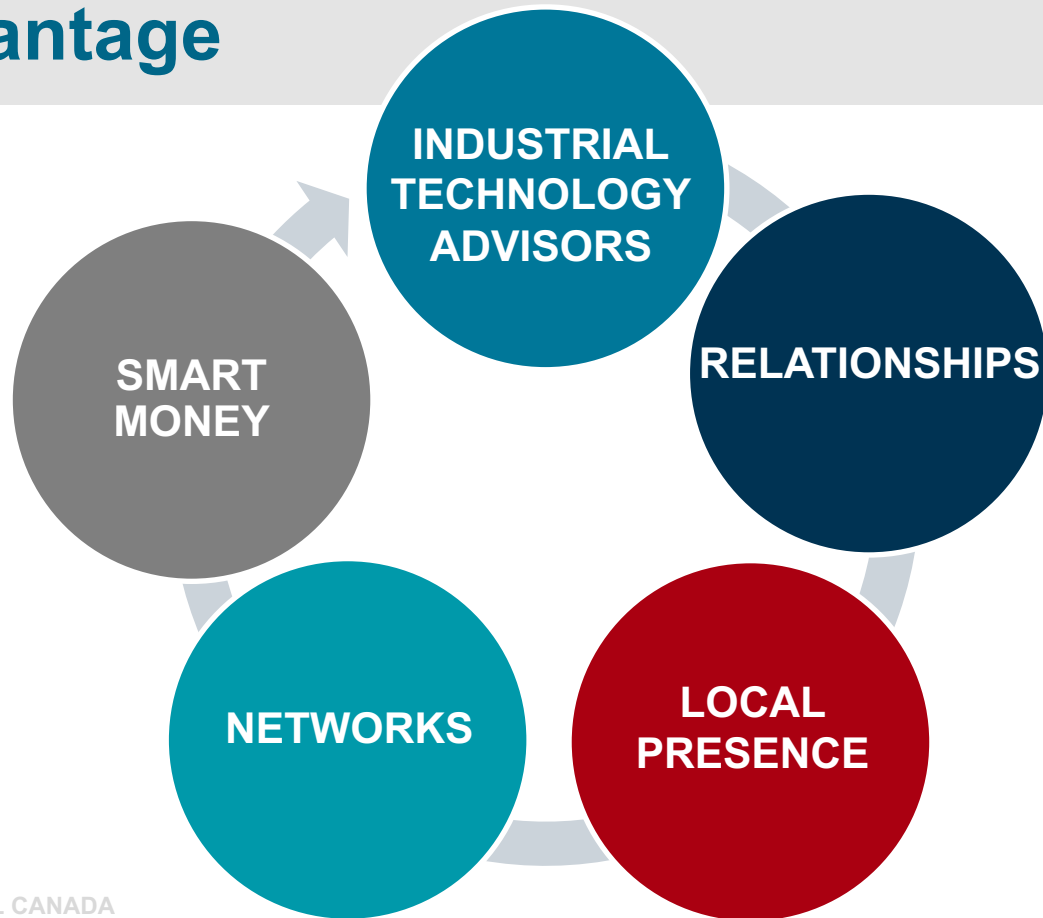


- IRAP offices
- Research facilities
- Research facilities and IRAP offices

## LOCATED ACROSS CANADA IN 106 COMMUNITIES

(Data from FY 2021-2022)

# IRAP advantage



# Client Engagement Advisors (CEAs)

- Typical first point of contact for businesses interested in IRAP
- Experienced business professionals with diverse technical and innovation backgrounds
- Local, regional and national networks to help support SMEs
- Specialized in Other Government Department (OGD) funding
- 18 advisors across Canada

# Industrial Technology Advisors (ITAs)

- Private sector experience
- Later in career cycle (typically 20+ years experience)
- Senior managers and entrepreneurs
- Most have an engineering or science background
- 262 advisors across Canada (FY 2021-2022)



# Advisory services

## OUR ITAs WORK WITH CLIENTS THROUGH EVERY ASPECT OF THE INNOVATION PROCESS, PROVIDING

- technical and business advice;
- referrals to other programs and services;
- linkages and networking with appropriate resources/ expertise searches;
- strategic intelligence



# IRAP engagement model



## ADVISORY SERVICES

- Business advice
- Linkages
- Strategic intelligence
- Technical expertise

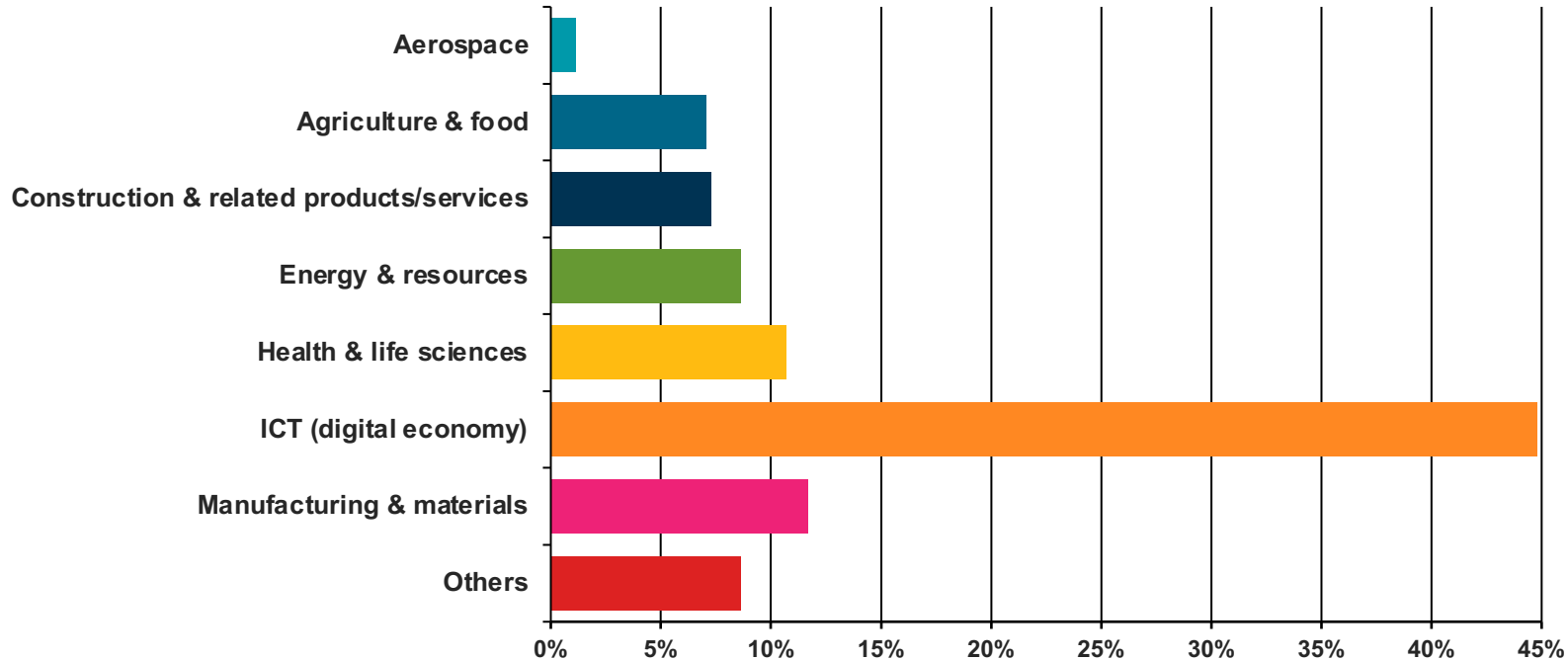


- IRAP R&D projects
- Youth employment
- International



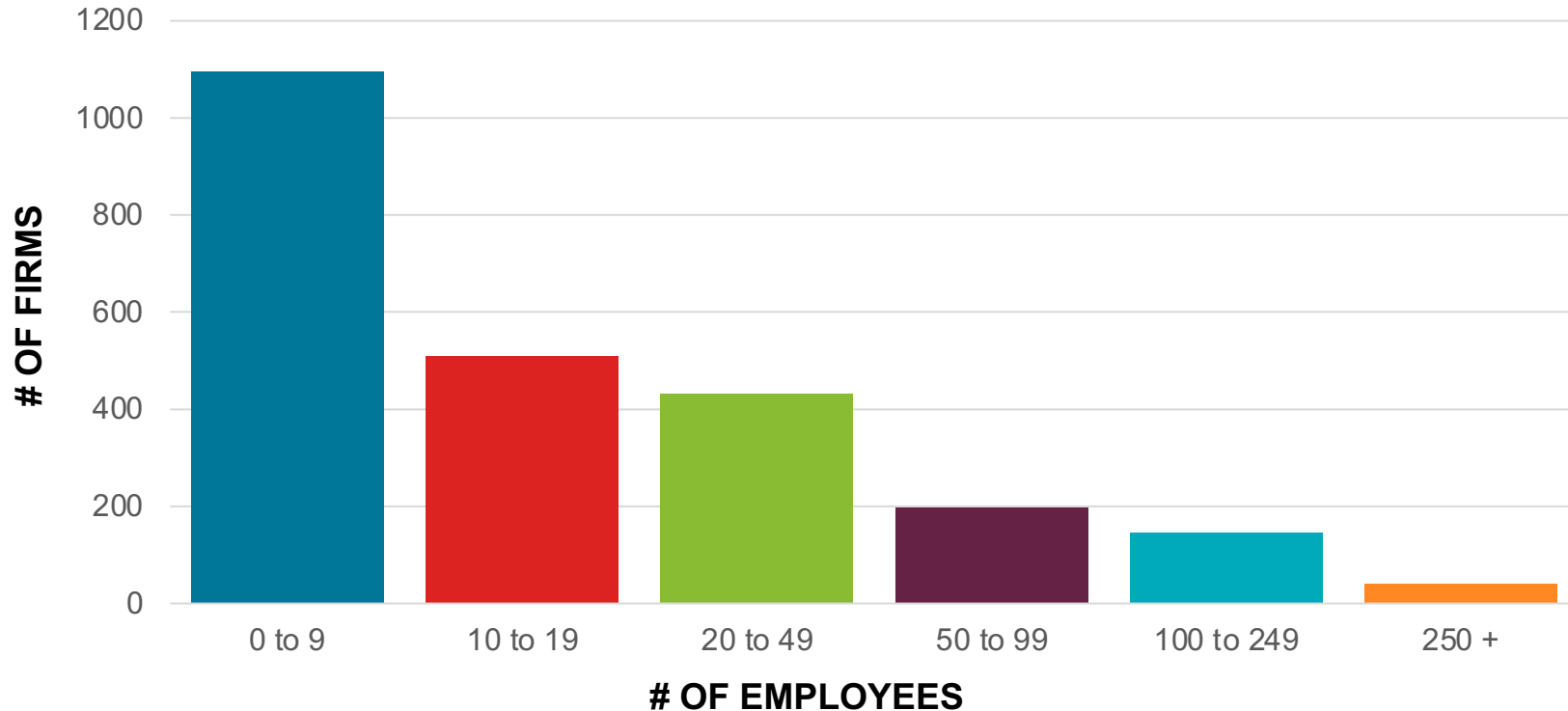
# IRAP Clients by Industry Sector

Source: FY 2021-2022



# IRAP Clients by Company Size

Source: FY 2021-22



# Who can we select?

## BASIC ELIGIBILITY

- Incorporated SME operating in Canada
- 500 or fewer employees
- Objective to grow through innovation

## ASSESSMENT OF THE BUSINESS

- Business opportunity
- Management & financial capabilities
- Potential to achieve expected outcomes
- Plan to commercialize results



# Who can we select?

## ASSESSMENT OF THE PROJECT

- Project plan and challenges
- R&D team's capacity to achieve success
- Potential impact on the firm and Canada



# Helping SMEs succeed globally

## IRAP CONNECTS CLIENTS TO THE GLOBAL VALUE CHAIN

- Large enterprise initiative
- Sector teams
- Tools to support international growth

## SUPPORTED PROGRAMS:

- EUREKA
- Eurostars™
- Canadian International Innovation Program (CIIP)
- CanExport



**Contact: 1-877-994-4727**

