



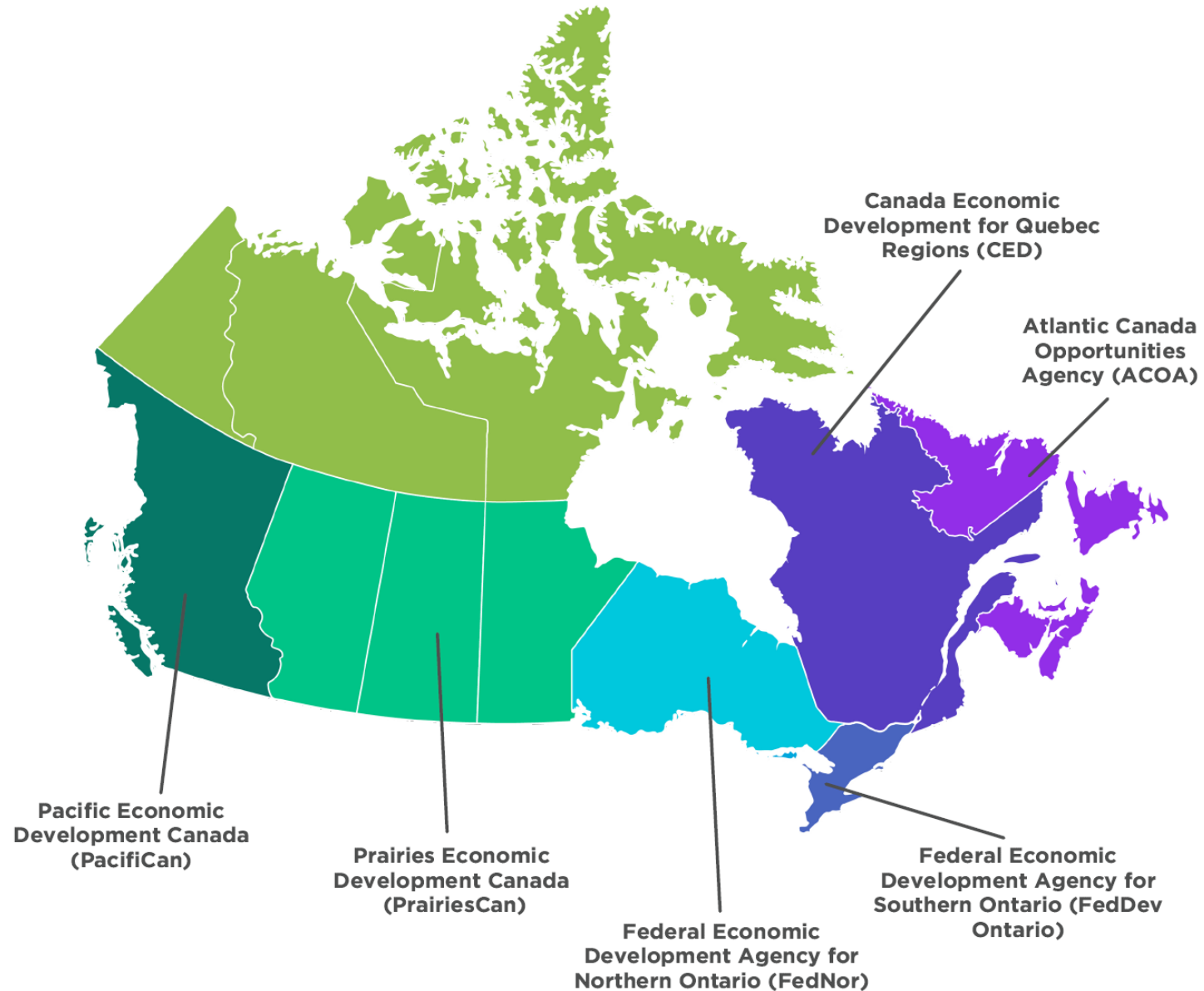
FEDERAL PROGRAMS SUPPORTING DIVERSIFICATION AND THE AEROSPACE/DEFENCE SECTOR

MEE CLUSTER – AEROSPACE WEBINAR OCTOBER 12, 2023





REGIONAL DEVELOPMENT AGENCIES ACROSS CANADA





RDA ROLES



Convenor

Bring together key stakeholders to explore collaborations that will advance Canada's Innovation and Skills Plan



Co-Investor

Invest funding in targeted projects along with other partners and investors to stimulate the economy



Pathfinder

Refer applicants to other available funding partners if not a match



Champion

Promote the assets of the region to raise its profile nationally and internationally; as well as work to fulfill federal government priorities in the region





STRATEGIC NETWORK



ITB POLICY – LEVERAGING ECONOMIC BENEFITS FROM DEFENCE PROCUREMENT

The ITB Policy requires companies awarded defence procurement contracts to undertake business activity in Canada equal to the value of the contracts.

When Does it Apply?

- All eligible defence, including Canadian Coast Guard, procurements over \$100 million
- Eligible defence procurements with contract values between \$20-100 million will be reviewed for the application of the ITB Policy

Who can benefit from the Policy?

- ***Prime Contractors that are awarded defence contracts then make ITB eligible investments in Canadian companies, post-secondary institutions, and not-for-profit organizations.***
- RDAs promote and support stakeholders (e.g. businesses) in their region of responsibility to attract these investments to their region

**** There is no requirement to equitably distribute ITB investments in different Canadian regions ****

KEY RDA ROLES

- Facilitating the identification and development of ITB opportunities in their regions.
- Helping to develop the ability of Canadian industry to participate in Canada's defence procurement programs.
- Connecting prime contractors who are either seeking to bid on a procurement, or who have outstanding ITB obligations, to Canadian suppliers and technologies.
- Providing analysis of industrial strengths and opportunities to ISED as it works to develop the ITB component and the Value Propositions for specific defence procurements.
- Participating in the evaluation of the ITB component of defence procurements.

OTHER FEDERAL DEPARTMENTS SUPPORTING DEFENCE RELATED OPPORTUNITIES

National Defence(DND)

- Determines future procurement needs at Industry Days, attends large events
- IDEaS(Innovation for Defence Excellence and Security) program

Innovation, Science and Economic Development Canada(ISED)

- Responsible for ITB policy development and implementation
- Strategic Innovation Fund-large innovation projects \$20M>

Public Services and Procurement Canada(PSPC)

- Responsible for administering procurement contracts
- Provides list of current procurement open for tender - CanadaBuys(formerly Buy & Sell Canada)
- Controlled Goods Program, Industrial Security Program, Cybersecurity

OTHER FEDERAL DEPARTMENTS SUPPORTING DEFENCE RELATED OPPORTUNITIES

Global Affairs Canada-Trade Commissioner Service (GAC-TC)

- CanExport program-help to attend international trade shows

Canadian Commercial Corporation(CCC)

- Provides business development services, insurance for B2G contracts with foreign governments

National Research Council of Canada Industrial Research Assistance Program(NRC-IRAP)

- Integrating into the new Canada Innovation Corporation(CIC) soon
- Provides funding to increase innovation capacity and support technology development

CONTACT PRAIRIESCAN TO LEARN MORE

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