



**NRC**  
**Industrial Research**  
**Assistance Program**



**FRANCE-CANADA TECHNOLOGICAL COOPERATION PROGRAM**  
**4<sup>th</sup> CALL FOR PROPOSALS**  
**OSEO – NRC-IRAP**

**1. GENERAL FRAMEWORK**

The link between innovation and export is well known: the vast majority of exporting firms are innovative and innovative firms are expected to export more quickly than others. It is with this objective that the French agency OSEO and NRC-IRAP, a Canadian program, cooperate to support the international development of firms from both countries.

**2. TECHNOLOGICAL COOPERATION**

OSEO (France) and NRC-IRAP (Canada) are launching this 4<sup>th</sup> Call for proposals (CFP) to foster cooperation and, specifically, to identify Technological Cooperation, Innovation and R&D projects co-developed by firms from both countries. These projects may receive financial support from OSEO in France and from NRC-IRAP in Canada. This support applies to all technologies and industries.

This CFP is open from **August 16<sup>th</sup>, 2011 to January 31<sup>st</sup>, 2012**. During this period, firms may submit the joint project they wish to carry out to the Program Managers listed at the end of this document. Outside this period, firms are invited to consult with OSEO and NRC-IRAP.

**3. PROPOSAL SUBMISSION**

**A. Declaration of Intent (DOI)**

Firms interested in submitting a proposal must also submit a Declaration of Intent (DOI) form (see attached) to OSEO and NRC-IRAP. The DOI, signed by all parties, must be simultaneously sent by email to Program Managers in France and in Canada.

Six weeks after submission of the DOI, a notice of eligibility will be sent simultaneously by OSEO and NRC-IRAP to the firms involved.

## **B. Financial Application**

Eligible firms will be invited to submit a full proposal to NRC-IRAP, for Canadian firms, and to OSEO, for French firms. This must be done **within a two-month period after being notified that their project is considered eligible**. These applications will be evaluated according to laws, regulations and procedures of each country. After all necessary documents are submitted, projects will be assessed considering technical, commercial and business aspects and a funding decision is typically made within a three month period.

## **4. PROJECT CONTENT AND ASSESSMENT**

Acceptable projects must seek to achieve the development of new products in any sector (or services with ICT content) that are technologically innovative and meet a market need.

The proposals must meet the following requirements:

- The participants in the project must be, at minimum, a firm from each country. Research centres, laboratories and universities may participate in the project, as long as they are not the main partners, and in accordance with the procedures and regulations of each country;
- France: SMEs should have less than 2000 employees. Firms having more than 2000 and less than 5000 employees and who are considering a joint project with a Canadian partner should get in touch with OSEO before filling an DOI;
- Canada: firms must have less than 500 employees, be incorporated and be for profit organizations;
- The project must demonstrate added value, resulting from cooperation between partners from both countries;
- The project must be balanced between both partners. Their respective roles must be well defined;
- Participants from other countries may also participate in the project; but they will receive no funding either from OSEO or NRC-IRAP;
- At the DOI stage, partners must explicit conditions of their partnership. A preliminary agreement, specifying co-development conditions, from R&D phases to manufacturing and commercialization, along with Intellectual property (IP) rights split, should be submitted while we assess their application. A final partnership agreement must be submitted before financial contribution will be made.

## **5. TERMS OF FINANCING**

Accepted projects will receive financial support up to 50% from OSEO in France and up to 50% from NRC-IRAP in Canada, of eligible project costs, in accordance with laws, regulations and procedures of each country.

Prior to technological cooperation, OSEO may help French firms to increase exports or to establish operations in Canada and provide specific assistance in setting up partnerships.

On Canadian side, NRC-IRAP provides technical and business advisory services to SMEs, in addition to financial assistance.

For more details, please contact the following Program Managers.

### **Program Managers:**

#### **For Canada: NRC-IRAP**

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