



Next Generation
Manufacturing Canada

Made Smarter: Strategic Supply Challenge

Agenda

- 14:00 - 14:05 - Welcome and Introduction
- 14:05 - 14:15 - The Challenge
- 14:15 - 14:25 - Is my project in scope for this challenge?
- 14:25 - 15:00 - How to prepare a strong application
- 15:00 - 15:20 - Project funding and eligible costs
- 15:20 - 15:35 - Q&A
- 15:35 - 15:45 - Break
- 15:45 - 16:00 - IP Strategy Development
- 16:00 - 16:15 - Application Process
- 16:15 - 16:30 - Q&A
- 16:30 - Wrap up & Close

The Challenge

To develop sustainable and globally competitive manufacturing capabilities in Canada for products critical to protect the health of Canadians during and beyond the COVID-19 pandemic.

It's all about...

The Application of Advanced
Manufacturing Capabilities in the
fight against COVID 19

The Challenge

- The challenge will target the manufacturing of critical products for responding to COVID-19 and other infectious diseases, including:
 - Personal Protective Equipment (PPE),
 - Medical devices,
 - Materials and components required for health care products (such as filter Material for N-95 masks, melt-blown fabric, and sterile packaging products, etc.),
 - Disinfecting and sterilization products,
 - Drugs, vaccines and other therapeutic products.

The Challenge

- Projects will be reviewed against the latest Health Canada guidelines at the time of assessment. <https://www.canada.ca/en/health-canada/services/drugs-health-products/covid19-industry.html>
- If the product falls outside current guidelines or government priorities, a roadmap will need to be provided indicating how the device or product would achieve approval and certification.
- Example:
 - Home test kits
<https://www.canada.ca/en/health-canada/services/drugs-health-products/covid19-industry/medical-devices/testing/home-devices.html>

“At this time, Health Canada does not consider that the benefits of using home test (self-testing) kits outweigh the risks. In accordance with section 5 of the IO, applications for authorization for these types of medical devices will be rejected without compelling new evidence to the contrary.”

- **Disinfection Robots**

A portfolio approach will be taken across all product categories to ensure an even distribution of products. NGen has already funded 6 disinfection robots therefore it is highly unlikely that we will fund additional projects.

Challenge Funding

\$30m

Funding at 50%

Maximum of \$2m from NGen funding Admin free

Funding

Project Size

Expected to be between \$500k - \$4m

Include at least two private sector partners

Funding

Administration Fee

- NGen is a not for profit organization. Project administration fees are usually applied to projects as a condition of funding.
- The fee is a one-time, project administration fee payable to NGen equal to 2.5% of the total cost of the project.
- The fee enables NGen to support projects through its project monitoring and claims management process.
- The Admin is not an eligible cost.

What if I have a \$10m project?

- If successful the first \$4m would be admin free.
- The remainder \$6m would be subject to the 2.5% fee.
- Larger projects greater than \$10m should email challenge@ngen.ca to ensure scope fit with the wider NGen program.

Funding

- Capital expenditures for the purchase of Advanced Manufacturing equipment are eligible for funding under this Challenge. Any expenditure exceeding \$1 million will require approval by Innovation, Science, and Economic Development Canada. An expedited approval process has been established for this COVID-19 response.
- Partners cannot sub-contract labour services to the project.
- No individual partner may receive more than 70% of NGen funding - therefore if this is a \$4m project funded at 50%, no partner can receive more than \$1.4m of NGen funding.

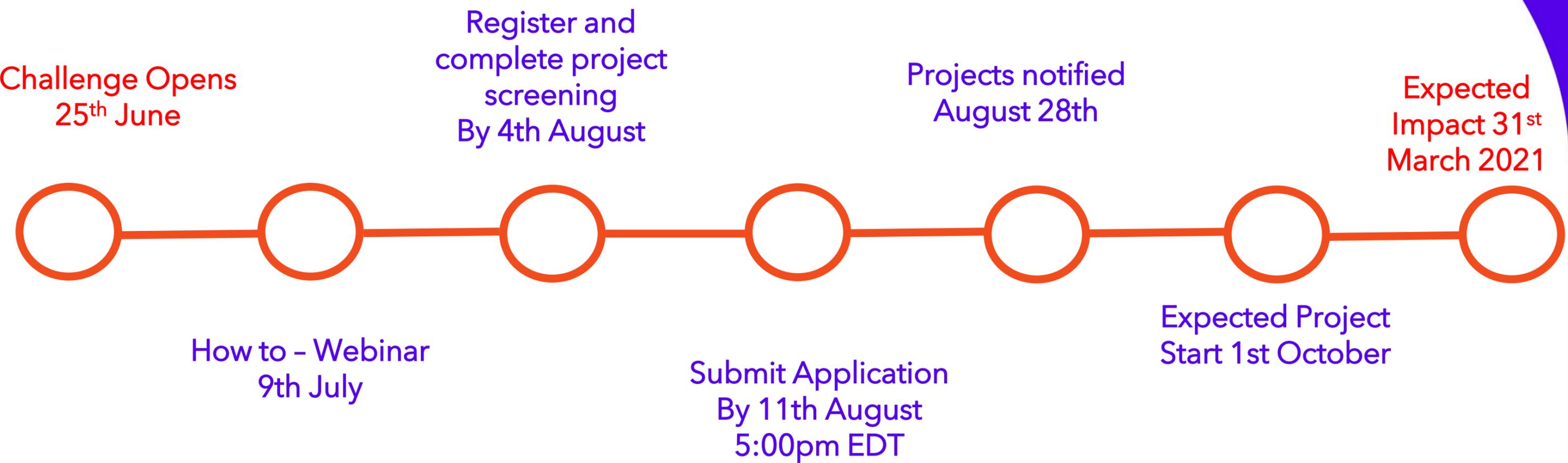
Who can apply

- Any member of NGen may submit an application for project funding or apply to be considered as a partner
- Register as an Organizational NGen member at <https://www.ngen.ca/join>

The screenshot shows the NGen website's 'Join the Supercluster' page. The browser address bar displays 'ngen.ca/join'. The page features a prominent orange header with the text 'Join the Supercluster.' Below this, there are two columns of information. The left column is titled 'Organization' and lists: 'Companies in advanced manufacturing', 'Government agencies', 'Educational institutions', and 'Industry groups'. Below this list is a blue 'Become a Member' button. The right column is titled 'Individual' and lists: 'Researchers and industry experts seeking opportunities in advanced manufacturing.' Below this list is a green 'Become a Member' button. At the bottom of the page, a dark grey footer contains the text: 'Become a member of the NGen database to participate in Supercluster projects, find partners and customers, and access NGen services. Membership is free.'

Membership is free

Timeline





Next Generation
Manufacturing Canada

Is my project in scope for
this challenge?

Strategic Requirements

There are 4 Strategic requirements that need to be met.

1. Transformative - Technically or Commercially

- Establishment of a long-term, sustainable, and globally competitive manufacturing capability in Canada.
- Adoption of Advanced Manufacturing capabilities.
- The application or development of new manufacturing capabilities to create a sustainable business case.

2. Collaborative.

- Need to include at least two industry partners.
 - A lead partner plus at least one other.
- Partnerships entail joint contributions to the project, building trust on the basis of Shared Risk and Shared Reward.
- Projects are encouraged to include one SME with fewer than 500 employees. Collaboration with other companies, academic and research organizations is also encouraged. This is not mandatory.

Strategic Requirements (cont.)

3. Applied.

- Projects that promise significant long-term commercial potential based on manufacturing in Canada.

4. Enduring.

- Projects should contribute to Canada's advanced manufacturing ecosystem by developing new supply chain capabilities, skills development, IP sharing, and/or business scale-up opportunities.

Project Requirements

Advanced Manufacturing

- The project targets the adoption or development of advanced manufacturing technologies.
- Establish manufacturing capabilities.

Market opportunity & penetration

- Describe the market scale-up opportunity and the potential to enter the market if this is a new market.
- Consider the domestic and international supply opportunities and ensure there is long-term sustainability.
- Ensure that the project is not taking market share away from an existing Canadian manufacturer.

Project Requirements

Creating value

- The project targets the creation of or safeguarding jobs and economic value for Canada.

Supply Network

- Consider the whole supply network upstream and downstream.
 - Source of raw material & components to testing, certification and distribution.

Additionality, Incremental, Counterfactual

- Why is NGen funding required for the project success? Explain how the project could not go ahead at the same scale or pace without it.

Projects out of scope

- The design of products themselves.
- Projects related to experimental or theoretical work without any direct commercial application or use.
- Projects related to early stage development that do not have a functioning prototype and or do not have a plan for appropriate certification and approval in the project timeframe.
- Production activities themselves or activities that subsidize full scale production.
- Activities that could be viewed as anti-competitive.
- Activities where benefits accrue to a single firm or organization
- Any routine or periodic changes made to existing products, production lines, manufacturing processes, services and other operations in progress, even if those changes may represent improvements.

A link to this page is available on the Challenge page.

<https://www.ngen.ca/strategic-supply-challenge-collaboration>

Made Smarter Challenge - Collaboration Portal

**Provide us more information about your ideas and
search for partners (coming July 15th***)**

***A fully searchable database will be available by the July 15th.

The screenshot shows the NGen website header with navigation links: About, COVID-19, Projects, Members, News, Resource Centre, and Become a Member. The main heading reads "NGen COVID-19 Response: Made Smarter - Strategic Supply Challenge Portal". Below this is the "Made Smarter Challenge Collaboration Portal" registration form. The form includes fields for "COMPANY EMAIL*", "FIRST NAME*", "LAST NAME*", "PHONE NUMBER", and "COMPANY NAME*". It also contains two text areas for project ideas and capabilities, a reCAPTCHA widget, and a "Submit" button.

SEARCH Member Login

NGen Next Generation Manufacturing Canada About COVID-19 Projects Members News Resource Centre Become a Member

NGen COVID-19 Response: Made Smarter - Strategic Supply Challenge Portal

Made Smarter Challenge Collaboration Portal

Provide us more information about your ideas and search for partners (coming July 15th***)

***A fully searchable database will be available by the July 15th.

COMPANY EMAIL*

FIRST NAME* LAST NAME* PHONE NUMBER

COMPANY NAME*

What is your project idea for the Strategic Supply Challenge

What capabilities do you have that will support the Strategic Supply Challenge

protected by reCAPTCHA
Privacy Terms

Submit

Unsure if you are in Scope?

FAQ page - [https://www.ngen.ca/made smarter](https://www.ngen.ca/made_smarter)

Still unsure Email - Challenge@ngen.ca

NGen - Funding Streams from \$50K - \$20m+

Feasibility Studies

Partnership of 2 or more SME's working to prove or demonstrate the technical or economic feasibility of an advanced manufacturing opportunity

Dedicated towards SME's funding at 50%

Total project size between \$50 to \$200k

Cluster Building

Group of SMEs with geographical, industry or technical interests, collaborating to forming a mini-cluster to address shared challenges and opportunities for business growth

Dedicated towards SME's funding at 50%

Total project size up to \$150k

Pilot Projects

Partnership of 2 SME's working on a smaller scale advanced manufacturing project.

Dedicated towards SME's funding at 50%

Total project size between \$100 to \$500k

Supercluster Projects

Partnership of 3 or more organizations with an advanced manufacturing project. Project must include 1 SME.

Funding at 44.4%

Total project size between \$1m to \$20m

Manufacturing. Revolutionized.



Thank You

Challenge@ngen.ca

Become a member today.

NGEN.CA/JOIN