

## Centre of Excellence for Commercialization of Research Summary of Resources

**Facilitated Access to Business Resources** – Advice and direct assistance to access to a range of business services and resources including funding, market research, highly qualified people, professional services, industry networks, intellectual property management, training and other business needs.

Eligibility: Any entities, or individuals involved in the commercialization of research.

**Commercialization Resources** – Assistance and financial support to achieve a specific commercialization milestone enabling the company to advance their commercialization plan. CCR may share the costs with the company of achieving a well articulated and meaningful commercialization milestone. Specific commercialization needs addressed must fit with the eligible commercialization costs.

Eligibility: An Incorporated Canadian Corporation with unique proprietary technology which has defensible IP and an addressable market. Must have a Business Plan. The company must be able to provide matching costs. CCR funding is repayable under a Memorandum of Understanding.

**Embedded Executives** – Assistance and financial support to acquire the services of an experienced entrepreneur or business executive to work inside the company for a limited time as an embedded executive.

The assignment will be designed to match the company's specific needs and resources. A typical assignment would place an embedded coach inside the company for 4-6 months. Compensation options for executives may include *pro bono* arrangements, honoraria, and future considerations such as equity or conditional deferred fees. The company and CCR will jointly select an executive from OCE's extensive network of management experts.

Eligibility: An Incorporated Canadian Corporation with unique proprietary technology which has defensible IP and an addressable market. Must have a preliminary Business Plan. The company must be able to provide matching compensation to the candidate. CCR funding is repayable under a Memorandum of Understanding.

**Facilitated access to Capital** – Advice and assistance to determine the best financing options available to the company, and introductions to national and international investors through OCE's expanding network. CCR will broker the arrangements and the terms of its financial contribution which could include promissory notes and convertible debentures and in selected cases could include a management fee. Typical leverage is 5:1

Eligibility: An Incorporated Canadian Corporation with unique proprietary technology which has defensible IP and an addressable market. Must have a formal Business Plan.

**New Entrepreneur Micro-Finance** – Assistance and financial support to pre-incorporated and early stage technology start-ups by providing young entrepreneurs with just enough capital to get an idea off the ground. Each entrepreneur involved in the project receives up to \$6,000 in financial support (to a maximum of \$18,000 per project) with favourable repayment terms. Typically a loan at prime interest rate + 2% repayable if the company is cash flow positive within two years.

Above all, entrepreneurs at this stage benefit enormously from the expertise and time provided by CCR, OCE and its partners. They are also provided with introductions and connections to a vast array of networks, potential partners and customers.

Eligibility: New entrepreneurs able to work in Canada who have novel proprietary technology which will have a national or worldwide market. Recipients must be enrolled in or have just graduated from a Canadian college or university and be prepared to work on the project full time for a minimum of 3 months. If this is a pre-incorporated start-up and the project is successful, the recipients must agree to transfer the technology into a new or existing start-up incorporated in Canada.

**Event Sponsorship** – CCR will very selectively sponsor investment in commercialization focused events and initiatives in Canada.

### **Funding levels**

The maximum funding available to one company is \$250,000. Any other requirements are reviewed on a case by case basis.