

# Proposal Questions



Ontario Centres of  
Excellence  
Where Next Happens

## Automotive Supplier Competitiveness Improvement Program (ASCIP)

### OCE Office use only

APPLICATION DATA	
Project Title	
Application Number	

### PLEASE SPECIFY THE MAIN FOCUS AREA OF YOUR PROJECT:

- Technology Adoption
- Lean Manufacturing/Mentorship
- Both

### 1: CHALLENGE AND PROPOSED SOLUTION

- A. Briefly describe the **company and its role in the automotive supply chain**.
- B. What are **the company's current challenges** related to innovation, productivity and competitiveness in the global export market? Specify the different solutions shortlisted to overcome this challenge. Define the company's process in evaluating and selecting the proposed solution.
- C. What is the **proposed solution** being considered through ASCIP to mitigate those challenges? Define the exact technology and/or lean manufacturing initiative (including mentorship) that will be adopted through this project.
- D. What are the **comparative advantages** of the proposed solution relative to current practices within your organization? Please elaborate using evidence from previous trials, if available.
- E. How will this proposed solution be applied to **address all the aspects of the challenges** described above? Explain how its implementation/adoption aligns with the company's overall goal to **increase productivity and competitiveness and expand its success in the growing export markets**.

A. (Type Here)

B. (Type Here)

- C. (Type Here)
- D. (Type Here)
- E. (Type Here)

## 2: PROJECT PLAN & BUDGET

- A.** What is the overall **strategy of the company to execute the implementation/adoption of the proposed solution?**
- B.** Referring to the **Milestones** Table, elaborate on the ASCIP-supported project activities, timelines and deliverables and how they align with the overall proposed goal of this project. If this project is a component of a larger overall initiative, please explain how the project aligns in terms of timeline, budget and outcomes, and what specifically will be accomplished with the ASCIP funding.
- C.** What are the **potential barriers and risks** in completing this ASCIP-supported project and implementing the proposed solution, and how will these risks be mitigated?
- D.** Referring to the **Use of Funds**, please outline how the total budget was developed. Mention **expected ramifications of any reallocation of resources.**

- A. (Type Here)
- B. (Type Here)
- C. (Type Here)
- D. (Type Here)

## 3: DELIVERY TEAM & CHANGE MANAGEMENT

- A.** Further to the team table, describe the **expertise and roles of the project delivery team** (including the lean manufacturing mentor, if applicable and identified). Also, describe the **CEO and Executive Team's roles** and strategy in implementing the transformational change to business operations.
- B.** Describe the project's **change management plan**, detailing how the delivery team will actively support uptake of the solution by project partners and users. Include strategies for engaging all relevant stakeholders.
- C.** Describe any **risks pertaining to the delivery team and the mitigation strategy.**

**D.** Demonstrate the **company's capacity to deliver similar projects** and describe the company's track record; provide examples of relevant past activities and/or organizational success stories.

**A.** (Type Here)

**B.** (Type Here)

**C.** (Type Here)

**D.** (Type Here)

#### 4: ANTICIPATED OUTCOMES

**A.** Describe and quantify (e.g. through Key Performance Indicators) the anticipated **operational improvements** and **product lifecycle management advancements** expected from this project, compared with baseline operations (i.e. quantitative gains in productivity, efficiency, innovation, design cycle time, quality, responsiveness to market opportunities, and competitiveness in local and global markets).

**B.** List all anticipated qualitative and quantitative **economic gains and their associated timelines** (i.e. creation of new jobs, retention of existing jobs, new customers, increased sales, increased exports, follow-on investment, etc.) resulting from successful implementation of the solution.

**C.** Once this project is successfully completed, what are the **next steps** to be undertaken by the company and the resources required to implement the solution? If there are any gaps, please identify how these will be addressed.

**A.** (Type Here)

**B.** (Type Here)

**C.** (Type Here)

#### 5: OTHER PREVIOUS AND CURRENT OCE PROJECTS (IF APPLICABLE)

**A.** Provide a description of all OCE projects in which the applicant company (or company division associated with this application) is involved, including previously completed, currently active, or submitted projects from all OCE programs.

**B.** Describe the main outcomes (technical and commercial) of the previously completed projects.

**C.** Indicate how this new application relates to the company's previous and current projects.

**A.** (Type Here)

**B.** (Type Here)

C. (Type Here)

## ATTESTATIONS

I declare that:

- At least one of the applicant companies is a small- or medium-sized, Ontario-based enterprise (SME).  
**Note:** *A Small- or Medium-sized enterprise (SME) is defined as a firm with fewer than 500 employees globally **AND** global revenues of less than \$1 billion.*
- At least 50 per cent of the applicant company's total sales revenue comes from the auto supply sector.
- None of the applicant companies have previously received ASCIP funding.