

# 2018 College-Industry Innovation Fund

CIIF Stream 1 - Tips for applicants

April 2018

**CANADA FOUNDATION FOR INNOVATION**  
**INNOVATION.CA**

# Agenda

- Historical perspective on CIIF submissions and success rates
- Review process
- Observations from CFI's administrative review
- Observations from Reviewers
- Questions

# About the CIIF

**Stream 1**  
**CFI Infrastructure**

**Stream 2**  
**NSERC CCI-IE + CFI**

**So far...\$64.3M for 72 projects**

# CIIF by the numbers

# Stream 1

## Success & Funding rates

#: 75.0%  
\$: 74.3%

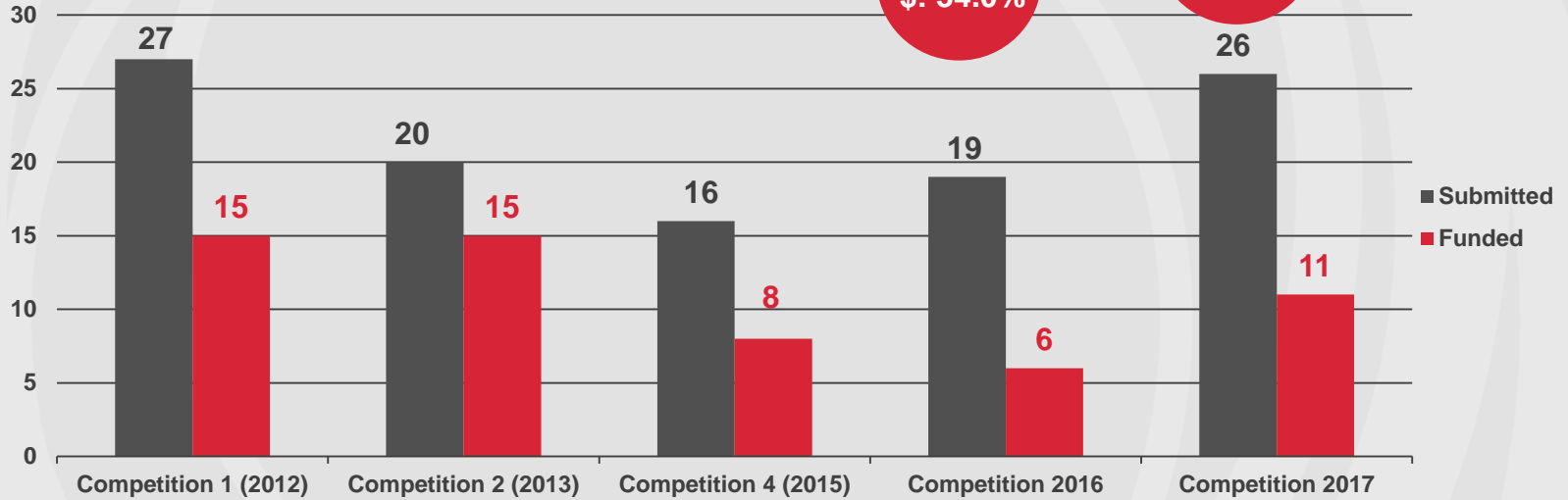
#: 55.6%  
\$: 58.6%

#: 50.0%  
\$: 47.6%

#: 31.6%  
\$: 34.0%

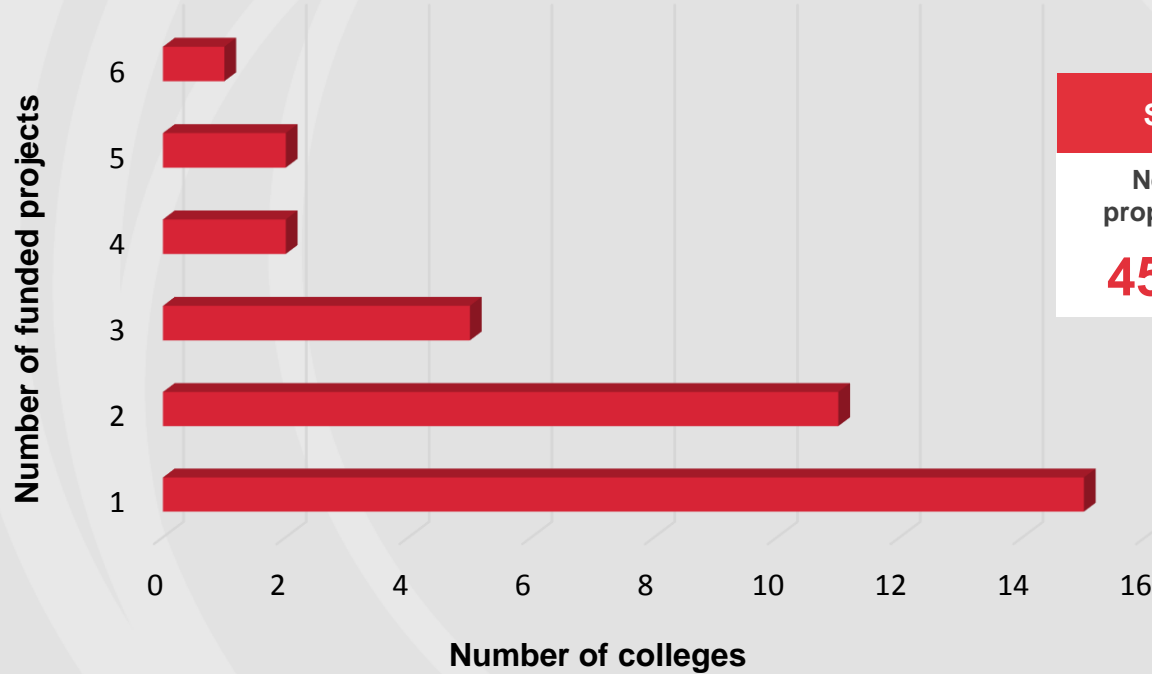
#: 42.3%  
\$: 38.5%

## Proposals submitted & funded



<b>Total awarded:</b>	<b>\$13.3M</b>	<b>\$11.3M</b>	<b>\$6.3M</b>	<b>\$7M</b>	<b>\$10.7M</b>
<b>Average award:</b>	<b>\$680k</b>	<b>\$578k</b>	<b>\$613k</b>	<b>\$903k</b>	<b>\$750k</b>
<b>Average % Construction (if) :</b>	<b>40%</b>	<b>16%</b>	<b>29%</b>	<b>32%</b>	<b>28%</b>

# Stream 1 & 2



## Success rate for resubmissions

New proposal

**45%**

Resubmitted once

**64%**

Resubmitted twice

**67%**

➤ Many Colleges have 1 funded project

# Review Process

# Review process



## CFI administrative review



**June-July: Expert committee** – detailed review of 1-7 proposals by experts in the field, evaluate assessment criteria, 1h per proposal committee discussion, EC report written by CFI and approved by chair summarizes committee consensus



**Sept/Oct: Multidisciplinary review** – review of **all** proposals and EC reports, 15 min per proposal committee discussion, focus on competition objectives, funding recommendation, MAC report written by CFI and approved by chair



**Nov: After Final decision by CFI Board** – results communicated to colleges





# Objectives vs. review criteria

## Objective 1

Create and enhance college-industry partnerships leading to business innovation using industry-relevant, state-of-the-art research infrastructure.

**Contribution to  
business innovation**

**Infrastructure**

## Objective 2

Build upon proven applied research capacity and a track record of partnerships with the private sector in an area of strategic priority to the institution.

**Enhancing applied  
research capacity**

**Partnerships with  
the private sector**

## Objective 3

Generate socioeconomic benefits in the region and nationally including the development of highly skilled personnel.

**Benefits to Canada**

# Observations from CFI's administrative review



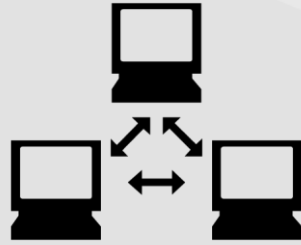


# One page summary

How does the proposal meet the competition objectives?



**Proposal:** mostly written for experts in field  
**Summary:** use language for non-experts  
intended for MAC



# Compute Canada

**Advanced research computing infrastructure**



**Consult with Compute Canada as outlined on  
its website: [computecanada.ca](http://computecanada.ca)**



# Infrastructure utilization



**100% if**

➤ **primarily used for applied research & tech dev**

with private-sector partners

➤ **used for training purposes**

if training is articulated around applied research or technology development project aimed at business innovation



# Contrib. from eligible partners

- We encourage you to bundle all expected in-kind contributions from vendors into a single line.

Total in-kind  
*Contributions*  
from partners

=

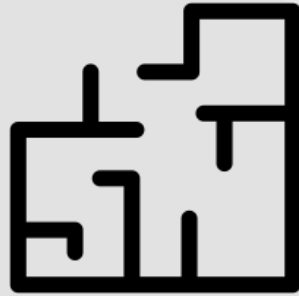
Total in-kind portion  
of the *Costs of*  
*individual items*



# Financial resources for O&M



- You must explain estimated costs and sources of support provided in these tables. Do so in the “Infrastructure and budget justification” section of the “Assessment Criteria” attachment.



## Floor plans (pdf attachment)



- Use for floor plans only.
- Other information will be removed from the proposal.





# Assessment criteria (pdf attachment)

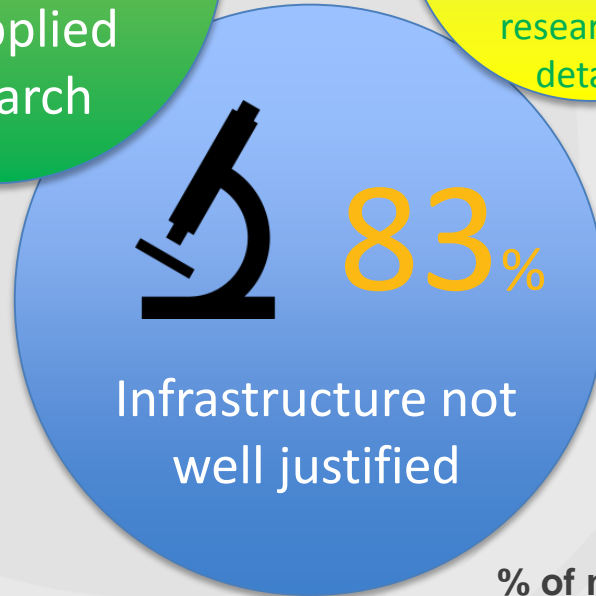
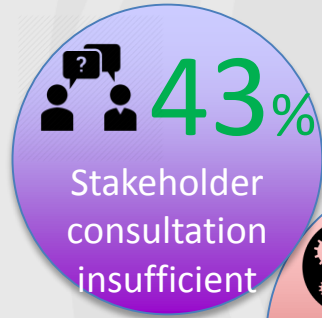


- Each criterion contains a number of aspects that must be addressed in proposal.
- Proposal will be weakened, if you don't address all the aspects.

# Observations from Reviewers: A Qualitative Analysis



# Top 6



% of not funded proposals

# Contribution to business innovation

The proposed applied research activities respond to well-identified needs of the private sector and have been developed in collaboration with key industrial partners to ensure they achieve the intended business innovation outcomes.

1. Outline the approach (e.g. stakeholder consultations) your college took to establish the needs of the private sector for the proposed applied research activities.
2. Identify key private-sector partners as well as the process used to select them.
3. Describe the applied research activities or projects that will be undertaken in partnership with the private sector. For each, include the following:
  - a. Specify the business needs the project addresses, its objectives and intended outcomes.
  - b. Describe the methodology that is considered to conduct the applied research activities.
  - c. Detail the contributions (e.g. time, financial, role) of the private-sector partners to the project.
4. Describe your business development and outreach plans to stimulate new partnerships.

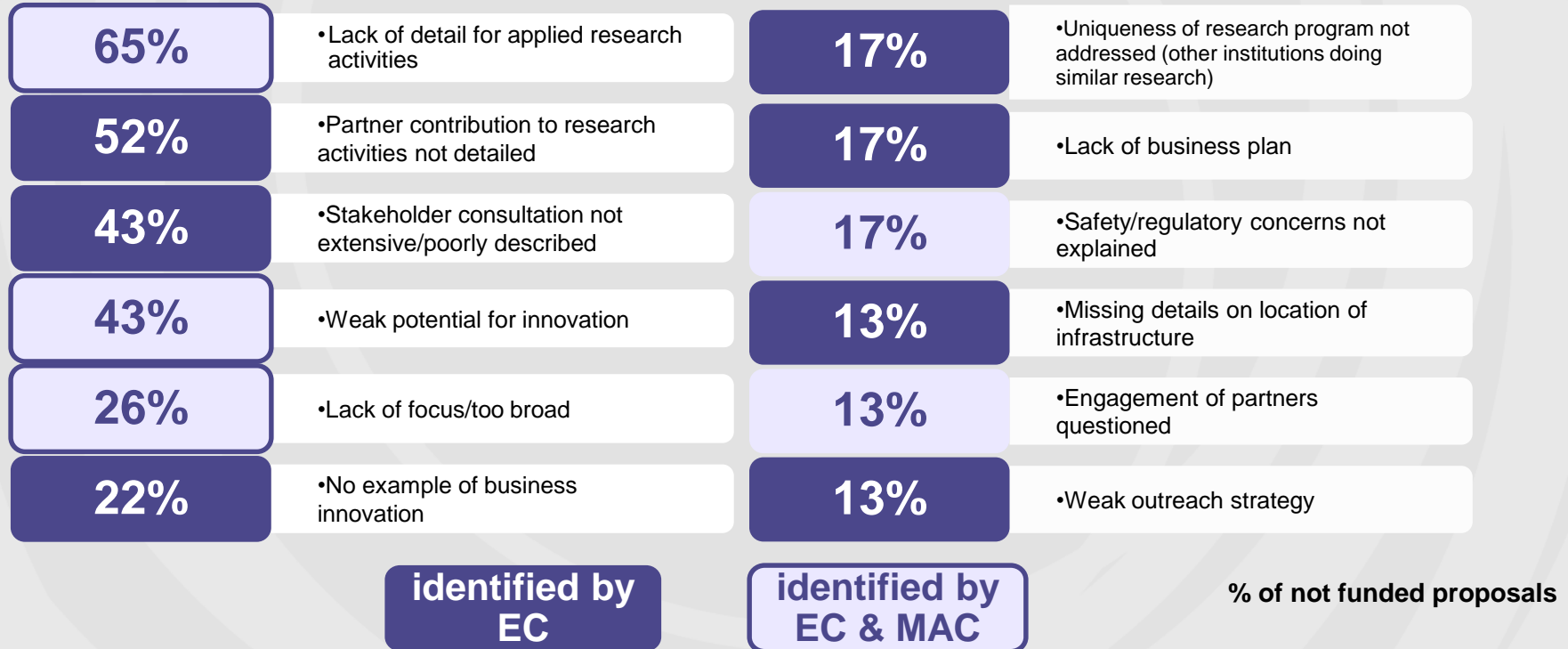
# Contribution to business innovation



- Focus on your future plans and how they were determined.
- Make sure your descriptions provide a sufficient level of detail for experts in the field who will judge of the feasibility of the activities.

# Weaknesses identified by EC

## Contribution to business innovation



# Infrastructure

(including the budget justification)

The requested infrastructure plays an essential role in creating and enhancing collaborations with industrial partners. The infrastructure will be optimally used and maintained to ensure continued collaborations with, and relevance to, the partners.

1. Describe each item and justify why it is needed to conduct the proposed applied research activities. Use the item number, quantity, cost and location found in the “Cost of individual items” table. Provide a cost breakdown for any grouping of items. For construction or renovation, provide a description of the space including its location, size and nature.
2. Demonstrate how the infrastructure is industry-relevant and essential for creating and enhancing collaborations with private-sector partners.
3. Demonstrate the versatility of the requested infrastructure to respond to immediate and longer-term applied research needs of private-sector partners.
4. Indicate how the infrastructure will be efficiently used and maintained in the short term and sustained over the long term. Refer to the “financial resources for operation and maintenance” section.

# Infrastructure

(including the budget justification)



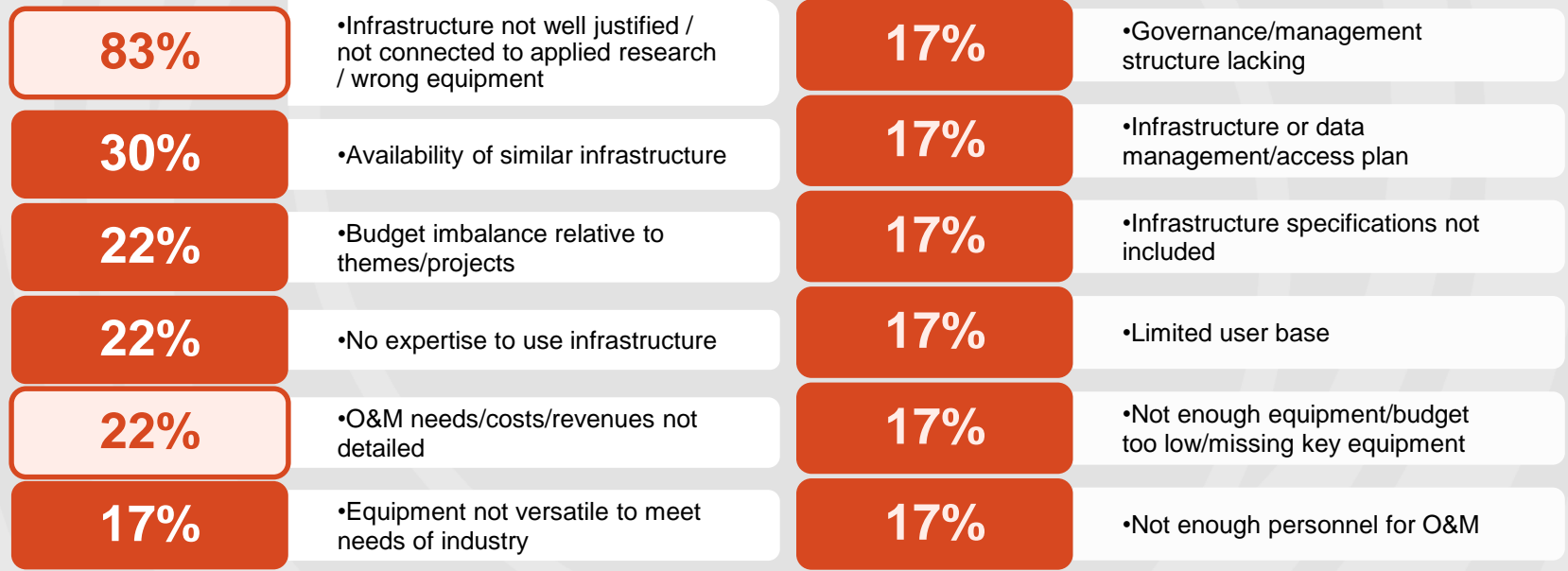
## Budget justification:

- Describe each item.
- Be sure to specify the item's main features.
- Reviewers evaluate the item's suitability for conducting the proposed activities using the methodology described.



# Weaknesses identified by EC

## Infrastructure



identified by  
EC

identified by  
EC & MAC

% of not funded proposals

# Enhancing applied research capacity

The proposal builds on the institution's proven applied research capacity and key investments in people and infrastructure in the area of strategic priority. Existing applied research capacity will be further enhanced by the requested infrastructure and associated institutional commitments.

1. Describe your college's current applied research capacity in this area of strategic priority, including:
  - a. the experience and expertise of key participants (from your college and from the private sector), administrative and business development personnel;
  - b. currently available equipment and research space; and
  - c. sources of financial support.
2. Describe how your college's existing applied research capacity will be enhanced by the requested infrastructure.
3. Specify your college's commitments in support of this proposal.

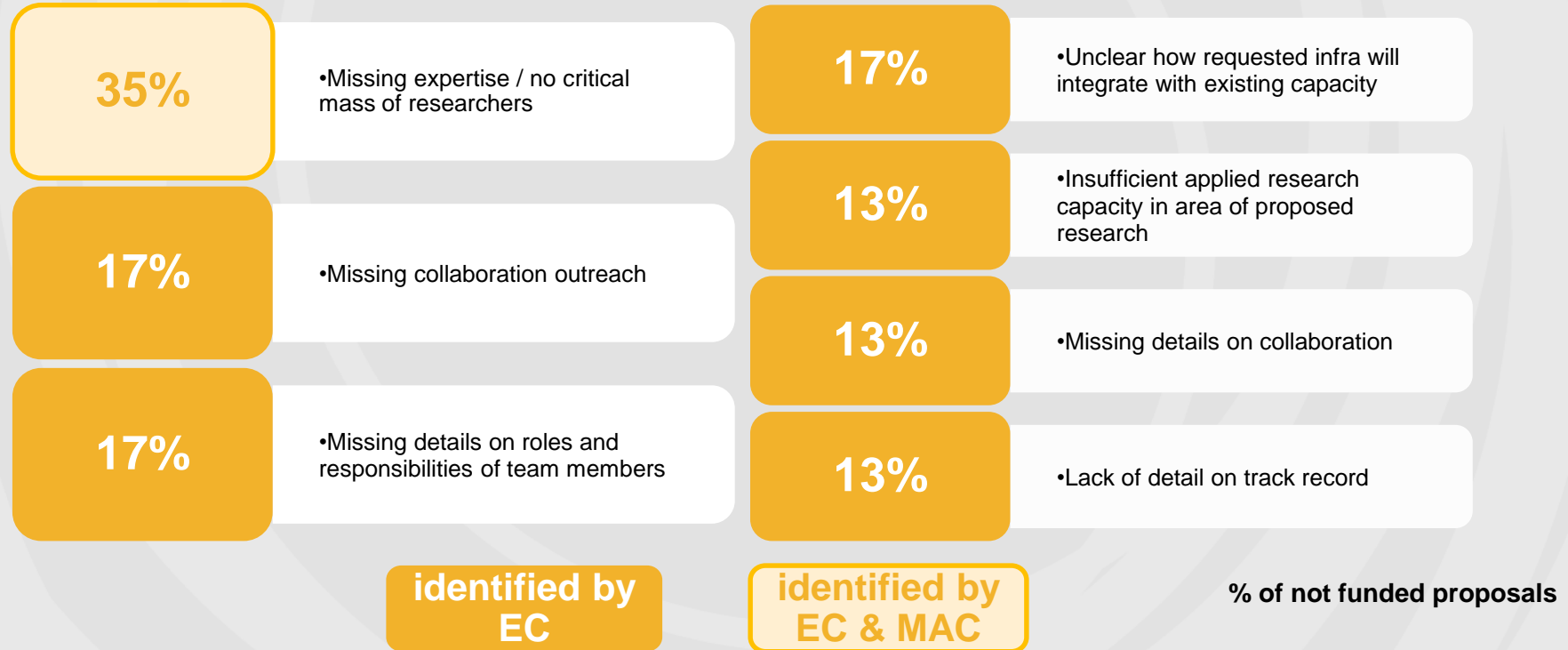
# Enhancing applied research capacity



- # of key participants limited to eight, but other people can participate in project
- Reviewers expect the roles and contributions of each participant to be clearly explained in the “Assessment Criteria” attachment of the proposal.

# Weaknesses identified by EC

## Enhancing applied research capacity



# Partnerships with the private sector

The college has demonstrated its ability to build and maintain productive partnerships with the private sector in the area of strategic priority.

1. Demonstrate your college's and research team's track record of establishing and maintaining partnerships with the private sector in the area.
2. Provide evidence of the business innovation outcomes enabled by these partnerships.

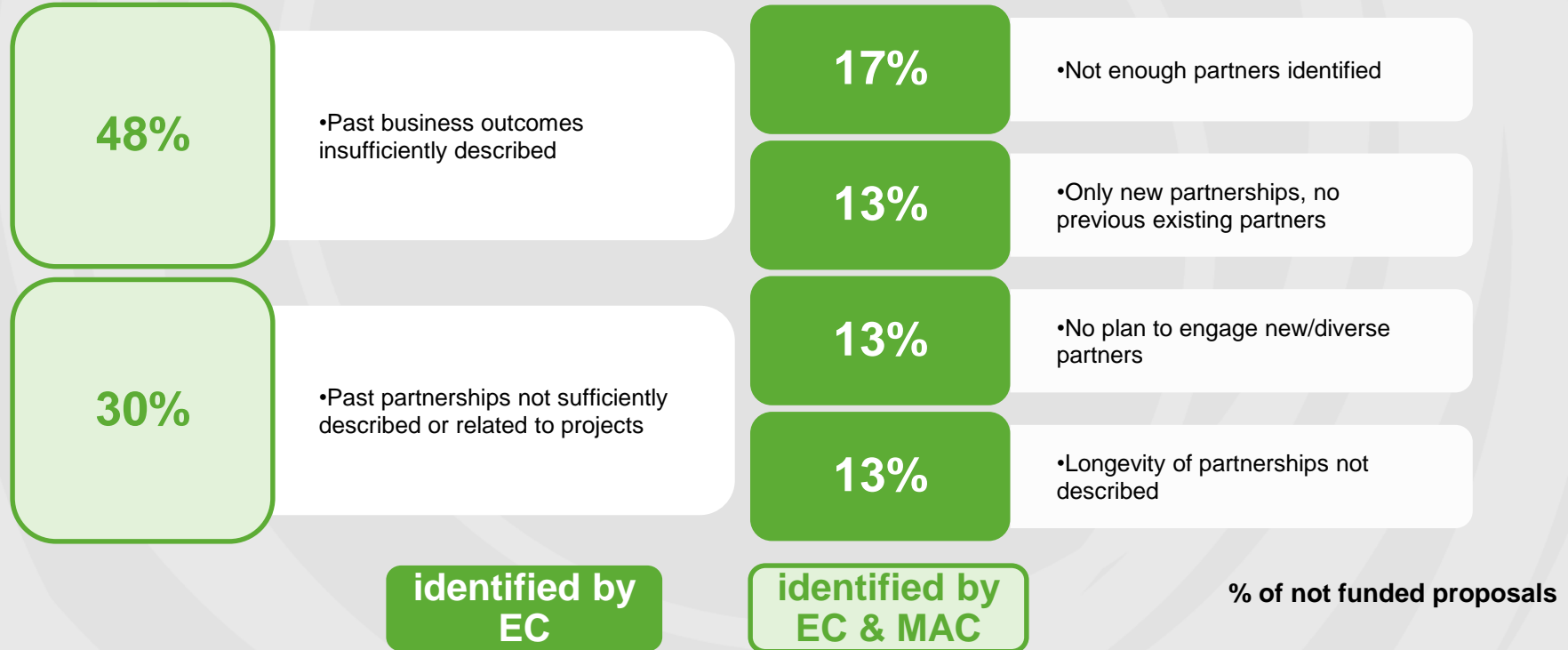
# Partnerships with the private sector



- focus on your past and current track record of partnerships in the area of the proposal.
- future plans (enabled by the infrastructure you're requesting) should be described in the “Contribution to business innovation” section instead.

# Weaknesses identified by EC

## Partnerships with private sector



The proposed activities have the potential to lead to business innovation and socioeconomic benefits for the region and for Canada. The proposed activities will enable the development of highly skilled, qualified personnel.

1. Outline the anticipated benefits of the applied research activities and the potential impacts on the private sector (and other sectors as applicable).
2. Specify the timeframe over which these are expected to occur.
3. Specify the anticipated number of highly qualified personnel (HQP) and describe the plans to involve them in applied research activities (e.g. co-op projects, summer students).
4. Describe the skills HQP will acquire through engagement with private-sector partners in the applied research activities using the requested infrastructure.

Yellow: slightly changed from 2017



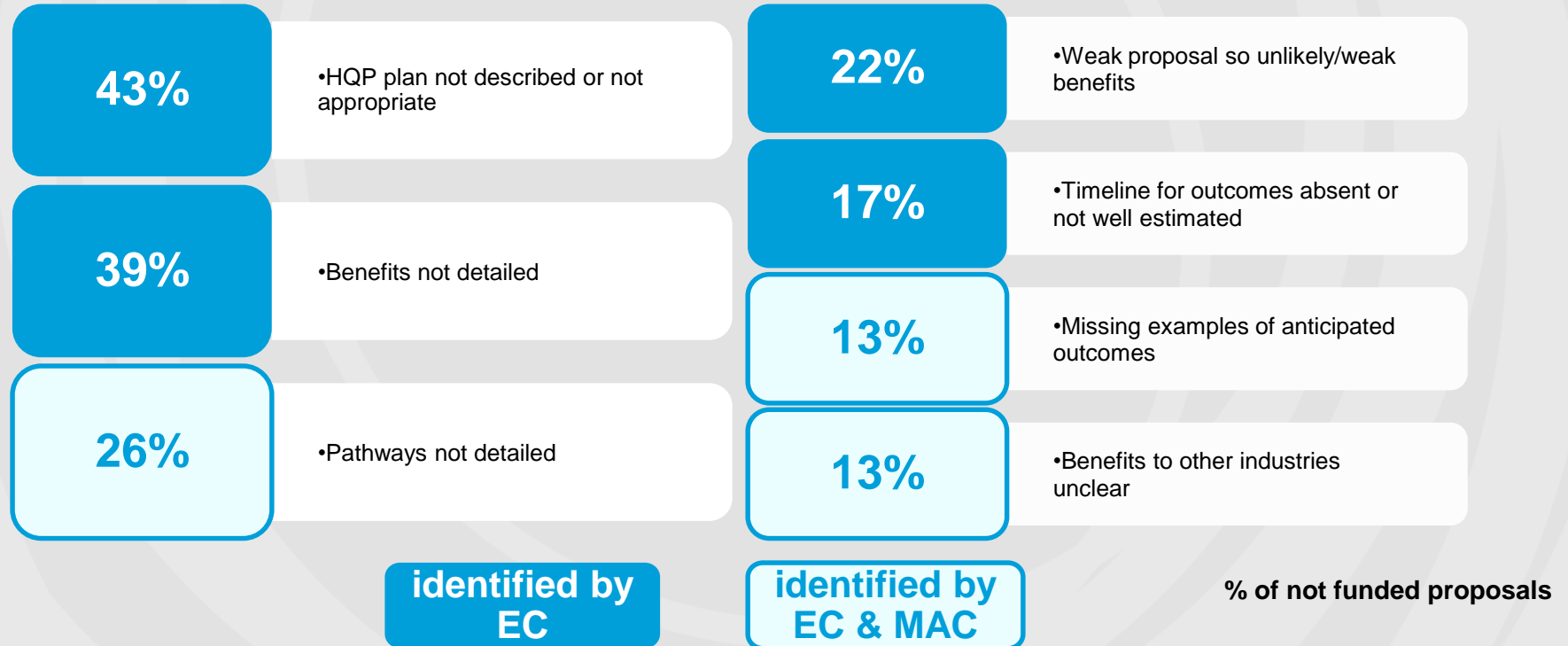
# Benefits to Canada



- Focus on medium and longer-term impacts of the proposed activities beyond the business innovation outcomes described in the “Contribution to business innovation” section.

# Weaknesses identified by EC

## Benefits



The background of the image consists of several concentric, overlapping circles in various shades of gray, creating a tunnel-like or ripple effect. The circles are centered around the text.

**MAC**

# Weaknesses identified by MAC

## Objective 1

61%

Infrastructure not well justified

57%

Low Partnership / missing strategic partner engagement plan

48%

Lack of detail for applied research activities

39%

Weak potential for innovation

39%

Too broad, lacking focus

22%

Partner contribution/relation to research activities not detailed

17%

Infrastructure sustainability / O+M planning missing

17%

Safety/regulatory/ethics concerns

17%

Unclear how new infrastructure will complement existing infrastructure

13%

Industry need not demonstrated

13%

Insufficient applied research projects planned

## Objective 2

39%

Missing expertise on team

26%

Existing capacity unclear

22%

Weak track record of applied research in this domain

17%

Lack of detail for past outcomes

17%

Lack of detail for past partnerships

## Objective 3

43%

Outcomes for industry not detailed

26%

Missing details of benefits

26%

Unclear pathway to benefits

13%

HQP details missing

% of not funded proposals

# Keep in touch



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