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JOINT CALL FOR PROPOSALS

Validation and Commercialization of Geomatics Technology for Integrated Resource Management in Canada's North

- *Industry Investment* -

(TECTERRA 1111-IND-CFP & 1111-p2P-CFP)

General

LOOKNorth and TECTERRA are pleased to announce a joint Call for Proposals (CFP) for innovative validation and commercialization projects focused on the application of remote sensing technology to Integrated Resource Management (IRM) in Canada's North. TECTERRA will lead the administrative process for this joint CFP (see page 4 below).

LOOKNorth is supported through the Network of Centres of Excellence - Centre of Excellence for Commercialization and Research Program and by the Province of Newfoundland and Labrador through the Departments of Innovation, Trade and Rural Development and the Research and Development Corporation. It supports safe and environmentally sustainable development of Canada's Northern resources through implementation of innovative remote sensing technologies.

Funded by the Government of Alberta, through Alberta Innovates - Technology Futures, and the Government of Canada, through the Network of Centres of Excellence - Centre of Excellence for Commercialization & Research Program, TECTERRA's role is to enable the development and commercialization of geomatics solutions for Integrated Resource Management (IRM) including (but not limited to) the following sectors: energy, forestry, agriculture, environmental protection and management, land-use planning, development and management.

Objectives

This investment initiative is intended to help Canadian Small and Medium Enterprises (SMEs), in partnership with a Canadian resource company, to put forward their ideas and plans to create economic value for Canada through the validation and commercialization of geomatics technologies for application in Canada's North.

LOOKNorth and TECTERRA will provide successful applicants with the financial capacity and resources to carry out projects with significant hurdles and where commercial potential will be advanced. This CFP is targeting projects in the initial stages of commercialization of a new technology (including proof of concept, prototyping, piloting and field trials), as well as projects focused on full product development and commercialization.

Eligibility

Projects sought under this initiative are open to Canadian SMEs and start-up companies in partnership with a Canadian resource company (end-user) operating in one of the following sectors: energy, mining, hydro-power or related transportation. Additional partnerships with organizations from the following areas are encouraged but not required: Canadian and/or foreign industry, research organizations, government and other stakeholder communities.

More specifically, application for funding should be made according to one of the following Calls for Proposals (CFP):

1. Industry Investment Program: [1111-IND-CFP](#)

The objective of this program is to assist Small and Medium Enterprises (SMEs) and start-up companies in Canada with full-scale commercialization of a geomatics technology, product or service. Financial contribution under this CFP will generally range from \$100,000 to \$500,000 per project, and up to 50% of the overall project cost.

A general guideline for a qualifying SME is a for-profit company, incorporated and/or operating in Canada, with a minimum of one and no more than 500 full-time employees and annual sales revenue ordinarily not exceeding \$50 million.

A qualifying start-up company is a new privately-held, for-profit company in product development mode for less than 4 years, with a minimum of one and no more than 12 full-time employees, and annual sales revenue not exceeding \$1 million.

Companies meeting these general criteria are encouraged to confirm their eligibility and interest through the review of detailed information (including budgetary requirements) regarding [1111-IND-CFP](#).

2. Prototyping and Pilot Projects (p2P) Funding Program: [1111-p2P-CFP](#)

The objective of this program is to assist Alberta SMEs and start-up companies with financial capacity for projects focused on prototyping, piloting and validation of innovative geomatics technologies. Financial contribution under this CFP will vary by project and will generally range from \$100K to \$400K per project, and up to 75% of the overall project cost.

The p2P Funding Program is not intended for full product development initiatives, routine engineering, upgrading, or improvements to existing processes, designs or products. It is targeted at the initial stages of commercialization of a new technological concept.

Companies meeting these general criteria are encouraged to confirm their eligibility and interest through the review of detailed information (including budgetary requirements) regarding [1111-p2P-CFP](#).

Project Selection Criteria

Project selection criteria are specified in full descriptions for 1111-IND-CFP and 1111-p2P-CFP. Additional selection criteria that are unique to this investment initiative include:

- Validation and commercialization of technologies that fall within the sub-category of geomatics described as ‘remote sensing’, and preferably satellite-based remote sensing
- Potential for the newly developed product or service to benefit the supported SME through utilization by an end-user (company) in one or more of the following resource sectors operating in Canada’s North or Oil Sands region: energy (including oil sands and conventional oil & gas), mining, hydro-electric and related transportation
- Demonstration of active engagement by the resource sector end-user including commitment to testing, validation and/or commercialization
- A well-defined target application within one of the specified resource sectors, with priority being given to project outcomes that address one or more of the following:
 - a. Positive impact to land integrity and/or water quality
 - b. Operational improvements to the end-user (safer and more cost effective)
 - c. Acceleration of the permitting process for the end-user
 - d. Potential for the technology resulting from the project to become a regulatory standard
- Preference for projects that bring benefit to the broader spectrum of industry, market sectors and Canadian society and which enhance development of northern SMEs.

Funding Guidelines

The estimated funding budget, number of awards and average award size/duration are subject to the availability of funds as determined by and LOOKNorth’s and TECTERRA’s Boards of Directors. LOOKNorth and TECTERRA expect to invest in 5-10 projects under this investment initiative.

LOOKNorth’s and TECTERRA’s contribution payments will be made quarterly, and are subject to satisfactory quarterly project status and financial reporting by the project leader.

Proposal Preparation and Submission

Applicants are required to submit an Expression of Interest (EOI) which will only be accepted in the form provided by TECTERRA. Applicants must use the EOI form that corresponds with the program that they are applying under, namely one of:

- Industry Investment: [1111-IND-CFP](#)
- Prototyping and Pilot Projects: [1111-p2P-CFP](#)

EOI submissions will be reviewed by LOOKNorth, TECTERRA and their respective Advisory Committees for technical content and commercialization potential. Successful EOI applicants will be contacted and invited to submit a Full Proposal (FP) containing full project details for final consideration and decision.

Application Deadline:

Application for EOI review must be submitted to TECTERRA by November 10th, 2011 by 11:59 p.m. (Mountain Standard Time). Application responses are expected to be delivered by November 25th, 2011. A schedule will be communicated to successful applicants including milestone dates for FP submission. FPs will be reviewed by LOOKNorth, TECTERRA and their respective Advisory Committees, leading to funding awards in February/March 2012.

All submissions are to be emailed to cfp@tecterra.com with reference to "Geomatics Technology for IRM in Canada's North" in the subject line.

Award Notification and Funding Process

Award notification will be made to the project leader by TECTERRA's Chief Executive Officer. Successful FP applicants will be required to sign a definitive funding agreement.

TECTERRA and LOOKNorth reserve the sole and absolute right and discretion to select all, some or none of the submissions for funding. TECTERRA and LOOKNorth also have the sole and absolute discretion to determine all funding amounts, which may be different from the amount requested by the applicant.

Other Information

If you have questions, please contact:

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