



EXPRESSION OF INTEREST

For Collaborative Research and Development Projects between India and Ontario (Canada)

Lead Participant Contact Information (India and Ontario, Canada):

Project Leader Ontario:	Position:	Dept.:	Company/Organization:
Tel:	Fax:	E-mail:	Website:
Mobile:		Alt. e-mail:	
Address:	City:	Province:	Postal Code:

Project Leader India:	Position:	Dept.:	Company/Organization:
Tel:	Fax:	E-mail:	Website:
Mobile:		Alt. e-mail:	
Address:	City:	Province:	Postal Code:

Sector:
Title of Project:

Other Team Members:

Ontario (Canada)

Organization:
Name:
Position:
Address:
Tel:
E-mail:

Organization:
Name:
Position:
Address:
Tel:
E-mail:

Organization:
Name:
Position:
Address:
Tel:
E-mail:

India

Organization:
Name:
Position:
Address:
Tel:
E-mail:

Organization:
Name:
Position:
Address:
Tel:
E-mail:

Organization:
Name:
Position:
Address:
Tel:
E-mail:

Project Budget: (please change 'Participant Name' to actual Participant)

	Participant Name	Participant Name	Participant Name	Total Cost
Canadian Participant Contribution	\$ _____	\$ _____	\$ _____	\$ _____
ISTPCanada Contribution	\$ _____	\$ _____	\$ _____	\$ _____
Total Participant Budget	\$ _____	\$ _____	\$ _____	\$ _____
	Participant Name	Participant Name	Participant Name	
Indian Participant Contribution	Rs. _____	Rs. _____	Rs. _____	Rs. _____
GITA Contribution	Rs. _____	Rs. _____	Rs. _____	Rs. _____
Total Participant Budget	Rs. _____	Rs. _____	Rs. _____	Rs. _____
Total Project Budget (Ontario + India)	\$ _____ + Rs. _____		= \$ _____ and Rs. _____	

Project Duration (#months): _____

Please note that 50% of the contribution provided by the participating organization must be from non government sources. In other words 25% of the total eligible Canadian cost must be from non government sources. For example, if the total Canadian eligible cost is \$100,000 for a given project, there must be a minimum of \$25,000 contribution made by the participating organizations that comes from non government sources. Note that the ISTPCanada contribution is from federal government.

GUIDELINES FOR EXPRESSION OF INTEREST APPLICATION

In the Expression of Interest ISTPCanada and the Global Innovation & Technology Alliance (GITA) want to ascertain an overall, brief view of your proposed research and development collaboration project. Please present a brief explanation of the scientific value of your project and the degree of innovation inherent in the proposed product or service being developed. Discuss the business opportunity of the proposed project and its capacity for commercial success in the near future. Finally, highlight the capacity of all participants of the project to manage and conduct the collaboration, including future commercialization leading to benefits for both countries. It is important to be **clear, concise, and to the point** when filling each field so to best present the merit of your project in an effective manner. Please refer to the sections below and answer the following questions. For more detailed information, please refer to the full application guidelines. Please do contact Bharat Rudra at ISTPCanada or Samrat Ghatak at GITA.

EXECUTIVE SUMMARY (MAX. LENGTH 1/2 PAGE)

Please state the key objectives of the proposed R&D collaboration. Briefly describe the innovation (an identifiable problem and your solution to it) and how its implementation will address a market need.

PART A: THE INNOVATION (MAX. LENGTH 1/2 PAGE)

In this section, briefly discuss the proposed innovation in comparison to current global “best practices.” Explain which specific limitations it will overcome and also present any similar investigations proceeding in the world today.

PART B: DELIVERABILITY (MAX. LENGTH 1/2 PAGE)

In this section, clearly and concisely describe the product or service that will be the result of your proposed R&D collaboration. This should be the ‘end-result’ or what this collaboration hopes to produce as a tangible product or service.

PART C: PROPOSED R&D PROGRAM (MAX. LENGTH 1/2 PAGE)

In this section, briefly state the project objectives. Analyze the problem your innovation seeks to address and give your proposed approach to its solution. Discuss the technical objectives. Briefly discuss the program plan.

PART D: MARKET STRENGTH (MAX. LENGTH 1/2 PAGE)

In this section, briefly describe the market gap which the innovation seeks to fill. Briefly discuss what the addressable market is and any barriers which must be overcome and your strategy to overcome them. Also note any competitive products or services and the current involvement of the participants within the market.

PART E: COMMERCIALIZATION – PLANS AND PROSPECTS (MAX. LENGTH 1/2 PAGE)

In this section, briefly describe the commercialization strategy for your innovative product/service.

Include: -Your market penetration strategy (and any intellectual property or patent issues which will arise)

-Current relationships with channel partners and sales and services networks

-Participants ability to commercialize given financial and other resources

PART F: COLLABORATION AND COOPERATION (MAX. LENGTH 1/2 PAGE)

In this section, briefly explain the expertise of all R&D teams contributing to this project. Discuss how the collaboration is integrating the skill sets or comparative advantages of all parties involved. Also note if the project is leveraging previous research and investments from other sources.

PART G: ORGANIZATION AND MANAGEMENT PLAN (MAX. LENGTH 1/2 PAGE)

In this section, briefly discuss how each lead participant plans to manage the project and the duties each member will have. Explain the organizational structure of the management team, if new staff will be required, if consultants or subcontractors will be required, etc.

PART H: PARTICIPANTS AND THE PROJECT PERSONNEL (MAX. LENGTH 1/2 PAGE)

*In this section, briefly discuss the core competence of the project team and its ability to complete the project and commercialize the results. Note if the participants are leaders in their field. Present the track record of the companies/organizations in commercialization. Most importantly, explain **if there will be an exchange of young researchers through this collaboration** and their value to the project.*

PART I: DOMESTIC AND INTERNATIONAL BENEFITS (MAX. LENGTH 1/2 PAGE EACH)

In this section, summarize the key benefits to Ontario (Canada) and India through this research and development collaboration and the commercialization of your proposed product or service. These can include but are not limited to new markets, job opportunities, leadership in the market, productivity improvements, etc.

For Ontario (Canada):

For India:

PART J: COMPANY INFORMATION (MAX. LENGTH 1/2 PAGE EACH)

In this section briefly provide the following for the lead companies (in each country) being used as the commercialization vehicle:

- Number of years in business, number of full-time and half-time employees*
- Core business of the company*
- Summary of the management team*
- Previous international collaborations and technical and commercial outcomes*
- Other public/private ventures, sources of personal funding, etc.*

Name of Company in Ontario (Canada):

Name of Company in India:

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Research and Business Reviewers

*ISTPCanada and GITA will accept suggestions for panelists for the review of your proposal. Your suggested reviewers will be placed into a pool of names from which panels are chosen. Panelist provided by the applicant may or may be used for the review of your proposal. Please suggest a panelist who you believe will be able to provide a fair and unbiased review of your proposal by providing his/her name and contact information below. Preference will be given to those panelists located in a credible academic institution or business within **Canada**. Typical reviewers are academic, subject matter experts from universities, colleges and government labs, industry experts and sector experts in the venture capitalism community. Conflict of Interest rules are applicable.*

Canadian Research Reviewers:

Name:	
Position:	
Department:	
Company/Organization:	
Telephone - Office:	
Telephone - Mobile:	
Fax:	
E-mail, primary:	
E-mail, alternate:	
Website:	
Address - Street:	
Address - City:	
Address - Province:	
Postal Code:	

Name:	
Position:	
Department:	
Company/Organization:	
Telephone - Office:	
Telephone - Mobile:	
Fax:	
E-mail, primary:	
E-mail, alternate:	
Website:	
Address - Street:	
Address - City:	
Address - Province:	

Postal Code:	
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Canadian Business Reviewers:

Name:	
Position:	
Department:	
Company/Organization:	
Telephone - Office:	
Telephone - Mobile:	
Fax:	
E-mail, primary:	
E-mail, alternate:	
Website:	
Address - Street:	
Address - City:	
Address - Province:	
Postal Code:	

Name:	
Position:	
Department:	
Company/Organization:	
Telephone - Office:	
Telephone - Mobile:	
Fax:	
E-mail, primary:	
E-mail, alternate:	
Website:	
Address - Street:	
Address - City:	
Address - Province:	
Postal Code:	

FOR FURTHER INFORMATION CONTACT:

CANADA

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INDIA

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Canada

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