

# Canada Business Network

## Your Resource for Success

Elliot Schiller

Are you starting a new business, growing an established company, or adapting your business to the ever-changing economic landscape? If so, the Canada Business Network is an excellent business information resource.

The program is sponsored by the Government of Canada, through Innovation, Science and Economic Development Canada with a collaborative arrangement among federal departments and agencies, provincial and territorial governments, and not-for profit entities. Its stated goal is "to provide your business with the resources it needs to grow and prosper, including a wide range of information on government services, programs and regulations."

"Canada Business Network (CBN) promotes entrepreneurship and innovation, and provides assistance through an organized network of service centres across Canada. There is a centre in each province and territory working with partners in many communities across their region, providing you with numerous service access points."

CBN resources include information on topics such as, starting a business, government financing programs, exporting, taxation or how to hire employees. Each of the specific provincial offices can help you with business planning, specialized market research, financing and other government programs and services that may be applicable to you.

### Financing

Through CBN you have access to a comprehensive database of all federal and provincial programs available to small businesses. For example, the Canada Small Business Financing Program can help you access funds for your business. There are many other possibilities for funding out there, so it pays to do some research. The best place to start is by understanding the different types of financing to determine which one is right for you. Whatever your specific needs, CBN has the information to assist you. Of course, getting financing requires both a forward-looking, yet still realistic business plan. For possible investors, it's the document that sells your idea, demonstrates its potential, and is the blueprint of how you can make it work over the long term. CBN resources can help you develop a comprehensive business plan that includes:

- A brief summary of your plan
- A description of your business idea
- Your marketing and sales strategy
- Details on how your business will operate, including human resource and financial forecasts

### Market Research

CBN can also assist you in market research with specialized market research services. They can help you research information such as:

- Knowing potential customers
- Canadian demographics and consumer spending data
- Identifying your potential competitors
- Finding suppliers, manufacturers and distributors
- Locating industry associations
- Information on the best location to open your business
- How to price and advertise your product or services
- International trade data, importing and exporting

### Managing Your Business

CBN provides a wide range of resources to assist you with managing your business. These include topics such as:

- Day-to-day operations
- Start and grow a social enterprise
- Marketing and sales
- E-business security, privacy, and legal requirements
- Using technology in daily operations
- Digital literacy

### Growing Your Business

Expanding a business requires preparation. How do you want to grow, new products, expanded customer base, new markets? Do you have the resources to succeed? CBN provides you with information from innovation, to joint ventures to networking. Information includes:

- Planning for business growth
- Exporting and importing
- Business support organizations
- Social enterprises and non-profits

### Government

When my partner and I started our business in 2002, we used to joke that every profit dollar we earned was split three ways, 1/3 for my partner, 1/3 for me, and 1/3 for the government(s). CBN can help keep you on top of all of your obligations, such as taxes and regulations that apply to your business. Information includes:

- Taxes, GST/HST
- Registering a business
- Permits and licenses
- Regulations
- Copyright and intellectual property
- Selling to government
- Considering bankruptcy
- Closing your business
- Government grants and financing
- Social enterprises and non-profits

Success, hard work, knowledge and preparation usually go hand in hand. CBN puts resources at your fingertips, free of charge.

# Services Provided by Teeger Schiller Inc.

## Management Consulting Division

- Existing Systems Evaluation
- Existing Systems Improvement
- Needs Analysis
- New System Search / Selection
- Implementation Project Management
- Logistics / Operations Consulting
- Best Practices Consulting
- Change Management
- E-commerce Support
- Data Mining / Business Intelligence



## SR & ED Division / Grant Division

- Identify and Develop Claim
- Engineers / Former Federal Employees
- Up-to-date on Program Nuances and Changes
- Templates Provided for Project Documentation
- SR & ED Technical Claim Preparation
- Training to Ensure Proper SR & ED Tracking
- SR & ED C.I.C.A. Continuing Education Credit Courses
- Free Consultation to Evaluate Claim Potential
- Meet with CRA to Support and Defend Claim
- Government Funding Opportunities



## Policy Governance® • IT Governance

- Policy Governance® / IT Governance Workshops
- Policy Governance® / IT Governance Implementation
- Board Coaching
- CEO / ED / CIO Coaching
- Policy Governance® / IT Governance Templates (CobIT)
- Owner Accountable Leadership

- Ensuring Fiduciary Compliance
- Develop Board of Directors Policy Manual
- Board Process Maintenance
- New Directors Orientation



## David Teeger

### Director

David Teeger C.A., C.A. (S.A.) graduated as a Chartered Accountant in South Africa, and upon arrival in Canada he obtained his Canadian C.A. designation and joined Richter & Associates, a management consulting firm, where he concentrated his practice on various business sectors including household goods, fashion, automotive parts, public associations, and retail chains. He performed many roles in his 15 years at Richter, including managing the professional services organization in North America and all business operations throughout Europe.

David's professional capabilities include computer audits, feasibility studies, system analyses and assistance in the selection, negotiation and implementation of computerized solutions.

As a founding partner of Teeger Schiller Inc., he has focused his practice on consulting to management. His team of professionals has helped businesses select and successfully install a variety of ERP business solutions and add-on systems including business intelligence solutions to give new life to existing computer systems. David's clients not only rely on him to successfully manage the implementation of their new systems, but to manage the change that occurs in their organizations as a result of the use of these new tools.



## Elliot Schiller

### Director

Elliot Schiller, Ph.D., C.M.C. began his career as a Chemical Engineer working for Grumman Aircraft, in Long Island, New York. He obtained his Ph.D. at the University of Pittsburgh with funding from the U.S. Atomic Energy Commission, and, after being awarded a Presidential Fellowship, he went on to perform research and development activities at Brookhaven National Laboratory.

Since coming to Canada, he has primarily assisted consumer products and retail organizations in a variety of strategic management initiatives, traveling around the globe on behalf of his clients. In 1987, Elliot joined Richter & Associates, and it is here that he first met David Teeger.



As a founding partner of Teeger Schiller Inc., he has focused the SR&ED / Grant Division on obtaining grants and tax incentives for over 100 companies in the small to medium sized business sector. His team has provided services to the discrete / processing manufacturing, material development, textiles, apparel, automotive and computer sciences sectors. Annually, Teeger Schiller Inc. secures more than \$5 million in government funding to assist its clients in having their business initiatives supported by government funding.



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