

The SD Tech Fund

Bringing Your Innovations to Market

Elliot Schiller

The SD Technology Fund provided through Sustainable Development Technology Canada (SDTC) supports cleantech projects that address climate change, air quality, clean water and clean soil. It is designed to support the development and pre-commercial demonstration of cleantech solutions. The aim is to increase each solution's chances of successfully making it to the marketplace, and help Canadian entrepreneurs carry out their innovation efforts within Canada. The Government of Canada has allocated a total of \$915 million for the fund.

SDTC supports projects, not companies per se, and, every cleantech project considered for SDTC funding is subject to a multi-phased application process that includes stringent due diligence to "ensure funds are invested wisely on behalf of Canadians". The process combines the same attention to technology and market aspects of due diligence as that of the private sector, with an additional layer of appraisal that examines broad public environmental, economic and health benefits.

Successful application will not only have the right technology, but have the right managerial, financial, and technological expertise to successfully bring their innovations to market. As a result, a lot of weight is placed on having the right 'Go-to-Market Consortium', a consortium that should include representatives of the project's full value chain from suppliers to end users.

SDTC supports technologies that address the challenges of Clean Air, Soil, Water and Climate Change, including technology solutions focused on these current technology priority areas:

- Responsible resource development: Mitigate environmental impacts associated with Canada's natural resource sector through technologies in the oil and gas, mining, and forestry sectors.
- Next generation transportation: Technologies related to next generation vehicles having reduced emissions and higher energy efficiency, with a focus on freight transportation.
- Resource and energy efficiency: Technologies that encourage energy efficiency in buildings and industrial processes, with a focus on industrial water use efficiency.
- Clean energy: Technologies that enable clean energy production, distributed power generation and energy storage as well as technologies related to carbon capture and storage, integrated energy systems, and biorefinery/biochemical production.
- Agriculture: Technologies that increase yield and improve temperature and drought resistance of agricultural crops, mitigate land-use changes and biodiversity loss and

diversify farm incomes.

- Northern and remote communities: Innovative technologies and solutions for self-sufficiency in smaller communities, such as food security, heavy-lift transportation, small-scale renewable energy and microgrid applications.

Your enterprise is eligible for SD Tech Fund consideration if you:

- Have formed, or have the intention to form, a Canadian company to develop your clean technology innovation and carry out the majority of development and demonstration work here – we welcome the participation of international companies as consortium partners, but the lead applicant must be Canadian
- Can prove your technology is highly innovative (new intellectual property); will bring environmental and economic benefits to Canada and aligns with SDTC's technology priority areas
- Have a business plan that explains the economic and environmental impact of your technology, and includes other sources of funding, and one or more industry partners

You should be considering the SD Tech Fund if you:

- Have an innovative and high potential clean technology at the right stage of development (beyond proof of concept, but pre-commercial)
- Need to access funds and guidance in order to bring your technology successfully to market
- Are prepared to enter into a contract or collaborative arrangement with partners so that your project has the right managerial, business planning, financial, strategic and technological capacity

Eligible applicants can receive up to 33% of eligible project expenses with a total funding contribution ranging from \$200,000 to \$15,000,000 in Canadian government grants. Most projects accepted into this program will last between 2-3 years in duration and conclude with the technology's commercialization phase. While many government granting programs preclude obtaining funding from other government grant programs (the term used within the government is "stacking"), not so, with SD Tech Fund. The SD Tech Fund may be stacked with other federal and provincial grants to provide a maximum 75% of eligible project expenses. The only caveat is that provincial grants cannot be stacked.

If you have an idea that represents a disruptive technology that will replace existing technologies and reduce greenhouse gas emissions, environmental contamination, or water consumption, here is an excellent way to receive funding support to bring your product to market.

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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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