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# Thinking big at Graph Expo and getting government funding assistance

Elliot Schiller

This year at GRAPH EXPO you are being asked to “**Think Big**”. Along those lines, Graphic Expo 16 “welcomes Wide Format Inkjet Printers”. If you are thinking of expanding your business to develop a wide format capability, funding support might be available.

There are two federal programs in particular that might provide you with funding assistance. IRAP, the Innovation Research Assistance Program, and SR&ED, the Scientific Research and Development Program are both available for companies that are committed to innovation.

The National Research Council of Canada which oversees IRAP, states that IRAP “helps firms to develop technologies and successfully commercialize them in a global marketplace”. In 2015, NRC also introduced its concierge service for the purpose of helping small to medium sized enterprises navigate the available array of innovation resources and support programs. Once you contact the IRAP concierge service, they will guide you through a needs assessment. Concierge Advisors are located across Canada and will provide one-on-one assistance to provide you with an assessment of what innovation services are most relevant to your innovation objectives. However, IRAP has a limited budget and not all projects can be approved. As we have mentioned many times in this column, government funding programs with a limited budget often run out of funds before the funding year is over. In the case of IRAP, the year begins in April. Therefore, funding requests submitted before December stand a better chance of funding than those submitted in the last quarter of the federal governments’ fiscal year.

In cases where there is no or limited funding, you can also obtain funding assistance through the SR&ED program.

SR&D unlike IRAP, does not have a limited budget. Based on the most recent government statistics, SR&ED annually provides over \$3 billion to innovators across Canada to encourage them by financially supporting their innovation projects. Further, SR&ED does not require that you present your innovation ideas for approval prior to experimental development. It simply requires that you perform your development via systematic investigation.

If you have ever dealt with government funding programs in the past, you will know that it is important to follow the rules. In the case of SR&ED, the golden rule, systematic investigation, must be followed or your project will be disqualified. Canada boasts that it is the most funding friendly G7 country to do your experimental development in. This is because, through SR&ED, the Government of Canada, along with supporting funding from the province where you conducted your innovation, is prepared to fund your project to approximately 50% of all costs, including employee salaries incurred, contractor expenses, and materials utilized during experimentation and prototype building. Systematic investigation requires that you conduct your innovative projects beginning with identifying the problem that you hope to solve; formulating a hypothesis aimed at reducing or eliminating that problem; and continuing in the planned manner until the problem is resolved or the project is halted. It is important that during this process you keep the results of your experimentation as the work progresses.



Elliot Schiller is a Director at Toronto's Teeger Schiller Inc., a company that specializes in obtaining government funding. His clients receive over \$5 Million annually to support their ongoing business Innovation. E-mail [eschiller@teegerschiller.com](mailto:eschiller@teegerschiller.com), visit [www.FundingHelp.ca](http://www.FundingHelp.ca) or phone 1-888-816-0222 Ext. 102.

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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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