



Federal Economic Development
Agency for Southern Ontario

Innovation, Science and
Economic Development Canada

Agence fédérale de développement
économique pour le Sud de l'Ontario

Innovation, Sciences et
Développement économique Canada



Canada's Regional Development Agencies

Federal Marine Procurement Outlook Session

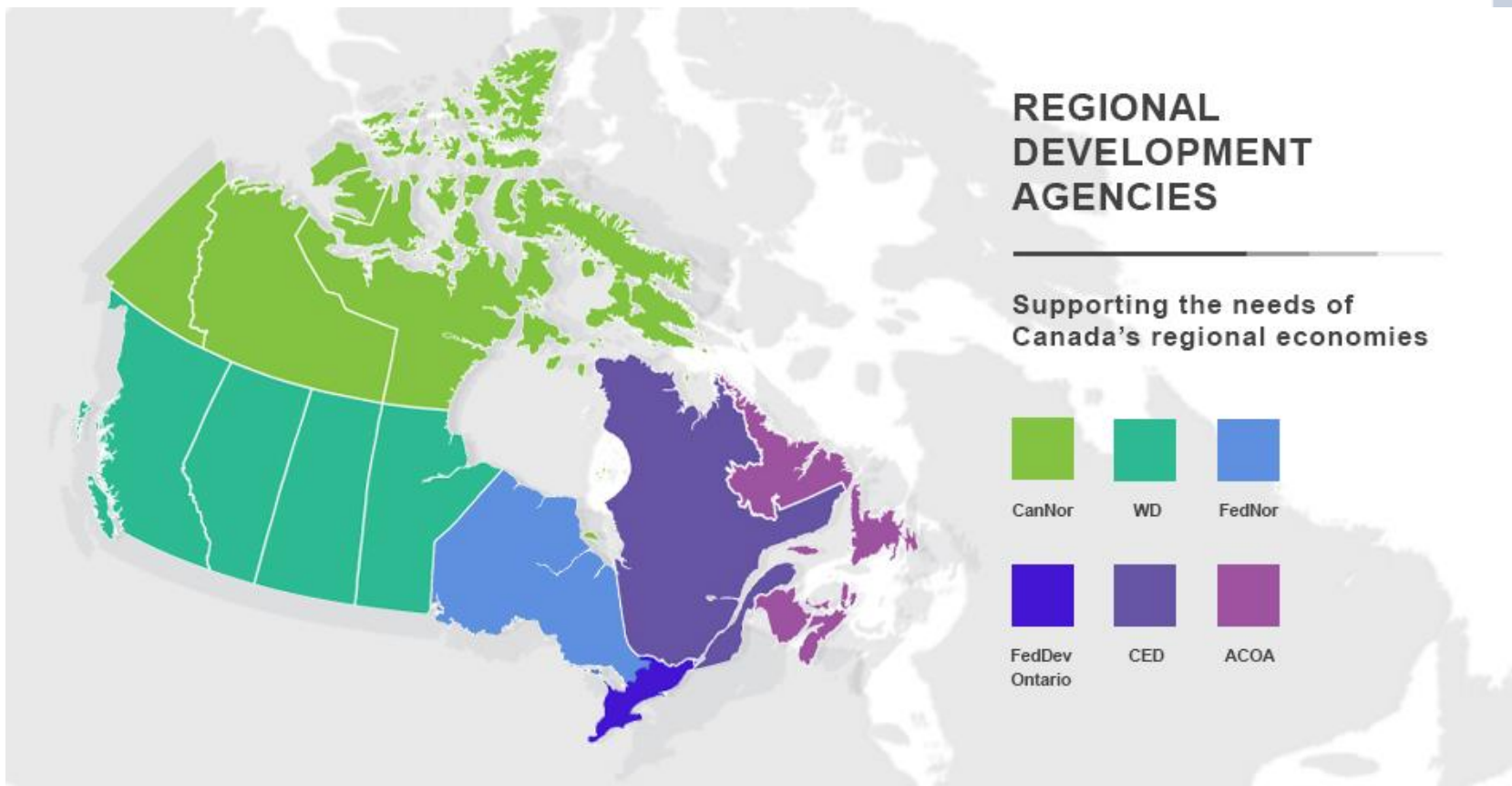
Christine McKnight
FedDev Ontario



About Us

REGIONAL DEVELOPMENT AGENCIES

Supporting the needs of Canada's regional economies





Our Roles

“Innovation drives economic growth across Canada. Our regional development agencies are there to help businesses and innovators grow, succeed and create good jobs for Canadians.”

- The Honourable Navdeep Bains, Minister of Innovation, Science and Economic Development



Convenor



Co-investor



Pathfinder



Champion



ITB Policy

- Requires companies awarded defence procurement contracts to undertake business activity in Canada equal to the value of the contract
 - Applies to all defence and major Canadian Coast Guard procurements **over \$100 million** when procurements are exempt or excluded from international trade agreements
 - All eligible defence procurements with contract values **between \$20-100 million** are reviewed for application of for application of the ITB Policy



Value Proposition

- A bidders' **economic proposal** to Canada
- The **weighted and rated element** of contractor selection along with technical and cost elements
- Designed through internal **market analysis, industry engagement, and third party defence analytics**



Objectives

- Support the long-term sustainability and growth of Canada's **defence industry**
- Support the growth of bidders' Canadian operations as well as their **suppliers in Canada**, including SMBs, in all regions of the country
- Enhances innovation through **research and development** in Canada
- Increases the **export** potential of Canadian-based firms
- Promotes **skills development and training** to advance employment opportunities for Canadians

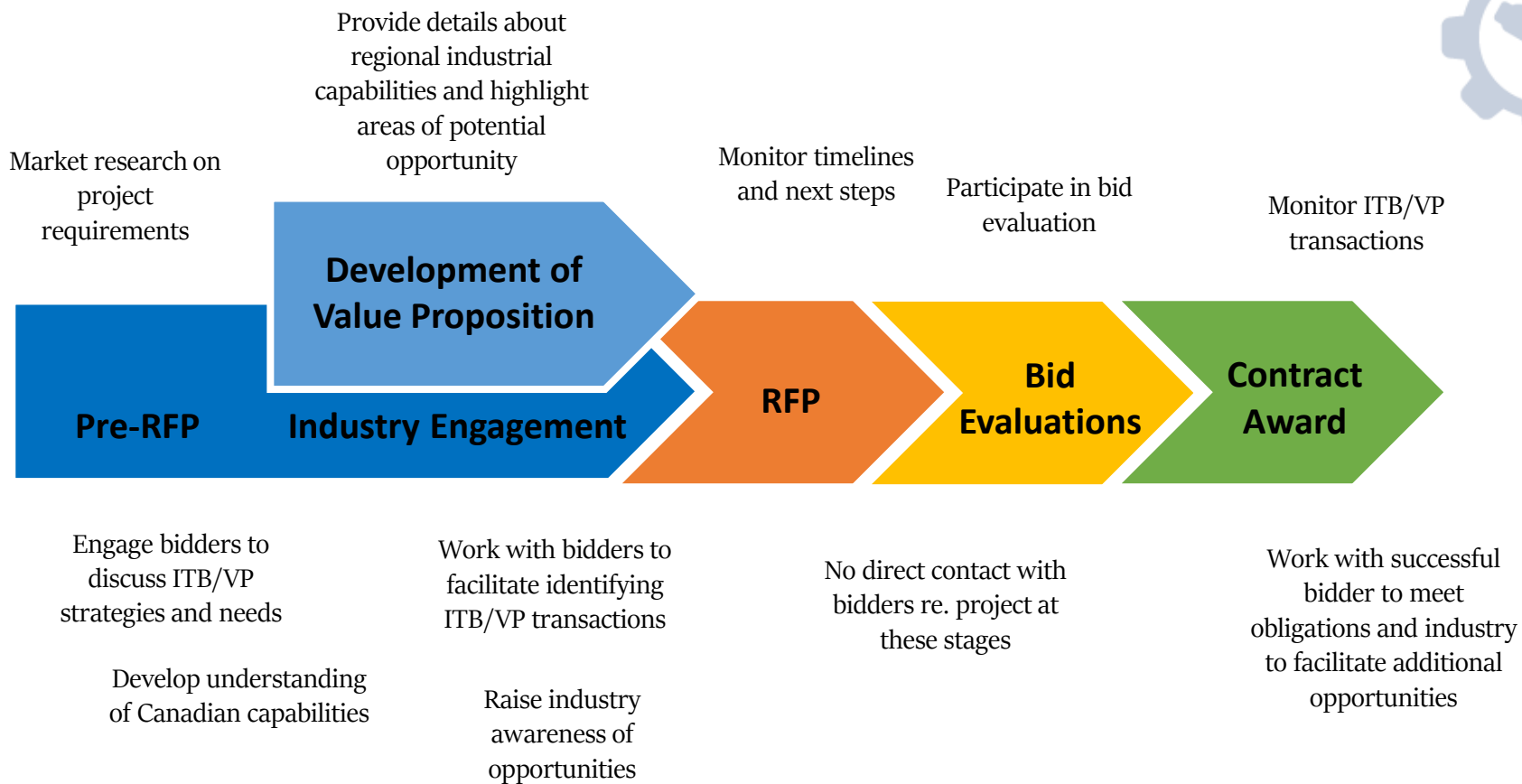


Why are RDAs involved?

- Canadian industry has benefitted greatly from defence activity, and by extension the ITB Policy
- The defence industry is present across Canada with regional specializations
- Current and future business opportunities in the billions
- Aligns with our roles as convenor, co-investor, pathfinder, and champion



RDA Activities





How to Get Involved

- Research upcoming and current procurements
- Visit BuyandSell.gc.ca
- Research defence contractors and their suppliers' products and services
- Register your company online
- Attend trade shows, industry days and events
- Make sure your company has any necessary accreditation
- Join an industry association
- Understand the ITB Policy – especially your Canadian Content Value
- Update your market materials



How your RDA Can Help You

- **CLARITY: HELPING YOU TO BETTER UNDERSTAND THE ITB POLICY AND ITS REQUIREMENTS**
- **HOSTING: EVENTS (E.G. BUSINESS-TO-BUSINESS) AND ORGANIZING SUPPLIER DEVELOPMENT**
- **PROMOTING: YOUR CAPABILITIES AT MEETINGS, TRADE SHOWS AND EVENTS**
- **CONNECTING: YOU WITH COMPANIES, POST-SECONDARY INSTITUTIONS, RESEARCH CENTRES,**



Connect with Us

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