



THE GLOBAL BUSINESS INNOVATION PROGRAMME

Canada - Ocean Technology

The Global Business Innovation Programme, organised by Innovate UK and delivered by Innovate UK EDGE, consists of a preparation phase, a 5-day Innovation Visit focused on Canada, a follow-up Exploitation Workshop, and bespoke one-to-one support from an Innovate UK EDGE Innovation and Growth Specialist, helping your business maximise the opportunities identified, including developing innovation projects with partners in the territory.

The Innovation Visit to Halifax, Nova Scotia, includes participation at Canada's premier event for the ocean technology sector. The [H₂O: Home to Overseas Conference and Exhibition](#) will include: the ocean industry showcase, UK pavilion presence, exclusive networking opportunities through pre-arranged B2B meetings with like-minded Canadian and international businesses, formal receptions and the high-profile international Oceans Gala Dinner. This year's conference will also include on-water demos at the Centre for Ocean Ventures & Entrepreneurship (COVE).

Why Canada?

Canada has become a world leader in engineering products and services suited to extreme harsh ocean environments, marine remote sensing technologies, and ocean observing systems. More than half of Canada's \$30bn ocean economy is anchored in Atlantic Canada, including the key province of Nova Scotia.

Atlantic Canada and Nova Scotia, in particular, is home to a strong cluster of ocean industries and to ground breaking ocean research. This region is quickly becoming a globally recognised hub of oceans expertise with the potential to be a significant contributor to a number of Global Value Chains associated with the oceans sector.

Benefits:

- Explore Ocean Technology opportunities in Canada.
- Gain a better understanding of the challenges and opportunities of doing business in Canada.
- Find potential innovation collaborators and partners and develop your network globally.
- Improve your company value proposition to international partners and investors.

Focus Areas: This initiative is particularly relevant for businesses in the areas of:

- Aquaculture
- Fisheries
- Marine Energy
- Marine Environmental Monitoring
- Marine Net Zero
- Marine Observations
- Marine Robotics
- Marine Transportation
- Ocean Plastics

Key Technologies with marine applications including, but not limited to:

- Alternative Energy
- Aquaculture Systems
- Autonomous Vessels
- Fishery Processes and Management
- Ocean Sensors
- Robotics and Drones
- Vessel Design and Manufacture

KEY DATES:

Applications
Close:
27 March 2022

Pre-Visit
Briefing
Workshop:
3 May 2022

Innovation
Visit:
12 - 18 June
2022

Exploitation
Workshop:
21 Sept 2022

WHAT TO EXPECT:

Innovate UK's Global Business Innovation Programme helps high-growth innovative UK businesses to explore and exploit the collaboration, innovation and growth opportunities that exist in a specific international market around a particular theme. The programme supports cohorts of up to 15 businesses providing detailed market knowledge, cultural insights and connections and is based around three stages:

- **Prepare for the market:** Briefing by sector and market experts on Atlantic Canada's marine technology, innovation and research ecosystem and key players, market dynamics and cultural aspects of conducting business in Canada. Delegates also receive help to find partners and arrange meetings.
- **Visiting the market:** Providing opportunities to attend pre-arranged meetings and activities with key organisations and to meet potential partners and collaborators and build relationships. This will include participation at Canada's Premier Conference, Exhibition and Ocean Industry Showcase the [H₂O: Home to Overseas Conference and Exhibition](#) and site visits. (5 days of market related activity)
- **Exploiting the opportunity:** Participating companies will benefit from an Exploitation Workshop and bespoke one-to-one support from an Innovate UK EDGE Innovation and Growth Specialist to maximise the opportunity.

INNOVATION VISIT ITINERARY (subject to change):

Participants will need to comply with [Canadian](#) and [UK](#) travel requirements. Should travel not be permitted the programme may be delivered virtually or postponed.

Date	Activity
12 June 2022	Depart UK / Arrive Halifax, Nova Scotia, Canada
13 June 2022	Market and Technology Orientation
14 - 16 June 2022	Canada's Premier Conference, Exhibition and Ocean Industry Showcase H₂O: Home to Overseas Conference and Exhibition and COVE Demo Day
17 June 2022	Site Visits
18 June 2022	Depart Canada / Arrive UK

TO APPLY FOR THIS INITIATIVE, YOU MUST:

Be a UK based innovation-led company with ambitions to grow and internationalise.

Be a company with fewer than 500 employees.

Be able to attend and complete all activities.

WHAT IS THE COST?

Innovate UK will fund and organise flights, accommodation, in-market travel, and conference fees for successful applicants. Innovate UK will also pay for any reasonable adjustments throughout the initiative. Only one representative from each company will be funded. On acceptance to the initiative a commitment fee of £500 will be obtained from each company, which will be refunded on completion of the full activities and agreed action plan. Non-completion after formal acceptance may result in forfeiting some or all the commitment fee.

HOW TO APPLY?

[Click here](#) to obtain the application form which must be completed and submitted by midnight on Sunday 27 March 2022. The Global Business Innovation Programme is a competitive process and successful applicants will be notified by 8 April 2022.

Innovate UK is committed to improving the diversity of who we support. As such, we welcome applications from under-represented groups.

ADDITIONAL INFORMATION & ASSISTANCE:

For more information, assistance with your application or to discuss accessibility needs, please contact Julie Coles at email Julie.Coles@innovateukedge.ukri.org or call +44 (0) 7974 984766.