



ACCELERATED OCEAN SOLUTIONS PROGRAM July 2020 CALL FOR PROPOSALS

Short-Term Ocean Projects to Help Continue to Build Resiliency in Ocean Sectors



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INTRODUCTION

Canada's Ocean Supercluster is an industry-led transformative cluster focused on tackling the shared challenges of multiple ocean sectors through a collaborative program designed to accelerate the development and commercialization of globally relevant solutions.

This includes leaders in fisheries, aquaculture, offshore resources, bioresources, transportation, marine renewables, defence, and ocean technologies who are committed to leveraging collective strengths and working together.

Given the success of our first Accelerated Ocean Solutions Program (AOSP) Call for Proposals in attracting new members and new project ideas, combined with the ongoing importance of encouraging and supporting innovation investments in these uncertain times, we have launched a second Call for Proposals to continue the momentum and provide further opportunities for smaller projects on an accelerated timeline.

ACCELERATED OCEAN SOLUTIONS PROGRAM – July 2020 CALL FOR PROPOSALS

Through the second Call for Proposals, Canada's Ocean Supercluster is further investing in the AOSP to trigger additional industry investment in innovation and capability-building in oceans during this challenging time. This is a deadline-driven, competitive opportunity for projects that can be completed in less than two years.

Successful projects will deliver definitive, distinctive commercial outcomes, support the resolution of near-term capability and operational challenges of OSC members, and meet program requirements, which are articulated in this document.

The minimum eligibility requirements for projects submitted to the AOSP July 2020 Call for Proposals must be met, and include:

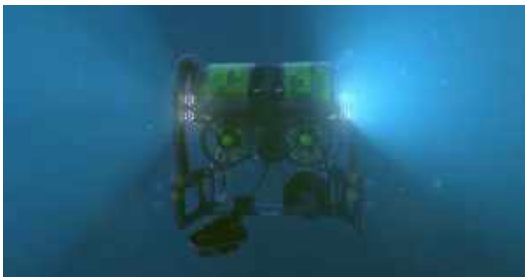
- The Lead Applicant must have operations in Canada and be a member of the OSC. Please see page 6 for additional details on how to become an OSC member.
- At least one small-medium sized enterprise (less than 499 employees) must be directly involved and benefit from the project.
- The project must demonstrate meaningful collaboration between a minimum of two organizations. The OSC encourages collaboration with private and public sectors organizations including companies, startups, non-profits, and other publicly funded research institutions.
- All projects must be incremental to the regular business undertakings of applicants. Successful EOI applicants will be required to assert that their proposal is not a project in progress at the applicant(s) organization(s), and that the proposed project is new or that OSC funding will be used to expand the scope or scale of a proposed project.
- Projects that do not contribute sufficient industry contributions for the requested OSC funding will not be processed. Please see page 6 of this document and the EOI template for additional details.

APPLICATION PROCESS

The AOSP July 2020 Call for Proposals process consists of several steps:

EXPRESSION OF INTEREST (EOI)

- The project Lead Applicant must become an OSC Member before the EOI submission deadline to be eligible to submit an EOI.
- Applicants must complete and submit an EOI using the OSC prescribed EOI template by the stated deadline.
- No additional documents, letters, appendices, or attachments other than the EOI template will be processed.
- The OSC will not review draft EOIs or provide project-specific feedback to individual organizations as they prepare EOIs. This will ensure all EOI applicants have access to the same information.
- EOIs will be evaluated by an OSC Call Evaluation Committee (CEC). All applicants will be informed of the outcome by the end of August 2020. Only applicants successful in their EOI submission will be eligible to submit a proposal. Applicants that are not successful in their EOI submission will not receive detailed evaluation feedback.



FULL PROPOSAL

- The OSC will invite successful EOI applicants to submit a proposal before the end of August 2020. The details of the proposal development process will only be communicated to successful EOI applicants.
- Applicants will have four weeks from the date of notification to develop and submit full proposals.
- Applicants must prepare and submit proposals in the prescribed format.

PROPOSAL SELECTION AND AWARD

- EOIs and proposals will be evaluated by an OSC Call Evaluation Committee (CEC), and selection recommendations will be ratified by the OSC Board of Directors. All individuals involved in the evaluation process will be under an OSC non-disclosure agreement and in compliance with OSC's Conflict of Interest Policy.
- Applicants will be notified of the selection outcome and any conditions for funding. Applicants may be requested by the CEC to revise one or more aspects of their proposal before their project's selection outcome is finalized.
- Selected applicants are required to enter into a Project Agreement, which sets out the terms and conditions related to funding.
- Applicants that are not successful in their proposal submissions will be invited to discuss proposal evaluation feedback.

PROJECT SELECTION CRITERIA

The AOSP July 2020 Call for Proposals remains focused on three Project Themes:

AOSP Project Themes:

- i. Remote operations;
- ii. Digital/automated technologies; and
- iii. Environmental technologies.

The AOSP Project Themes are highly relevant to the recovery of Canada’s ocean economy and are in line with interests of OSC members. A successful EOI will demonstrate relevancy to one or more of the Project Themes. Some general examples of project outcomes that are relevant to AOSP are summarized below:

(i) Project Theme: Remote operations	(ii) Project Theme: Digital/automated technologies	(iii) Project Theme: Environmental technologies
<ul style="list-style-type: none">• Increased performance, scalability, and interoperability of remote sensor technologies.• Improved decision-making processes associated with assets in remote locations.• New products that reduce human-to-human interaction in marine environments.	<ul style="list-style-type: none">• Validation of a new digital product or new in-service digital offering for ocean operations, personnel training, or asset maintenance.• Advancement/pivot of existing digital product towards a scalable/global platform.	<ul style="list-style-type: none">• A new ocean-related product or process that delivers a reduction in emissions.• Commercialization of an ocean-derived product or ocean-destined feedstock.• Validation of environmental sensors towards a new market/application.

Below is a summary of the AOSP July 2020 Call for Proposals selection criteria and criteria weightings:

- 1. Commercial opportunity 20%**
- 2. Innovativeness of the project idea 20%**
- 3. Competitive differentiation and Return on Investment (ROI) 20%**
- 4. Capability and ecosystem building 20%**
- 5. Project team and execution plan 20%**

1. Commercial opportunity (20%)

- There is a clearly defined, compelling commercial opportunity.
- Project focus and outcome is relevant to at least one of the Project Themes.
- The target market is well described.
- The project outcomes are definitive and clear.

2. Innovativeness of the project idea (20%)

- The technology advancement to be made has been demonstrated.
- Well-articulated detail provided about the nature and distinctiveness of the technology.
- Claims made about the technology's anticipated performance are substantiated.
- The strategy to commercialize the innovation is known and made clear.

3. Competitive differentiation and ROI (20%)

- The applicant's current position in the market and the competitive landscape are well described.
- The technology advancement made in the project will deliver superior characteristics compared to other alternatives.
- Revenue projections are realistic and are in line with the rest of the proposal.
- The project delivers a compelling financial ROI.

4. Capability and ecosystem building (20%)

- Contributes to developing Canada's digital ocean workforce.
- Benefits the consortium and/or other ecosystem players.
- Develops or creates skills, capabilities and jobs.
- Provides opportunities for underrepresented groups.

5. Project team and execution plan (20%)

- The role of each collaborator is clear.
- Sufficient experience and expertise exists within the project consortium.
- How the project will be delivered is well-articulated, with a clear breakdown of tasks and deliverables.
- The budget is clear and in line with project scope.

INFORMATION & REQUIREMENTS

EOI DEADLINE: AUGUST 11, 2020 AT 4:00PM ATLANTIC TIME.

Program information: All information relevant to the AOSP program, including the EOI template, is available on OSC's AOSP webpage:

oceansupercluster.ca/projects/accelerated-ocean-solutions-program/

EOI submission: EOIs must be submitted by the Lead Applicant before the stated deadline to: ***AOSPsubmissions@oceansupercluster.ca***

Lead applicant: The project Lead Applicant must be a private sector firm. A firm can be the Lead Applicant on only one EOI submission.

Membership: The project Lead Applicant must become an OSC Member before the EOI submission deadline to be eligible to submit an EOI.

- To become a member, you will need to read the OSC Unanimous Members Agreement and By-Laws, then sign and submit a Joinder Agreement to the OSC.
- To receive these documents, fill out this form: ***<https://oceansupercluster.ca/become-a-member/>***
- Return the signed Joinder Agreement to ***membership@oceansupercluster.ca***
- You will receive a confirmation of your membership and login credentials for the OSC Member Portal within one business day of returning your signed Joinder.
- An EOI that is submitted by a Lead Applicant who is not an OSC member by the Call deadline will not be processed
- Additional information on membership can also be found here: ***oceansupercluster.ca/members/osc-member-info***

Project duration: The maximum permitted project duration is two years.

Reimbursement rate: The OSC supports projects by reimbursing a portion of the cash and in-kind contributions made by private sector firms (industry contributions) that are participating in the project. The OSC will reimburse up to 55% of a project's industry contributions. There is flexibility to adjust reimbursement rates within certain cost categories as long as the overall reimbursement rate is maintained at or below 55%.

Industry contributions: A minimum of one private sector firm must make a financial contribution to the project. Other additional sources of industry or public funding are not required but are supportive to the application.

Cost eligibility: Up to 25% of total project industry contributions can be in-kind. Salaries of new and existing personnel are considered cash and should be included as cash contributions. The OSC's Eligible Project Cost Guidelines can be found on the AOSP webpage, and provide additional details on eligible and ineligible project costs as well as reimbursement rates on in-kind contributions. Other sources of industry or public funding that are contributed to the project are not required but are supportive to the application.

INFORMATION & REQUIREMENTS

Maximum budget: The maximum OSC funding contribution cannot exceed \$2M per project.

For example: An OSC funding contribution request for \$2M requires an industry contribution of \$1.636M to be put forward by private sector firms. Up to \$409K (25%) of the industry contribution can be in-kind. The industry contribution salary component should be included as a cash (not in-kind) contribution. Under this example, the project would have a total value of \$3.636M.

Minimum budget: The minimum OSC funding contribution must be \$100K or greater per project.

For example: An OSC funding contribution request for \$100K requires an industry contribution of \$81.8K to be put forward by private sector firms. Up to \$20.45K (25%) of the industry contribution can be in-kind. The industry contribution salary component should be included as a cash (not in-kind) contribution. Under this example, the project would have a total value of \$181.8K.

The OSC offers a Core Technology Leadership program that is separate from this Call for Proposals. If you wish to better understand other options to advance a project idea, please contact:
susan.hunt@oceansupercluster.ca



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