



OCEAN OBSERVATION CALL FOR PROPOSALS

Guidelines
September 2025

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EOI SUBMISSION

DEADLINE FOR THE EOI APPLICATION:

Monday, September 29, 2025

2:00 PM ADT | 2:30 PM NDT | 1:00 PM EDT
12:00 PM CDT | 11:00 AM MDT | 10:00 AM PDT

COMPLETE EOI SUBMISSIONS MUST BE SUBMITTED BY EMAIL TO:

oceanobs@oceansupercluster.ca

OCEAN OBSERVATION 2025 CALL FOR PROPOSALS WEBPAGE:

oceansupercluster.ca/ocean-obs

CALL FOR PROPOSALS WEBINAR

Thursday September 11, 2025

1:30PM NDT | 1:00PM ADT | 12:00PM EDT
11:00 AM CDT | 10:00 AM MDT | 9:00 AM PDT

REGISTER NOW

INTRODUCTION

Canada's Ocean Supercluster accelerates the development and commercialization of made-in-Canada ocean solutions in sectors spanning energy transition, food security, the future of transport, and climate change while growing more companies, creating more jobs, and attracting ocean talent. As Canada's national ocean cluster, the OSC is a convenor of members, partners, and networks and a catalyst for transformative growth that helps build the robust ecosystem needed to help realize [Ambition 2035](#) - a 5X growth potential in the ocean economy in Canada by 2035. To date, the OSC has approved more than 140 projects, delivering hundreds of made-in-Canada ocean products, processes, and services to sell to the world. For more information visit oceansupercluster.ca.

The Ocean Observation 2025 Call for Proposals is aimed at transforming how we observe and understand the ocean. Canada's Ocean Supercluster (OSC) invites bold, collaborative projects that introduce innovative technologies, platforms, or methodologies to enhance ocean monitoring, whether on the surface, underwater, or via remote systems such as satellites. This Call is directly aligned with Ambition 2035, OSC's long-term vision for a digital, sustainable, and globally competitive ocean economy. Proposals must demonstrate how their scope, objectives, and outcomes contribute to this ambition, whether through enhanced data capabilities, improved safety, environmental stewardship, or new commercial pathways.

Investing in ocean observation technologies is strategically vital. As Canada's ocean economy faces increasingly complex challenges—from climate resiliency, to infrastructure sustainability, to maritime safety—advanced observation capabilities are essential to drive operational efficiency, foster innovation, and position Canadian companies as global leaders. This Call aims to empower organizations to develop and deploy transformative solutions that not only enhance their immediate capabilities, but also generate new intellectual property and digital infrastructure that will serve as the foundation for future advancements.

A key priority of this Call is to improve ocean observation capabilities in remote, harsh, and data-sparse environments, with a particular focus on Canada's Arctic. Projects that enable safe, scalable, and cost-effective monitoring in these regions are strongly encouraged, especially where they support Indigenous-led initiatives, infrastructure sustainability, and climate adaptation.

Emerging sectors such as offshore wind and marine hydrogen are also in scope, where ocean observation plays a critical role in infrastructure monitoring, operational efficiency, and regulatory compliance. Successful proposals will clearly define the ocean observation challenge, explain its importance, identify the intended beneficiaries, and demonstrate how the solution advances the current state of ocean monitoring.

Outcomes should contribute to more accessible, high-quality, and timely decision-making, enhance safety, and enable new capabilities across Canadian ocean operations. Projects are expected to generate long-term value through proprietary innovations, digital infrastructure, and job creation in the ocean economy.

The Call prioritizes projects across eight thematic areas:

- Maritime Safety and Situational Awareness
- Fisheries and Aquaculture
- Ports and Infrastructure
- Climate and Environment
- Commercial Navigation and Shipping
- Research and Innovation
- Offshore Wind Environment & Site Assessment
- Ocean-based Hydrogen Production & Logistics

DIVERSITY, EQUITY, AND INCLUSION STATEMENT

The OSC strives to create a diverse, equitable, and inclusive (DEI) environment that supports the OSC and our associated projects as a safe, creative space for innovation. Through our operations, projects, and development of our ecosystem, the OSC promotes DEI through meaningful collaborations and partnerships with Indigenous Rights Holders and underrepresented communities. The OSC DEI commitment extends to our support of the 50/30 challenge, our Two-eyed Seeing Initiative, and increasing the visibility of historically underrepresented groups in the ocean workforce. Seeking a diverse consortium of Project participants and collaborators in your project proposal demonstrates how the Project will contribute to social and economic benefits to our underrepresented communities and environmental benefits for healthy oceans, which are all critical to the health of our people and our planet.



KEY DEFINITIONS

(Used to describe roles held by organizations involved in the proposal application process and, ultimately, in approved OSC projects)

“Proposal Application Process” means the Ocean Observation 2025 Call for Proposals process described herein.

“Project Agreement” means the agreement that will eventually follow a successful proposal and be signed by all Participants setting out the terms and conditions of the proposed and approved Project.

“Lead Partner” means the organization leading the project proposal application process and the OSC’s main point of contact and, if successful, the organization that ultimately becomes the “Lead Partner” to the Project Agreement responsible for overall management of the Project. All Lead Partners must meet the definition of “Industry Investing Organizations.”

“Partner” means an organization that is seeking matched funding from the OSC and who is signing onto the Project Agreement and includes the Lead Partner but excludes the OSC. Prior to becoming a Partner to the Project Agreement, an organization must be or become a member of the OSC. All partners must meet the definition of “Industry Investing Organizations.”

“Collaborator” means an organization that is not a signatory to the project agreement and is not seeking matched funding from the OSC, but (1) is included in a project work plan and is responsible for project activities outlined in a project proposal, or (2) is making a non-matched to a project that enables completion of project activities. All Collaborators must submit a Collaboration Letter in the form prescribed by the OSC to be accepted as such. For greater clarity, Subcontractors, Funders and Non-Investing Contributing Organizations and those defined as Industry Investing Organizations may all be collaborators.

“Subcontractor” means an organization that signs a separate agreement with a Partner to perform some portion of the Partner’s work under the Project Agreement. A subcontractor cannot sign the Project Agreement and is generally paid for their performance by a Partner.

“Funder” means an organization committed to providing non-matched funding to the Project that is not a signatory to the project agreement.

“Industry Investing Organizations,” as defined by Government, means entities with operations in Canada whose contributions towards Eligible Costs qualify as Industry Matching Funds includes (a) for-profit organizations; (b) not-for-profit organizations that facilitate and fund research and development on behalf of the ecosystem and whose funding and/or revenue is received primarily from private-sector or industry organizations; (c) non-federal Crown corporations whose funding is derived from commercial activities; and (d) Indigenous organizations.

“Non-Investing Contributing Organizations,” as defined by Government, means entities whose contributions do not qualify as Industry Matching Funds and includes: (a) not-for-profit organizations not within the scope of Industry Match Contributing Organizations; (b) federal Crown Corporations; (c) post-secondary institutions; and (d) federal, provincial-territorial or municipal government sources.

“Participant(s)” means the Lead Partner and other Partners, collectively, who have signed the Project Agreement, or any one of them.

APPLICATION PROCESS

Steps	Phase	OSC Responsibilities	Project Team Responsibilities
Step B1	EOI	Launch Call with EOI and budget template. Guidelines detail the call criteria. Independent expert review panel.	<ol style="list-style-type: none"> 1. Complete Word document outlining high level concept. 2. Identify project partners and collaborators. 3. Complete EOI budget template. 4. Submit EOI budget and template by EOI deadline.
Step B2	EOI Assessment	Assessors review and assess EOIs. OSC to provide feedback.	<ol style="list-style-type: none"> 1. Lead Partner notified if EOI invited to proposal stage. 2. Feedback about the EOI is available upon request. Successful EOIs should incorporate feedback into the proposal, if proceeding.
Step B3	Complete Proposal	OSC to provide zip file of proposal templates.	<ol style="list-style-type: none"> 1. Review proposal materials. 2. Complete all requested proposal materials. 3. Provide OSC with draft budget early for feedback. 4. Once all documents are completed, each Partner must have a person of authority sign the proposal PDF. 5. Submit all materials by proposal deadline.
Step B4	Submission of Proposal	OSC Assessors evaluate proposals.	No action required during this phase.
Step B5	Assessment	Assessment outcome finalized.	<ol style="list-style-type: none"> 1. If requested, make adjustments to the project. 2. If successful, prepare a recommendation for the Board. <p><i>If not successful, explore alternative project options with OSC.</i></p>
Step B6	Board Ratification	OSC Board to ratify project. OSC to issue Letter of Conditional Approval (LOCA).	<ol style="list-style-type: none"> 1. Ensure all required parties sign LOCA. 2. Proceed to contracting.

APPLICATION PROCESS

PRELIMINARY QUALIFICATION

Steps B1 and B2

- Lead Partner must complete and submit EOI using the OSC prescribed call template and budget template.
- EOIs must be submitted by September 29, 2025, and will be evaluated by the Ocean Observation Call Evaluation Committee.
- All Lead Partners will be notified of the outcome of their Expression of Interest (EOI) on October 10, 2025. Successful applicants will receive the full proposal template and supporting materials at that time, along with feedback from the evaluation team. It is expected that teams will have approximately four weeks to develop and submit their full proposal, with a final submission deadline of November 6, 2025.

FULL PROPOSAL

Steps B3 and B4

- All Lead Partners will receive feedback on their Expression of Interest (EOI) submission, highlighting areas where their project concept and proposal can be strengthened. This feedback is intended to provide insight into potential gaps or weaknesses. Only successful EOIs will be invited to submit a full proposal.

- Lead Partners must prepare and submit proposals in the prescribed format. Please review Appendix A for templates of all documents that will be required for submission with a proposal. Final proposals must be submitted by November 6, 2025.
- Lead Partners who are not yet OSC members will be required to become OSC members before the full proposal submission. All Participants to the Project Agreement are required to become OSC members prior to signing the Project Agreement as well.

PROPOSAL SELECTION AND AWARD

Steps B5 and B6

- Proposals will be evaluated by the Project Selection Committee and selection recommendations will be ratified by the OSC Board. All individuals involved in the evaluation process will be under an OSC Non-Disclosure Agreement (NDA) and in compliance with the Conflict of Interest Policy.
- Board ratification is estimated to occur by the end of November 2025. Project teams will be informed of the outcome by the end of November, and it is recommended that proposals plan for a project start date in December 2025.

KEY REQUIREMENTS

PROGRAM ELIGIBILITY

Submissions to the Ocean Observation 2025 Call for Proposals program must:

- Be complete.
- Have a Lead Partner and at least one Project Partner(s) that are entities that meet the definition of “Industry Investing Organizations” and who are or will become an OSC Member before submitting a full proposal. Specifically at least two (2) Industry Investing Organizations.
- Demonstrate they are collaborative.
- Be ocean-focused, and demonstrate how the project scope, objectives and outcomes are relevant to [Ambition 2035](#).
- This Call is seeking ocean observation projects that will deliver tangible outcomes for Canada’s ocean sector. EOIs and proposals must clearly define the ocean monitoring challenge being addressed, the solution being developed and implemented, and the anticipated commercial or operational impact. Successful proposals will result in proprietary innovations, scalable applications, and long-term value creation for the ocean economy. Projects should demonstrate how they are distinct from existing investments and include a scope of work that is incremental in size and ambition. Solutions may span autonomous platforms, remote sensing, underwater systems, or other technologies that generate actionable insights and support decision-making across sectors such as aquaculture, offshore wind, marine hydrogen, and Arctic operations.
- Building on this, projects are expected to result in proprietary innovations and scalable applications that align with one or more of the eight thematic areas outlined in the Call, including but not limited to: maritime safety, aquaculture, climate resilience, and emerging sectors such as offshore wind and marine hydrogen, and deliver long-term value for Canada’s ocean economy.
- Demonstrate projects are distinct from investments that would otherwise have occurred and include a scope of work incremental in size and scope to any existing project underway.
- Demonstrate projects are distinct from previous OSC projects completed by project partners, if applicable.
- Comply with instructions and requirements as detailed in this guidelines document and other documentation posted on the [Call program webpage](#), from time to time.
- Have a consortium that recognizes the importance of diversity, equity, and inclusivity, and the value in seeking meaningful collaborations and partnerships with Indigenous Rights Holders and underrepresented communities. This includes actively working towards increasing new hires and project resources that are women, non-binary people, Indigenous and other under-represented groups. Participants must submit a Diversity, Equity, and Inclusion Policy or statement outlining project commitments during the Preliminary Qualification phase of the application process.

Proposed projects must not:

- Be incomplete.
- Subsidize existing production or full production activities.
- Contain Project costs that are resident in a previously approved OSC Project.
- Request reimbursement for project cost overruns of a previously approved OSC Project.

KEY REQUIREMENTS

PROJECT DURATION

- Projects must have an end date by or before October 31, 2027.

FINANCIAL REQUIREMENTS

- The OSC is only able to reimburse Funded Eligible Project Costs. Budgeted costs and funding must adhere to the [OSC Cost Eligibility Guidelines](#) and [Travel and Expense Policy](#) for Project Participants.
- The OSC will reimburse up to 42% of Total Funded Eligible Project Costs contributed by Participants, with a minimum OSC contribution of \$336,000. This corresponds to a minimum total project value of \$800,000. Participants must pay 100% of the project costs upfront (on a cash basis) for a specific period, and will be reimbursed on a quarterly basis upon submission of a claim for reimbursement and reconciliation purposes.
- Projects may be eligible for a quarterly advance of OSC funds in accordance with the terms of their Project Agreement.
- While all Participants must be Canadian entities, foreign costs can be reimbursable and can be eligible for industry matching funds, subject to approval requirements as noted in Appendix C: Foreign Cost Guidelines of the [OSC Cost Eligibility Guidelines](#).
- In-kind contributions are eligible as industry matching funds. At least 75% of industry-matched funds must be eligible cash and cannot be in-kind costs. The OSC does not reimburse in-kind contributions. No more than 80% of matched industry contributions (cash or in-kind) shall come from one Project Participant; the remaining 20% must come from a cash and/or in-kind contribution from additional Project Participant(s).

MEMBERSHIP

- The Project Lead Partner does not need to be a current OSC Member to submit an EOI, but must become an [OSC Member](#) before the full Project Proposal submission.
- If a Project Proposal submission is selected, each investing organization making cash and in-kind contributions and seeking OSC matching funds must become an OSC Industry Member and must sign a Project Agreement setting out the terms and conditions of the Project prior to any eligible funds being disbursed by the OSC. Other organizations involved as Collaborators but not seeking matched funding are not required to become an OSC Industry Member or sign the Project Agreement.
- Organizations that invest in industry led OSC projects are Investing Industry Members. Each Investing Industry Member contributes a portion of their OSC reimbursement to ecosystem-building activities (12.75%). For greater clarity, Ocean Observation 2025 projects can be reimbursed up to 42% of eligible costs. 12.75% of the reimbursement is redirected for investment in ecosystem-building activities.

Example: A project has \$100 of eligible expenses, and \$42 is reimbursed. The Investing Industry Members will be invoiced and contribute \$5.36 of the reimbursement to ecosystem building activities, resulting in a net reimbursement of \$36.64.

KEY REQUIREMENTS

INVESTMENT AND COLLABORATION

- Projects must demonstrate they are collaborative by meaningfully including two (2) or more Industry Investing Organizations, at a minimum.
- Projects must directly benefit and include at least one small-or-medium sized business with operations in Canada.
- No more than 80% of matched industry contributions (cash or in-kind) shall come from one Project Participant; the remaining 20% must come from a cash and/or in-kind contribution from additional Project Participant(s). This means all Projects must have a minimum of two (2) Participants to the Project Agreement.
- At least 75% of industry match must be defined as a cash contribution, meaning cannot be in-kind.
- Where a Project Agreement is to be signed by multiple Participants, collaboration is possibly already demonstrated between the parties. That notwithstanding, Projects will be assessed on the quality of collaboration and reach of impact beyond the minimum requirements. In addition, Projects that include a target customer as a Collaborator may be evaluated more favourably.
- Collaboration letters are required for projects that advance to the full Project Proposal phase. A collaboration letter template will be made available to successful Participants as part of the proposal process.
- The OSC will encourage and support the opportunity for Participants to meet with researchers to bolster their Project. While academic partnership is not a requirement, it is strongly encouraged.
- The OSC promotes DEI through meaningful collaborations and partnerships with Indigenous Rights Holders and underrepresented communities. Preliminary Qualification submissions must list organizations having a primary strategic focus on supporting diverse and inclusive values that can be leveraged in this Project or companies that are majority-owned by person(s) representing an Indigenous or under-represented group.

PROJECT SELECTION CRITERIA



Commercial outcomes through the development and deployment of ocean observation technologies



Capability and advancement of ocean observation technologies



Quality of collaboration and reach of impact



Project execution plan and budget

Note: The criteria weightings above are provided as a general guide. Proposals evaluated to be excessively weak in their demonstration of any selection criteria may not be successful.

- Identifies current gaps in ocean observation capabilities, partnerships, or expertise, and describes how the project will address these gaps to enable revenue-generating outcomes.
- Includes measurable business outcomes such as increased sales, new market entry, licensing opportunities, or job creation resulting from the development and deployment of ocean observation technologies.

Capability and advancement of ocean observation technologies (25%)

- Provides a compelling rationale for how this innovation enhances or complements new or existing ocean technologies or services.
- Projects that demonstrate a clear plan for data stewardship and a strong commitment to sharing project data assets with the broader ocean ecosystem will receive favourable consideration during the project assessment phase.
- Clearly describes the anticipated outcomes, including operational improvements or market impact, and demonstrates how the technology represents a meaningful advancement with real-world application in the ocean sector.
- Describes the short-term return on investment (ROI) and expected or anticipated revenue from the project.
- Clearly explains why the proposed work would not proceed without OSC Ocean Observation 2025 program funding.
- Includes an initial Foreground IP plan, with a clearly articulated IP Strategy tied to the expected commercial value and a potential commercialization path.
- Includes a clear Data Strategy or Data Plan identifying the type and nature of expected data assets, and how these align with OSC's goals for data sharing, collaboration, and post-project impact.

Commercial outcomes through the development and deployment of ocean observation technologies (25%)

- Clearly identifies a valuable, distinctive ocean-sector opportunity or data challenge that can be addressed through ocean observation technologies to create new products, services, or revenue streams.
- Demonstrates how the project will lead to the development or enhancement of commercially viable offerings using ocean observation technologies.
- Outlines a clear path to market, including potential customers, use cases, and a commercialization strategy.

PROJECT SELECTION CRITERIA

Quality of collaboration and reach of impact (25%)

- Demonstrates direct, quantifiable economic benefits to Canada's ocean innovation ecosystem.
- Meaningful collaboration with research partners.
- There is a meaningful, distinctive consortium created to execute the Project providing clarity about each project partner's skills, experience, resources, and access to facilities to deliver the identified benefits.
 - Co-investment in the Project by two (2) Industry Investing Organizations, at a minimum, who will become signatories (Participants) to a definitive Project Agreement.
 - Active participation by Participants and Collaborators to the Project in the workplan as well as project governance (i.e., representation on the Project Steering Committee).
- Ways by which projects can demonstrate their contribution include, but are not limited to:
 - Project includes collaborations with organizations to support derived opportunities for Indigenous Rights Holders and other under-represented groups.
 - New, meaningful organizational relationships across multiple provinces are fostered.
 - Project facilitates new investment into small and medium sized enterprises (SMEs).
- Improves industry stakeholders' access to and engagement with ocean solutions research and development capability and capacity in Canada.
- Project demonstrates why proposed advancements are not possible, would not have occurred, or would not have achieved a similar level of positive impact in absence of the OSC investment.

Project execution plan and budget (25%)

- Role of each Project Participant and Collaborator is clear.
- Consortium has the necessary experience and expertise to identify, procure, and engage the right resources and partners needed for the successful execution of the Ocean Observation project.
- Project delivery plan is well-articulated, with clear tasks, milestones, KPIs and deliverables.
- Budget is clear and in line with project plan.
- Project timeframe is clear and feasible.
- Quality and completeness of a Project's risk register, thoroughness of identified risks, the clarity of risk mitigation strategies, and the comprehensiveness of stakeholder involvement.



CROSS-CUTTING IP & COMMERCIALIZATION REQUIREMENTS

All projects must demonstrate a clear path to foreground intellectual property (IP) creation and commercial or operational adoption. Projects are expected to deliver protectable, marketable outputs that strengthen Canada's position in ocean technology.

Minimum IP/Data Expectations

Projects must produce at least one of:

- Patentable inventions (e.g., novel sensors, platforms, integration methods, hardware components);
- Proprietary software (e.g., algorithms, analytics, trained AI/ML models with owned/licensable weights);
- Protected datasets with commercial licensing value; and/or
- Documented trade secrets or proprietary processes with a protection and commercialization plan.

Identification, Ownership & Protection

- Applicants must clearly identify Foreground IP to be generated and describe how the Foreground IP will be protected and commercialized in Canada.
- Foreground IP ownership must be clearly defined along with a suitable licensing framework among project partners that supports the project's commercialization goals.

- Clearly identify all data assets to be collected or generated, including raw data, processed data, and derivative products.
- Data ownership rights must be defined, along with a suitable licensing framework among project partners that supports the project's commercialization goals.
- Include an IP roadmap with filing milestones during or immediately after the project.

Commercialization Pathway

- Conduct testing in Canadian marine environments, with preference for remote or Arctic conditions.
- Engage at least one end-user partner to anchor requirements and adoption.
- Identify target customers or end-users and the route to market or operational deployment.
- Demonstrate potential for long-term value, job creation, and export opportunities.



ABOUT OSC MEMBERSHIP

The OSC has members across the country including for-profit companies, non-profit organizations, academic institutions, Indigenous organizations, government agencies, and others with a shared commitment to addressing shared ocean challenges. Any organization in Canada or abroad can join as an Associate Member or an Eligible Industry Member as appropriate depending on the nature of the organization, at no charge. As a Member, you'll gain access to our online OSC Member Portal (including match-making services), exclusive events ranging from networking connectors to thematic roundtables, and be able to submit project ideas for consideration.

Organizations that invest in industry led OSC projects are Investing Industry Members. Each Investing Industry Member contributes a portion of their investment to ecosystem-building activities (12.75%), in addition to the Investing Industry Member's investment in OSC projects. More information is available on the [OSC website](#).

FAQ

Q1: Should we apply to this program?

A: We recognize the proposal process takes significant time and effort from the Lead Partner, other Partner(s) and Collaborators. We want to support you as much as possible. The goal for this program is to drive significant improvement, innovation and growth in the ocean sector. We are happy to clarify questions with you to help you determine if submitting a preliminary qualification for this call is best for you and your partners, or if a future OSC program may have better alignment.

Q2: Are infrastructure build or expansion costs eligible?

A: Expenses related to the construction (expansion of a facility), and purchase of a building or land are considered Unfunded Eligible Project Costs. Unfunded Eligible Project Costs are not directly reimbursable but count as Industry Match. This means the OSC can match Funded Eligible Project Costs at a higher rate.

Q3: When do project consortiums need to have their funding in place?

A: Prior to a project being contracted, all funding and financing must be in place.

Q4: We are the Lead Partner and have two other companies with us as team members on our Project. How will the OSC funds be distributed? Directly to each team member or directly to the Lead Partner, who then re-distributes?

A: The OSC distributes funds based on a reimbursement model. The Project Participants incur the costs and request reimbursement to the OSC by submitting a completed claims submission form, including supporting backup documentation (invoices and receipts). It is up to the Project Participants to determine how they would like the funds disbursed, and the budget template has a table for these details. Depending on the project agreement, the funds can be distributed through the Lead Partner (acting as the banker) or to the Project Participants directly (preferred approach).



FAQ

Q5: What are the reporting requirements with a successful proposal? Will there be milestones established to correlate with the projected funding?

A: Projects selected for funding by the OSC must submit claims outlining all eligible project costs incurred. The OSC will then reimburse up to 45% of these eligible project costs – depending on the final project agreement. Other reporting requirements specific to the Project are articulated in individual Project Agreements. Claims will be processed/reconciled on a quarterly basis. Also, as outlined in the [OSC Cost Eligibility Guidelines](#), the Lead Partner will need to submit an updated quarterly project forecast along with the project claim.

Q6: Can we bring in an additional industry partner not stated on the Preliminary Qualification into the full proposal?

A: Yes, generally adding new partners if they have a meaningful role to play in the Project is viewed as supportive to your application. Non-value-added partners that are listed without a clear role may present a high risk to the Project.

Q7: Could a contribution from the government or can the industry contribution come in the form of government grants (i.e., can grants be stacked on top of the OSC funding?)

A: No, government organizations are not eligible to become Industry Members, and therefore, cannot receive OSC Industry Matching Funds. In addition, Participants must verify that matched funding came from sources other than government funding.

Q8: Can an international/foreign company be the Lead Partner/additional Project Participant?

A. International companies may become Associate Members and get access to the OSC network and events, and participate in projects. To be eligible to receive OSC Industry Matching Funds, a company needs to be an Industry Member, which is open to for-profit companies incorporated in Canada. If a company is not incorporated in Canada, they are not eligible to become an Industry Member, and therefore cannot receive OSC Industry Matching Funds. However, Canadian companies applying for OSC funding can hire international companies as subcontractors on their projects, subject to the approval requirements in our OSC Foreign Cost Guidelines. Such costs will be matched and reimbursed only after requisite approvals are in place. Please refer to Appendix C: Foreign Cost Guidelines of the [OSC Cost Eligibility Guidelines](#).

Q9: When completing the forecasting section of the budget for the project, do values have to be exact?

A: Active OSC project teams must forecast project spend every quarter. This is outlined in our [Cost Eligibility Guidelines](#). Based on those guidelines, if there is a variance in spend greater than 15%, the OSC may remove any underspend from the total value of the project. For example, if a project forecasts to spend \$250k per quarter but only spend \$100k per quarter for two quarters, the project may not have access to the budgeted \$300k not spent. In this scenario the funding may be allocated to another project. Timely, accurate forecasting is critical to your project and to ensuring we can deploy cluster funding for the maximum benefit of the Canadian ocean innovation ecosystem. Please plan your budget forecasts carefully to avoid any potential loss of funding, as precise and realistic forecasting is essential for maintaining the integrity and success of your project.

APPENDIX A: PROPOSAL TEMPLATE EXAMPLE CHECKLIST

The following section should not be completed during the Preliminary Qualification submission. This checklist and associated documents are made available to provide all Project Participants with the opportunity to better understand the level of detail that will be required should the Preliminary Qualification advance to the proposal stage.

We recognize the proposal phase will be detailed but this streamlined process has ultimately been designed to save time and reduce delays during the contracting and claims processes.

[DO NOT COMPLETE FOR THE EXPRESSION OF INTEREST]		
Please confirm you understand and completed all tasks required for this project		
Submission must include the following in a single email to: EXAMPLE ONLY	Project Proposal template (A) (Please submit one proposal in both pdf and Word formats)	
	Project Proposal Financial Workbook template (B) (One per project submission)	
	Corporate Due Diligence Certificate (C) (One per Participant/not required for Collaborator)	
	Financial Due Diligence Checklist (D) (One per Participant, not required for Collaborators)	
	Project Finance Due Diligence Questionnaire (E) (One per Participant/not required for Collaborators)	
	Collaboration Letter(s) (F) *(if unmatched Collaborator(s) are supporting the Project, please submit one Letter per Collaborator to substantiate role in the Project)	
	Project Risk Register - There is no template (G) (One per Project submission)	
	Diversity, Equity and Inclusion Policy/Policies or Project Diversity Statement. (H) (One per Participant, not required for Collaborators)	
All Project Participants signed and dated the pdf version of the proposal (Must have authority to bind the entity)		
The Lead Partner understands they are required to report on all project activities performed by all Project Participants on a quarterly basis		
All Project Participants are familiar with and understand the current OSC Cost Eligibility Guidelines (Cost Eligibility Guidelines) and the Project costs will comply		
All Project Participants understand their responsibility to submit claims and adhere to OSC determined deadlines (e.g., Quarterly claims/Reporting/Steering committees Jan-Mar, Apr-Jun, Jul-Sep, Oct-Dec)		
Investing Participants of this Project have included Diversity and Inclusion Policy/Policies or Project Diversity Statement		
All Project Participants understand additional documentation may be requested to support the application. If contacted, the proposal team must communicate with as soon as possible		
Certification of Incrementality a. The same Project is not approved nor in progress at any of the Project Participant(s) organization(s); b. Financial commitments to the proposed Project are distinct from investments that would otherwise have occurred; c. The proposed Project is new or that the matched funding received will be used to expand the scope or scale of the proposed Project or transform the Project in ways that materially improve its ability to advance the objectives of the Supercluster Strategy, beyond what would have otherwise taken place.		



Questions? Please contact:
oceanobs@oceansupercluster.ca

www.oceansupercluster.ca

