



**CALL FOR PROPOSALS
(1202-SAIT-CFP)**

**Commercialization of Geomatics Applied Research
for Integrated Resource Management
– SAIT Polytechnic Applied Research Funding Program –**

General

TECTERRA, funded by the Province of Alberta and the Government of Canada, is pleased to announce its first Call for Proposals (CFP) to Alberta geomatics researchers at Southern Alberta Institute of Technology (SAIT) for the development and commercialization of innovative applied geomatics research and development solutions for Integrated Resource Management (IRM) in energy, forestry, agriculture, environment, land management and land development.

This CFP is an opportunity for Alberta research groups, together with industry and/or end-user government agencies, to put forward their ideas and plans to create economic value for Alberta, and the rest of Canada, through the development and commercialization of geomatics technology. TECTERRA will invest in such initiatives that are consistent with its mission, being:

TECTERRA contributes to the growth of the economic activity in Alberta and across Canada by investing in and supporting the development and commercialization of geomatics products and services for integrated resource management and other geospatial applications. Our objective is to generate positive impact on the economy, the job market, the infrastructure and ultimately the prosperity of Albertans and all Canadians.

TECTERRA's investment programs are focused on the commercialization of geomatics technology for IRM including the full range of systems, technologies and processes to effectively observe, monitor, forecast and manage Alberta's land and natural resources, help improve the management of resources and balance resultant conflicts. TECTERRA's focus areas include products and services related to a wide variety of technologies including wireless location, satellite positioning, wireless sensors networks, earth observation and image analysis, geographical information systems, temporal-spatial data management and related decision support and planning systems.

TECTERRA's Investment Programs

TECTERRA has designed a suite of investment programs, available largely through CFPs, to achieve its goals and objectives through the funding and support of commercialization projects with industry, university research groups, and the Alberta resource sector.

This CFP is seeking applications from a Principal Investigator at SAIT Polytechnic **in collaboration with** an industry partner and/or end-user government agency with a direct interest in commercializing and/or utilizing the technology. A Principal Investigator must be a full-time staff member at SAIT Polytechnic and has overall responsibility for the applied research project for which TECTERRA funding is sought.

The Alberta University Applied Research Funding Program

The commercialization projects sought under this program and CFP may range between six months and two years in duration involving the commercialization of a geomatics technology, product or service catering to a specific market need or solving a targeted commercial problem. These projects could be one of two categories:

- **Idea-to-Implementation Projects:** These are projects of up to two years involving the applied research and development of a technology targeting a specific market application with a predefined commercial outcome.
- **Implementation Projects:** These are projects of up to one year involving the development of a product or service based on an early-stage technology with a predefined commercial outcome.

To be considered for funding, commercialization proposals must:

- be submitted and led by a **Principal Investigator at SAIT Polytechnic**,
- involve **partnership with an industry partner** and/or **an end-user government agency** with a demonstrable commercial and/or utilization interest in the target technology
- involve the **development and commercialization of a geomatics technology** in one of TECTERRA's technology focus areas for resource management,
- support **at least one student** (current or graduated within a period of no more than one year prior to project start date) to work on the targeted development for the duration of the project, and
- include a **well-defined target market application** with a commercialization and/or utilization plan.

Priority will be given to projects that are based on proven technology which will allow for the quick progression of a high-potential concept into testing and then into the implementation and commercialization stage.

Project Selection Criteria

Project selection will be based on various criteria including:

- Generating new geomatics commercialization opportunities and creating growth of the geomatics sector in Alberta and the rest of Canada
- The potential to create/establish new commercial geomatics market verticals while strengthening the commercial credentials of the industry partner – global market potential is highly desirable. Commercialization within this context includes utilization by end-user government partners to improve delivery of programs and services that benefit Albertans and all Canadians
- The benefit to broader industry and market sector(s)
- Acceptable project risk profile – project success potential vs. business/operational/financial risks
- A clear framework for intellectual property management among the involved parties (e.g. SAIT, industry and government) to ensure mutual benefits for all stakeholders

Topics for this CFP

Proposals in all geomatics product and service development areas related to IRM applications are welcome.

TECTERRA Funding Guidelines

TECTERRA's contribution under this CFP will vary by project and will generally range from \$50K to \$300K per project. TECTERRA's contribution is a grant that is subject to the terms and conditions of the standing Master Applied Research Funding Agreement between TECTERRA and SAIT Polytechnic.

Project Eligible Expenses and reporting requirements, as well as TECTERRA's contribution payment schedule, will be consistent with the terms and conditions of the Master Applied Research Funding Agreement. Principal Investigators applying for this funding program will be required to review and acknowledge in writing the standing Master Applied Research Funding Agreement prior to submitting an application.

While TECTERRA is not seeking corporate equity or IP ownership/license rights with its contribution, TECTERRA requires that the funded applied research project has a clear path and plan towards commercialization and/or effective utilization. A written acknowledgement from the Industry/End-User Government Partner is required prior to funding. An oral presentation by the Principal Investigator and the partner to TECTERRA's management may also be required.

The estimated funding program budget, number of awards and average award size/duration are subject to the availability of funds as determined by TECTERRA's Board of Directors. TECTERRA expects to invest in up to three projects under this CFP.

Budgetary Requirements

For a project to qualify for TECTERRA funding, the following minimum budgetary requirements apply:

- A minimum cash or in-kind contribution from the primary Industry Partner and/or End-User Government Agency to cover 25% of the overall project Eligible Expenses in place and available for use within three months from the start date of the project. TECTERRA will cover up to 75% of the overall project Eligible Expenses.
- Contributions from other industry and/or other funding agencies are encouraged but may not be used to substitute for the above Partner Contribution requirement.

Proposal Preparation and Submission

Applicants are required to submit an Expression of Interest (EOI) only in the form provided by TECTERRA.

Successful EOI applicants will be contacted and invited to complete and submit a Full Proposal (FP) containing full project details for final consideration and decision. Full Proposals (FP) submissions are by invitation only and will be required to follow the FP template and instructions provided by TECTERRA. FP submissions will be reviewed by TECTERRA's Scientific and Business Advisory Committees and TECTERRA's management. FP applicants will be required to complete an acknowledgement form confirming their understanding of the terms of the applicable Master Funding Agreement, which will form the basis of TECTERRA's engagement.

TECTERRA reserves the sole and absolute right and discretion to select all, some or none of the EOI/FP submissions for funding. TECTERRA also has the sole and absolute discretion to determine all funding amounts, which may be different from the amount requested by the applicant.

Application Deadline:

EOI application deadline is **February 16th, 2012** (by 11:59 pm Mountain Time). A schedule will be communicated to successful EOI applicants including milestone dates for Full Proposal (FP) submission and review leading to funding awards in early June 2012.

EOIs are required to be submitted **electronically, to cfp@tecterra.com with reference to “1202-SAIT-CFP” in the subject line**, in the Adobe Acrobat (PDF) form provided and **signed by the Principal Investigator** to be considered.

Award Notification

FP applications approved for award will be notified by TECTERRA’s Chief Executive Officer. **Project start date (beginning of funding) must be within 60 days of the Notice of Award**, otherwise the application will be considered void and a new application may be required.

Confidentiality

EOI and FP submissions may contain confidential information to the extent deemed necessary by the applicant. TECTERRA will handle all applications in confidence. TECTERRA’s employees, Advisory Committees and Board of Directors are under standard confidentiality and non-disclosure terms. Successful applicants will be required to engage in confidential project reviews, presentations and definitive funding agreement discussions exclusively with TECTERRA’s management.

Expenses

All expenses incurred by the applicant through the application process, regardless of the outcome, will be the sole responsibility of the applicant.

Other Information

If you have questions, please consult TECTERRA’s website at www.tecterra.com. For additional information, please contact:

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Information about future TECTERRA CFPs will be available on our website www.tecterra.com.