



## CLOUD

### Software Development Grant -OPEN CALL FOR PROPOSALS-

A TECTERRA program that supports growing ventures by providing access to cloud-based services for software development including cloud Analytics, AI and Machine Learning. Conserve equity while developing your geospatial software solution with a CLOUD grant from TECTERRA. Applications for the CLOUD program are available [HERE](#) and are accepted on a continual basis.

#### CONSIDERATION FOR FUNDING

CLOUD program proposals must:

- Be submitted and lead by an Alberta based **start-up**
  - Must be a for-profit company
  - Incorporated and operating in **Western Canada** (Manitoba to BC)
  - Minimum of one and no more than 12 employees
  - Annual sales revenue cannot exceed \$1 million
  - Organization must be less than 4 years old
- Demonstrate that the company is planning to develop and/or commercialize innovative geospatial software leveraging 3<sup>rd</sup> party cloud services
- Demonstrate a clear plan and budget leading to the successful development and commercialization of technology
- Illustrate how engaging with chosen service provider will increase the applicants likelihood of long term business success
- **Funding must be used for product development and not the generation of revenue**

#### PROGRAM FOCUS

The CLOUD program aims to help **start-ups** in the very early stages of software development by covering 75% of the cost of accessing 3<sup>rd</sup> party cloud services to a maximum of \$12,000/year. The proposed **project** must be **pre-revenue**. The intent of the funding is to support companies who are developing an innovative technology, adding innovative functionality to an existing system, and/or looking for ways to scale up their technology solution.



The CLOUD program provides funding for companies accessing the following cloud services

- Machine Learning
- AI
- Analytics
- Big Data
- Computer Vision
- Location Based Services
- Deep Learning
- AR & VR API
- Internet of things

## PROJECT SELECTION CRITERIA

TECTERRA assesses all applications based on various criteria including:

### GEOSPATIAL

- Is geospatial technology a component of the value chain for the product or service?
- To what degree does the geospatial or related technology component add value to the overall system and its application?

### INNOVATION

- Is there innovation in the software being developed?
- Is there innovation in the application of the technology?
- Is there market innovation?
  - Is this a new product being developed for an existing market?
  - Is this an existing product being pushed or pulled into new market?

### APPROVED CLOUD PROVIDER (ACP)

It is the responsibility of the applicant to interview and qualify the providers themselves, conduct their own due diligence, and be comfortable with the relationship to be established. The applicant must contract directly with the ACP.

### FUNDING GUIDELINES

TECTERRA will pay to the applicant 75% of the eligible costs up to \$12,000 per year for a maximum of one calendar year. Successful applicants will be required to sign a Funding and Repayment Agreement with TECTERRA.



## ELIGIBLE EXPENSES

TECTERRA will refund expenses for the following services:

- Machine Learning
- AI
- Analytics
- Big Data
- Computer Vision
- Location Based Services
- Deep Learning
- AR & VR API
- Internet of things

## INELIGIBLE EXPENSES

- Cloud Storage
- Virtual Machines
- Databases
- Web Hosting
- Networking
- Any and all expenses not related to the activity as determined by TECTERRA
- Refundable GST is not eligible
- Cloud access that is related to the internal **development** of the cloud based software

## REPAYMENT

At the end of each quarter, following acceptance into the program, applicants will be required submit an invoice for the eligible expenses accrued during that period. TECTERRA will refund the applicant 75% of the expenses paid by the applicant during that quarter to a maximum of \$3,600.

## APPLICATION PROCESS

Applicants submit an Expression of Interest (EOI) online [here](#) at any time. Applications are submitted to TECTERRA along with a budget and project plan. Without prejudice, TECTERRA welcomes any opportunity to review and discuss potential submissions prior to formal submission. TECTERRA reserves the sole and absolute right and discretion to select all, some or none of the submissions for funding.



## REQUIRED DELIVERABLES AND PAYMENTS

Successful applicants will be required to sign a Funding and Repayment Agreement with TECTERRA upon approval. The applicant will provide directly to TECTERRA reports on the engagement, as per their respective Memorandum of Understanding with TECTERRA.

Payments will be made to the successful applicant on a quarterly basis provided costs are eligible as determined by TECTERRA. Payments are approved for expenses submitted no more than monthly and no later than 3 months from the date the expense was incurred. Suitable documentation must be submitted to verify that costs are consistent with the approved budget.

Refunds will be paid, as a priority over other expenses, directly by TECTERRA to the respective applicant. Payments of other applicable and pre-approved expenses will be paid to the applicant. Total TECTERRA payment will not exceed maximum CLOUD approval set out in the funding agreement.

### QUESTIONS?

If you have questions about the program, process, or your eligibility, **you are encouraged to contact Richard C. Gorecki, Director of Portfolio Development** at (403) 532-4279 or [rgorecki@tecterra.com](mailto:rgorecki@tecterra.com).