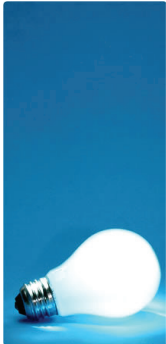


BUSINESS CENTRE

Business Coach Program
Workshops & Conferences
Resources
Innovator's Toolkit



THE INNOVATOR'S TOOLKIT



Western Economic
Diversification Canada

Diversification de l'économie
de l'Ouest Canada





*"I make more mistakes than anyone I know.
And, sooner or later, I patent most of them".*

~ Thomas Edison

The Northwest Science and Innovation Society (NSIS) is committed to enhancing the northwest economy by facilitating solutions for science and technology. As the region's science and technology champion, NSIS:

- fosters growth of technology,
- provides a voice for regional technology companies,
- educates entrepreneurs,
- fosters innovations, and
- works to enhance science and technology awareness in the community.

NSIS provides innovators and innovative companies with tools to succeed. We link clients to mentors and resource people in our community. NSIS is knowledgeable about a variety of provincial and federal programs for supporting research and development activities.

NSIS services the geographical area which extends from Terrace B.C. west to Haida Gwaii (Queen Charlotte Islands), east to Houston, north to Stewart, and south to Kitimat. NSIS works to create awareness of science and technology throughout the region.

It is through a general understanding of how science impacts our lives that we develop an innovative way of looking at the world around us.

Northwest Science & Innovation Society (NSIS)
t 250.638.0950
toll free 877.297.6747
www.nsis.ca

Version 2011



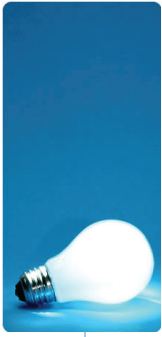
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Business Opportunity Document (BOD)

Resource Directory



WHAT IS AN INNOVATOR'S TOOLKIT?

A TOOLKIT – a collection of information designed to assist the innovator with assessing and developing an idea.

ASSESS – The 'Business Opportunity Document' (BOD) is the tool that asks questions and requires input from the innovator. Is your idea commercially viable? The BOD will help answer that question.

DEVELOP – The 'Resource Directory' lists names of organizations (including provincial and federal programs) that support research and development activities.

YOU are the driving force behind a new idea and taking it to the market. You need a concise, comprehensive assessment tool designed specifically for innovators. Your goal is to accumulate enough information to determine if your idea has an economic viability to it.

The **Business Opportunity Document** targets the collection of information that supports, questions or negates commercializing the idea. This BOD is not to be confused with a Business Plan, which is more detailed and outlines an action plan for growing a company.

The **Resource Directory** lists resources you can access to research a variety of topics. The Directory provides websites and organizations catering to innovators for financing, access to capital, research and development, commercialization, confidentiality, idea protection and export assistance.

THE MEANING OF THINGS

Advisory Board	A group of individuals, who offer advice inform or notify. A board appointed to advise the innovator.
Business Plan	A summary of how a business or entrepreneur intends to organize an entrepreneurial endeavour and implement activities necessary and sufficient for the venture to succeed. It is a written explanation of the company's business model for the venture in question.
Burn Rate	The amount of overhead and other costs in excess of revenue that a business will incur, usually considered on a monthly basis. The rate at which a new company or venture spends its capital while waiting for profitability.
Copyright	A set of exclusive rights regulating the use of information or a particular idea. It is a type protection with a wide range of creative, intellectual or artistic forms or "works" such as literary works, movies, choreographic and musical compositions, audio recordings, painting, drawings, sculptures, photographs, software, radio and television broadcasts of live and other performances. Copyright does not protect ideas, only their expression or fixation. In most jurisdictions, copyright arises upon fixation and does not need to be registered. Copyright protection applies for a specific period of time, after which the work is said to enter the public domain.
Commercialization	The process or cycle of introducing a new product or process into the marketplace primarily for financial gain.
Finance	Studies and addresses the ways in which individuals, businesses and organizations raise, allocate, and use monetary resources over time, taking into account the risks entailed in their projects.
Focus Group	A group of people, sampled from a larger population, interviewed in an open session for market research or political analysis.
Industrial Design	An applied art whereby the aesthetics and usability of products may be improved. Design aspects specified by the industrial designer may include the overall shape of the object, the location of details with respect to one another, colours, texture, sounds and aspects concerning the use of the product's ergonomics.
Innovation	A product, process or idea that is new, improved or a breakthrough that offers significant, value-added benefits or substantial change.
Intellectual Property (IP)	IP is a term referring to a number of distinct types of creations of the mind for which property rights are recognized under the corresponding fields of law. Under intellectual property law, owners are granted certain exclusive rights to a variety of intangible assets, such as discoveries and inventions, musical, literary, and artistic works, words, phrases, symbols, and designs. Common types of intellectual property include copyrights, trademarks, patents, industrial design rights and trade secrets in some jurisdictions.
Licensing Agreement	A binding agreement by which a license, either exclusive or non-exclusive, is awarded to a manufacturing or marketing organization by the developer or patent holder.
Market Assessment	A process that provides critical information before and during any planned market change.

Marketing	The process of ensuring that every potential customer or consumer of your product or service is aware of your existence and that of your products or services and the reasons to buy from you as opposed to a competitor.
Marketing Plan	A written document that details the actions necessary to achieve a specific marketing objective(s). It can be for a product or service, a brand or a product line.
Patent	A set of exclusive rights granted by a regulatory body to an inventor or assignee for a fixed period of time in exchange for the regulated public disclosure of certain details of a device, method, process or composition of matter (substance) (known as an invention) which is new, non-obvious, inventive and useful or industrially applicable. This exclusive right is granted to prevent others from making, using, selling or distributing the patented invention without permission.
Primary research	Research conducted to collect new data to answer a specific question, set of questions, research problem or solve a marketing information need. This information is normally gathered through surveys, observation or experimentation.
Production	Manufacturing, mining or growing something (usually in large quantities) for sale.
Prototype	A physical model of the new product concept. Depending upon the purpose, prototypes may be non-working, functionally working or both functionally and aesthetically complete.
Survey	A process for gathering information, without detailed verification, on the activity being examined.
Secondary Research	This type of research involves the summary, collation and/or synthesis of existing research. It differs from primary research, as the data are collected from existing material like surveys, research studies and books. This type of “desktop” research is normally less time consuming than primary research, and can be less expensive.
Technology	A product, process or idea that involves the use and application of scientific or engineering knowledge to achieve a practical and potentially commercially viable result.
Trademark	A distinctive sign used by an individual, business organization or other legal entity to uniquely identify the source of its products and/or services to consumers, and to distinguish its products or services from those of other entities. It is a type of industrial property and typically comprises a name, word, phrase, logo, symbol, design, image or a combination of these elements. The trademark is designated with the use of a symbol to identify unregistered goods (™), unregistered services (℠) or registered goods or services (®).
Trade Secret	A formula, practice, process, design, instrument, pattern or compilation of information used by a business to obtain an advantage over competitors within the same industry or profession.



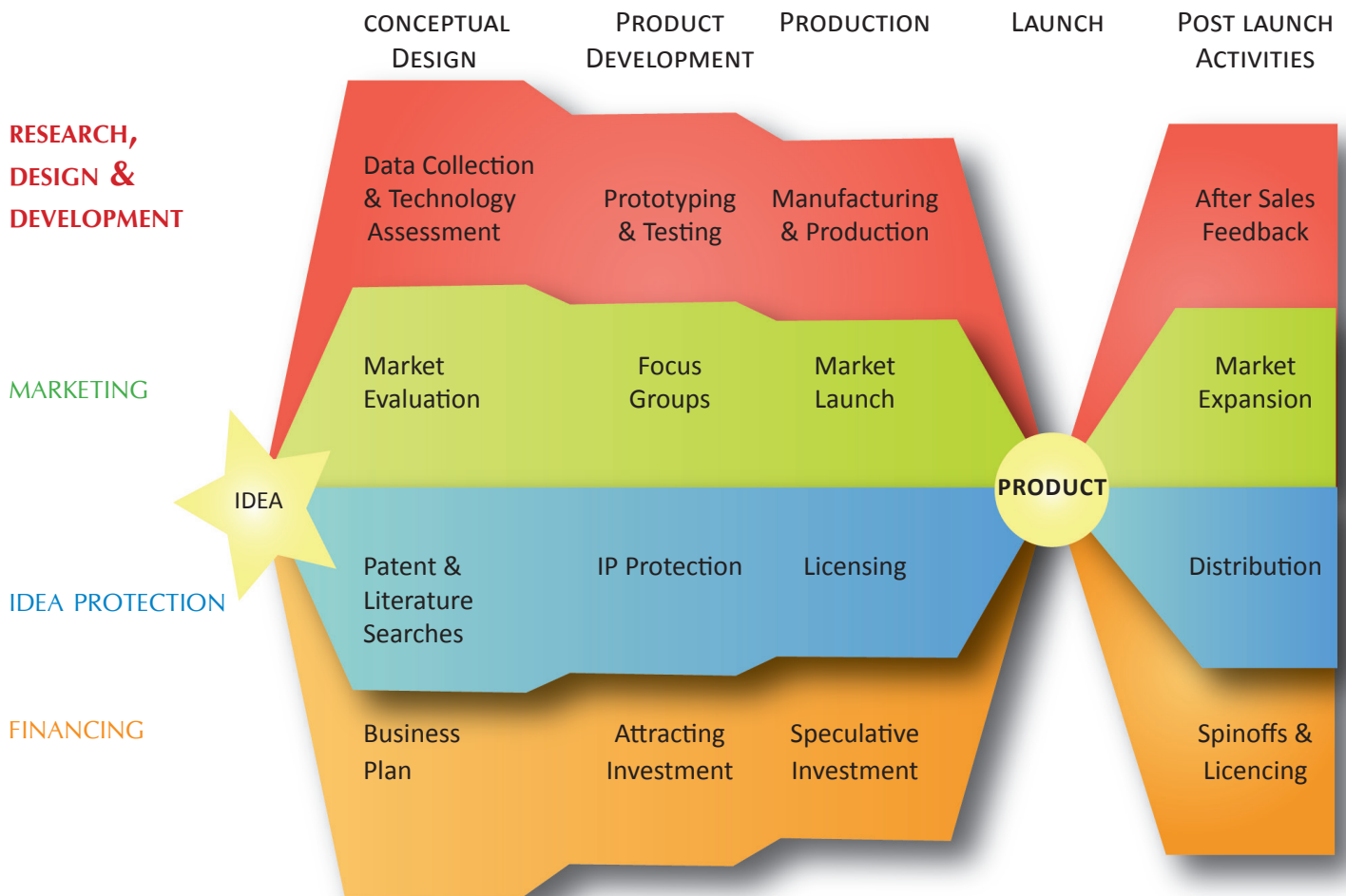
BUSINESS OPPORTUNITY DOCUMENT

Entrepreneur Name: _____

Date started: _____

Commercialization Process

From Idea to Product Launch





1. THE IDEA

Describe your idea in non-technical terms.

Use the checklists below as a guideline to help with the description.

- What problem are you solving?
- Why are you solving it?
- Is it a product or process?
- What does your product look like?
- What is the need for your idea?
- Who would be utilizing this solution?
- Are you applying the scientific and/or engineering knowledge?
- How does your idea add value to the end-user?
- Is the final product a practical, potentially commercial viable result?
- What are the financial returns and the time frame to market?

2. THE MARKET

WHO are Your Customers?

Describe WHO your customer is.

Use the checklist below as a guideline to help with the description.

Target Market

- Are you selling to an individual customer or to another business?
- If you are selling to an individual customer: describe the customer or target market's age, sex, occupation, income, buying patterns, wants and needs. etc.
- If you are selling to another business: describe the age of the company, number of employees, location, annual sales revenue, etc.
- Do demographics (e.g. aging population) affect your market? If so, describe the influence of the market demographics.



Market Description

Describe the Market for your product.
Use the checklists below as a guideline to help with the description.

Current State of the Industry

- What products will you be competing with or replacing?
- What is happening in the industry?
- What is the lifespan of your idea?
- Are there businesses that produce complementary products or services?

Competition

- Does your product/technology have a demonstrable and sustainable advantage over competitive technologies in the marketplace?
- Who are your competitors? Include those businesses who compete for the dollar you want to capture?
- What are their solutions to the problem you are solving with your idea?
- What will be your competitor's reaction to your entry into the market?

Sales

Describe how you will commercialize (i.e. make a profit) from your idea.
Use the checklists below as a guideline to help with the description.

Sales

- Will you sell it yourself?
- Can you train sales staff and keep them motivated?
- How will you ensure you are getting sales? What is the process for ordering?
- How many products would be ordered at one time? When would the next re-order take place?
- What is your estimated market share size (define by sales, number of units sold, etc.)?
- How will your product be distributed?
- Is your market local, regional, provincial, national, international or global (i.e. over the Internet)?

Pricing

- What is your breakeven cost?
- How will you price your product (i.e. what is your mark-up)?
- How many will you produce?
- How many will you sell in a month? Year?
- How does your price compare to competitor's products?



3. PRODUCTION

Describe your product or process specifications.

Use the checklists below as a guideline to help with the description.

Production

- Describe the uniqueness of your product or process.
- What raw materials will you use?
- Where will the product be produced/ manufactured?
- How many products will be produced at one time?
- How long does it take to produce one product?
- What is the turnaround time to re-fill an order?
- Describe the type of equipment , machinery required to produce your product? How will your product be distributed?
- Is it possible to manufacture your idea in your area?
- What facilities do you require for production?
- Can it be made offshore and shipped to you for distribution?

4. LEGAL CONCERNS

Regulations, Licenses and Permitting

Describe any registrations, licenses or permits that are required to develop, produce or market your idea. Use the checklists below as a guideline to help with the description.

Regulations

Do any of these regulations affect your product?

- Canadian Standards Association
- Worksafe BC
- Ministry of Transportation
- Forest Practices Code
- Agriculture and Agri-Food Regulations
- Packaging Requirements
- Other _____

Licensing

- Are technologies that need to be licensed form a critical part of your product?
- Have you considered licensing your innovation to another company?
- Determine the license and permits required by completing the on-line checklist. Go to www.bcbizpal.ca



Protecting Your Idea

Describe whether your idea needs protection and if so how you are going to protect it. Use the checklists below as a guideline to help with the description.

Idea Protection

- Is your idea a device, method, process or composition of matter (substance) known as an invention?
- Is it new, non-obvious, inventive and useful or industrially applicable?
- Do you need Intellectual Property protection?
- Which of the 4 Intellectual Property Protection types do you need?
 - Patent
 - Copyright
 - Trademark
 - Industrial Design
- Who will hold the Intellectual Property (IP) - an individual or a company?
- What other IP will you need to develop your innovation?
- What "Patent Blockers" can you install and what potential spin off (revenue generating) technologies might evolve?

Reference: www.cipo.ic.gc.ca

NOTES:



5. LEADERSHIP

Describe WHO will help you take your invention from the idea stage to commercialization. Describe what you are capable of, what assistance you require and who your mentors and advisors are. Use the checklists below as a guideline to help with the description.

Leadership

- Do you have the skills to manage a business? Take the **Entrepreneurial Test**. Go to http://www.communityfutures.com/cms/Entrepreneur_Test.15.0.html
- What are your business strengths? What are your weaknesses?
- How many people would you need to produce your product?
- How many people would you need to sell your product?
- Will you hire consultants/contractors and/or employees?
- Who in your immediate circle of acquaintances could provide you with advice on moving your idea forward?
- Who would you like to see on an ongoing Advisory Board for your business?

Skills and Knowledge

There are three skill sets required for an enterprise to be successful:

1. Product Knowledge (skills necessary to design and produce the product).
 2. Finance Capabilities (ability to manage cash and finances in a timely manner).
 3. Marketing Knowledge (ability to analyze the market, develop a marketing plan, implement it and assess its effectiveness, make adjustments and continue on).
- Who will look after these areas of your business:
 - Product knowledge?
 - Finance?
 - Marketing?
 - What training will be required for these areas of your business?
 - Product knowledge?
 - Finance?
 - Marketing?

NOTES:



6. MONEY MATTERS

Describe how much money you need and where the money will come from. Use the checklists below as a guideline to help with the description.

Money Matters

- Is your invention a continuous revenue stream or a single use product?
- Are there government programs to provide incentives for purchases?
- How much money will be left in your pocket after each sale?
- What are the milestones and timelines for producing and selling the product?

Financing

- How much money do you need to/for:
 - Develop a prototype?
 - Address Legal concerns?
 - Set up Production?
 - Hire a manager and employee(s)?
 - Develop marketing materials?
- What financing can you have in place for the next 6/12/18 months?
- Have you prepared a 'Source and Use of Funds' factsheet to present to funding agencies? (List the USE of funds, itemize what the funds will be used for and the SOURCE of funds, how much you want from the financing agent and how much you will contribute. The USE and SOURCE amounts should match).
- What funding sources are available? (See Resource Directory)
- Investigate IRAP (Industrial Research Assistance Program) www.nrc-cnrc.gc.ca/eng/ibp/irap.html and SR&ED (Science Research and Experimental Development Program) www.cra-arc.gc.ca/sred/

7. THE ANALYSIS

Describe the risk involved in bringing your idea to the market place. Use the table below to organize your thoughts.

Keys	Locks	Showstoppers
(to market entry, positive attributes)	(possible barriers that include access to raw materials, regulations, monopolies, customer preference, distance to market, etc.)	(a lock or barrier that cannot be overcome). From the locks listed identify which items are showstoppers and which ones can be overcome.



Enlist a volunteer. Give your BOD to a friend, colleague, advisor or family member. Ask them to read it. Then, have them answer the following 10 questions:

1. What is the idea/invention?
2. What features (distinguishing elements or improvements) and benefits (increased value-added, enjoyment, productivity) does your invention provide?
3. Who is the target consumer or business group for this invention?
4. When and where will the product/service invention be launched?
5. How much will the product cost? And what is the mark-up?
6. Name competitors and substitute products.
7. Who is the management team?
8. Where will the product be produced? And where will the raw materials come from?
9. Where will the financial backing come from to develop the prototype and support business operations?
10. Do you think this idea will be successful (i.e. will people buy the product/service and will the business venture turn a profit)?

Assess how well you have researched and described your idea and whether you are ready to become an entrepreneur. Take the following test:

Do your core family members support your business venture?	Points
<input type="checkbox"/> Yes, absolutely	5
<input type="checkbox"/> No	0
<input type="checkbox"/> Occasionally	2
What was your score from the Entrepreneurial Test (Leadership, Section 5)?	
<input type="checkbox"/> Greater than 75%	10
<input type="checkbox"/> Greater than 60%	5
<input type="checkbox"/> Less than 60%	0
How many questions did your volunteer answer correctly?	
<input type="checkbox"/> Less than 5	0
<input type="checkbox"/> Between 5 – 9	8
<input type="checkbox"/> All 10 questions	15
What was the volunteer’s answer to Question #10?	
<input type="checkbox"/> Yes	5
<input type="checkbox"/> No	0
<input type="checkbox"/> It depends	3

NOTES:



8. NEXT STEPS

Add up your score from the test and refer to the following scale.

- 0-17 Revisit your idea and/or expand your research and explanation of how you will commercialize your idea.

- 18-25 You are on the right track. Enlist some help to fine-tune your idea, your entrepreneurial skills and the description of your commercialization components.

- 25-35 Time to take action. Start or continue with research and prototype development of your idea. Create a list of action items based on the “Commercialization: From Idea to Product Launch” Diagram and utilize the resources available to you.

Who can help?

NSIS: Business Mentor Coach Program

Call 250.638.0950 or 1.877.297.6747

NSIS advertisement

Review the [Resource Directory](#) for a list of resources available that support innovation and product development.

RESOURCE DIRECTORY INDEX

Business Development Resources

Aboriginal Business Service Network Society	Canada Business
Canadian Council for Aboriginal Business	Canadian Foundation for Innovation
Chamber of Commerce	Community Futures Development Corporation
e-biz.enable	Northern Development Initiative Trust
Premier's Technology Council	Science and Technology for Canadians
Small Business BC	

E-Business Resources

Digital Media and Wireless Association of BC	e-biz.enable
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Funding Resources

Angel Forum	Business Development Bank of Canada
Community Futures Development Corporation	Northern Development Initiative Trust
Scientific Research and Experimental Development (SR&ED) Tax Incentive Program	Western Economic Diversification Canada

Government Resources

BC Innovation Council (BCIC)	BC Stats
BizPal – tool of Canada Business	Canada Business
Foreign Affairs and International Trade Canada	National Research Council of Canada
Premier's Technology Council	Scientific Research and Experimental Development
Science and Technology for Canadians	Small Business BC

Innovator and Inventor Resources

BC Inventors Society	Canadian Foundation for Innovation
Canadian Innovation Centre	Industrial Research Assistance Program (NRC)
Inventors Digest	Inventor Guide
National Invention Fraud Centre, Inc.	Premier's Technology Council (Provincial)

Intellectual Property

BC Inventors Society	bizpal.ca – for licensing information, multi-levels of government
Canadian Intellectual Property Office (CIPO)	Intellectual Property Institute of Canada (IPIC)
Intellectual Property Search Portal	Inventors Digest
Inventor Guide	World Intellectual Property Organization (WIPO)

Legal Resources and Patent Agents

Legal resource list under Patent agents within directory

Sector and Industry Resources

Applied Science Technologist and Technicians of BC (ASTT)	Association of Professional Engineers and Geoscientists of BC
BC Technology Industries Association (BCTIA)	Canadian Advanced Technology Alliance (CATA)
Canadian Information Processing Society (CIPS)	Chamber of Commerce
Digital Media and Wireless Association of BC	First Nations Technology Council (FNTC)
Initiatives Prince George	Life Sciences BC




<p>Aboriginal Business Service Network Society</p> <p>ABSBN is a non-profit organization operating in partnership with the support of Western Economic Diversification Canada. It comprises Aboriginal business service providers, federal, provincial and non-profit representatives, whose mandate is to assist Aboriginal people to realize their economic goals by improving access to and use of business information and services.</p>	<p>www.absn.ca Northwest BC Metis Association t. 250.638.1199 f. 250.638.0888 304, 4546 Park Avenue Terrace, BC V8G 1V4</p> <p>Tribal Resources Investment Corp. 1.800.665.2101 www.tricorp.ca t. 250.624.3535 f. 250.624.3883 344 – 2nd Avenue Prince Rupert, BC V8J 1G6</p> <p>Gwaalagaa Naay Corp. www.skidegate.ca t. 250.559.4496 f. 250.559.8247 Skidigate Band Council Box 1297 Skidigate, BC V0T 1S1</p> <p>Old Masset Village Council 1.888.378.4422 t. 250.626.3337 f. 250.626.3337 PO Box 189 Old Masset, BC V0T 1M0</p>
<p>Angel Forum</p> <p>The Angel Forum was founded in 1997 by Bob Chaworth-Musters and to date has held 27 Angel Forums in Vancouver.</p>	<p>e. bob@angelforum.org www.angelforum.org f. 604.926.7327</p> <p>The Forum introduces emerging companies seeking equity financing (\$100,000 to \$1 million) to pre-screened private and corporate investors during a one-day event. As one of the oldest and largest angel groups in Canada with 100+ investors, the Angel Forum in Vancouver sponsors include leading companies and associations. It is open only to pre-registered companies and investors.</p>
<p>Applied Science Technologists and Technicians of BC (ASTT)</p> <p>Incorporated under the Applied Science Technologists and Technicians Act (ASTT Act) in 1985. Established in 1958 by technicians and technologists in the fields of engineering and architecture, ASTTBC has expanded to 16 disciplines and nine special certifications in the broad field of applied science</p>	<p>e. techinfo@asttbc.org t. 604.585.2788 f. 604.585.2790 10767 - 148th Street Surrey, B.C. V3R 0S4</p> <p>www.asttbc.com</p>
<p>Association of Professional Engineers and Geoscientists of BC (APEGBC)</p> <p>APEGBC is the regulatory body for two professions: engineering and geoscience. It sets and maintains high academic, experience and professional practice standards for all members. Individuals licensed by APEGBC are the only persons permitted by law to undertake, and assume responsibility for engineering and geoscience projects in the province of BC.</p>	<p>1.888.430.8035 e. apeginfo@apeg.bc.ca www.apeg.bc.ca t. 604.430.8035 f. 604.430.8085 200 – 4010 Regent Street Burnaby, BC V5C 6N2</p>

<p>BC Innovation Council (BCIC)</p> <p>Develops entrepreneurial talent and commercializes technology through startup companies and partnerships between industry and academia. BCIC focuses on competitively positioning British Columbia in today's global knowledge economy in order to provide significant employment opportunities and a high standard of living for British Columbians</p>	<p>1.800.665.7222 e. info@bcic.ca</p> <p>www.bcic.ca/</p>	<p>t. 604.683.2724 f. 604.683.6567 9th Floor, 1188 West Georgia St. Vancouver, BC V6E 4A2</p>
<p>BC Technology Industry Association (BCTIA)</p> <p>BCTIA is a not-for-profit organization that represents the technology industry of BC. Its diverse membership encompasses companies of all sizes and sectors. It is the voice of the Tech industry providing leadership, connection and action needed to foster the continued growth and success of the industry.</p>	<p>e. info@bctia.org</p> <p>www.bctia.org</p>	<p>t. 604.683.6159 f. 604.683.3879 900, 1188 West Georgia St. Vancouver, BC V6E 4A2</p>
<p>BC Inventors Society</p> <p>An organization dedicated to assisting new inventors to develop and market their ideas</p>	<p>e. info@bcinventor.com</p> <p>www.bcinventor.com/</p>	<p>t. 604.779.4635 PO Box 43502 Alberni Street PO Vancouver BC V6G 3C7</p>
<p>BC Stats</p> <p>Provides a variety of services ranging from reporting on current issues of relevance to fee-for-service custom work. BC Stats publications cover a wide range of topics such as population, labour market issues, business, etc. and are available on paper or electronically.</p>	<p>1.800.663.7867</p> <p>e. enquirybc@gov.bc.ca</p> <p>www.bcstats.gov.bc.ca</p>	<p>t. 250.387.0327 Box 9410 Stn Prov Govt Victoria, BC V8W 1T7</p>
<p>Business Development Bank of Canada</p> <p>BDC provides small and medium-sized businesses with flexible financing, affordable consulting services and venture capital. BDC support the needs of entrepreneurs at every stage of growth.</p>	<p>www.bdc.ca</p>	<p>t. 250.615.5300 f. 250.615.5320 3233 Emerson Street Terrace, BC V8G 5L2</p>
<p>BizPal – tool of Canada Business</p> <p>An online source of information on permits and licenses.</p> <p>www.bizpal.ca</p> <p>Launched in 2005, BizPal is jointly managed by a partnership involving governments at the federal, provincial, territorial and municipal levels. Provinces, territories and hundreds of municipalities have collaborated together to provide you with the permits and licenses that may be required to start and grow your business.</p>		
<p>Canada Business</p> <p>Government Services for Entrepreneurs</p> <p>An information website for starting a business in Canada. This site has essential business start-up information such as business planning, grants and financing, human resources, taxes and home-based businesses.</p>	<p>1.888.576.4444</p> <p>www.canadabusiness.ca</p>	<p>t. 604.775.5525 f. 604.775.5520 Canada/BC Business Services Society 82 - 601 Cordova Street West Vancouver, BC V6B 1G1</p>



<p>Canadian Advanced Technology Alliance (CATA)</p> <p>The largest high-tech association in Canada, CATAAlliance matches businesses with opportunities across most sectors. Reaching out from Canada, CATAAlliance members are connected with investment and partnership opportunities with the major global companies. As 80% are exporters, CATA's members are the arrow-head for global growth.</p>	<p>e. info@cata.ca</p> <p>www.cata.ca</p>	<p>t. 613.236.655 416 - 207 Bank Street Ottawa, ON K2P 2N2</p> <p>CATA is the foundation for commercialization, market research, networking, events, access to other associations, and professional development, across the nation.</p>
<p>Canadian Council for Aboriginal Business</p> <p>CCAB is non-partisan and receives no core government funding — it is entirely supported through corporate funding, program and event sponsorships, and membership dues.</p> <p>Our programs and services support the Aboriginal business entrepreneur through the stages of education (financial support); business development (mentorship) and leadership (recognition of lifetime achievers).</p>	<p>e. info@ccab.com www.ccab.com</p>	<p>t. 416.961.8663 f. 416.961.3995 250 The Esplanade, Suite 204 Toronto, ON M5A 1J2</p>
<p>Canadian Foundation for Innovation</p> <p>The Canada Foundation for Innovation (CFI) is an independent corporation created by the Government of Canada to fund research infrastructure. The CFI's mandate is to strengthen the capacity of Canadian universities, colleges, research hospitals, and non-profit research institutions to carry out world-class research and technology development that benefits Canadians. Since its creation in 1997, the CFI has committed \$5.3 billion in support of more than 6,800 projects at 131 research institutions in 65 municipalities across Canada.</p>	<p>e. feedback@innovation.ca</p>	<p>t. 613.947.6496 f. 613.943.0923 Suite 450, 230 Queen Street Ottawa, ON K1P 5E4</p>
<p>Canadian Information Processing Society (CIPS)</p> <p>CIPS is the professional association for Information Technology (IT) practitioners in Canada. Founded in 1958, CIPS is a non-profit organization that represents more than 6000 IT professionals. It establishes standards and shares best practises for the benefit of the sector as a whole. CIPS offers certification of IT professionals and accreditation of education.</p>	<p>1.877.275.2477 e. info@cips.ca www.cips.ca</p>	<p>t. 905.602.1370 f. 905.602.7884 Suite 402, 2800 Skymark Ave. Mississauga, ON L4W 5A6</p>
<p>Canadian Innovation Centre</p> <p>The Canadian Innovation Centre has a process for guiding innovators and their innovations to the market. They have perfected it over the past 30 years. The process is based on sound market research and original market insight.</p>	<p>e. info@innovationcentre.ca www.innovationcentre.ca</p>	<p>t. 519.885.5870 f. 519.513.2421 Waterloo Research & Technology Park Accelerator (Accelerator Centre) 295 Hagey Blvd, Suite 15 Waterloo, ON N2L 6R5</p>
<p>Canadian Intellectual Property Office (CIPO)</p> <p>CIPO is a Special Operating Agency associated with Industry Canada, and is responsible for the administration and processing of intellectual property in Canada:</p> <p>Patents, trade-marks, copyrights, industrial designs, integrated circuit topographies.</p>	<p>1.866.997.1936 www.cipo.ic.gc.ca</p>	<p>t. 819.934.0544 f. 8819.953.7620 Place du Portage 1 Rm C-114, 50 Victoria Street Gatineau, Quebec K1A 0C9</p>

<p>Chamber of Commerce</p> <p>An association of business and professional men and women who have joined together to improve the civic and business welfare of their community.</p> <p>The Association acts as the spokesperson for business before all levels of government.</p>	<p>Terrace Chamber of Commerce t. 250.635.2063 f. 250.635.2573 e. executivedirector@terracechamber.com www.terracechamber.com 4511 Keith Avenue Terrace, BC V8G 1K1</p> <p>Prince Rupert Chamber of Commerce t. 250.624.2296 f. 250.624.6105 e. manager@princerupertchamber.ca www.princerupertchamber.ca Suite 170, 110 – 1st Avenue West Prince Rupert, BC V8J 1A8</p> <p>Kitimat Chamber t. 250.632.6294 f. 250.632.4685 e. kitimat@telus.net www.kitimatchamber.ca 2109 Forest Avenue, PO Box 214 Kitimat, BC V8C 2G7</p> <p>Houston Chamber of Commerce t. 250.845.7640 f. 250.845.3682 e. info@houstonchamber.ca www.houstonchamber.ca 3289 Highway 16, PO Box 396 Houston, BC V0J 1Z9</p> <p>Stewart/Hyder International Chamber of Commerce t. 250.636.9274 f. 250.636.2199 e. info@stewart-hyder.com www.stewart-hyder.com 222 – 5th Avenue, PO Box 306 Stewart, BC V0T 1W0</p> <p>Haida Gwaii No Chamber at this time</p>
<p>Community Futures Development Corporation</p>  <p>community futures <small>NETWORK OF CANADA</small> réseau de développement <small>DES COLLECTIVITÉS DU CANADA</small></p> <p>CFDC is a federal government initiative founded in 1988 to assist communities with their economic development by providing quality business and support services to entrepreneurs and small business. CFDCs are independent, non-profit corporations run by a volunteer Board of Directors and supported by staff.</p> <p>Community Futures is involved in lending, leveraging, business counselling, community economic development planning, advising and facilitating.</p>	<p>16/37 CFDC www.1637cfdc.bc.ca e. info@1637cfdc.bc.ca 1.800.663.6396</p> <p>CFDC Pacific Northwest 1.877.622.8288</p> <p>Haida Gwaii Community Futures www.haidagwaiifutures.ca e. future@island.net 1.888.328.5594</p> <p>CFDC Nadina www.cfdcnadina.ca e. generalmail@cfcdnadina.ca Houston: 1.800.556.5539</p> <p><i>Smithers:</i> t. 250.847.1389</p> <p>t. 250.635.5449 #204, 4630 Lazelle Avenue Terrace, BC V8G 1S6 www.cfdc-pnw.com t. 250.622.2332 f. 250.622.2334 #200, 515-3rd Avenue Prince Rupert, BC V8J 1L9</p> <p>t. 250.626.5594 f. 250.626.5693 1730 Hodges Avenue PO Box 40 Masset, BC V0T 1M0</p> <p>t. 250.845.2522 Houston Mall, 2nd Floor 3232 Highway 16, PO Box 236 Houston, BC V0J 1Z0</p> <p>f. 250.847.1860 #200, 3848-3rd Avenue PO Box 2319 Smithers, BC V0J 2N0</p>



<p>Digital Media and Wireless Association of BC (DigiBC)</p> <p>DigiBC is a member-supported, non-profit organization. Its mission is to promote, support and accelerate the growth, competitiveness and sustainability of BC's digital media and wireless industry. It represents the interests of more than 400 member companies, making it one of the largest associations in BC.</p>	<p>e. hello@digibc.org</p> <p>www.digibc.org</p> <p>Suite 900, 1188 West Georgia St. Vancouver, BC V6E 4A2</p> <p>The combined wireless and mobile, video gaming, animation and VFX, web 2.0 and social media, interactive marketing and e-learning sectors include more than 1,300 companies, employing 22,000 people, and generating revenues of more than \$3B a year.</p>
<p>ebiz.enable</p> <p>An easy-to-use website designed specifically for small and medium-sized businesses, this is a comprehensive online resource that allows you to explore e-business problems and solutions relevant to your company and its success in the global online environment.(On the Industry Canada site)</p>	
<p>First Nations Technology Council (FNTC)</p> <p>The purpose of the Council is to ensure that all BC First Nations have high speed, affordable internet, a technical environment on par with government, and the skills required for using any and all applications as tools to build strong healthy communities. These applications include preservation of language and culture, tele-health, distance education, economic development and more transparent governance.</p>	<p>1.888.921.9938</p> <p>e. info@fntc.info</p> <p>www.fntc.info</p> <p>t. 604.921.9939</p> <p>f. 604.921.9979</p> <p>1108 – 100 Park Avenue South West Vancouver, BC V7T 1A2</p>
<p>Foreign Affairs and International Trade Canada</p> <p>The Canadian Trade Commissioner Service can help your company succeed globally and lower your costs of doing business through four key services:</p> <ul style="list-style-type: none"> • Preparing for International Markets • Assessing Market Potential • Finding Qualified Contacts • Resolving Problems 	<p>1.800.267.9376</p> <p>e. enqserv@international.gc.ca</p> <p>www.international.gc.ca</p> <p>t. 613.944.4000</p> <p>f. 613.996.9709</p> <p>125 Sussex Drive Ottawa, ON K1A 0G2</p> <p>Your organization can benefit from these services if it is part of the Canadian business community, contributes to Canada's economic growth and has the capacity for internationalization.</p>
<p>Initiatives Prince George</p> <p>Aims to be the creative, energizing force that makes Prince George an integrated and sustainable, manufacturing, transportation, supply and service centre, and the inland gateway to Asia and North America.</p>	<p>e. info@initiativespg.com</p> <p>www.initiativespg.com/</p> <p>t. 250.564.0282</p> <p>f. 250.649.3200</p> <p>#201 – 1300 First Avenue Prince George, BC V2L 2Y3</p>
<p>Intellectual Property Institute of Canada (IPIC)</p> <p>Founded in 1926, IPIC is Canada's pre-eminent association of professionals who specialize in intellectual property: patents for inventions, trade-marks, copyright, and industrial designs. IPIC is committed to the protection and promotion of intellectual property in the Canadian economy.</p>	<p>e. info@ipic.ca</p> <p>www.ipic.ca</p> <p>t. 613. 234.0516</p> <p>f. 613.234.0671</p> <p>Suite 606, 60 Queen Street Ottawa, ON K1P 5Y7</p>
<p>Intellectual Property Search Portal</p> <p>www.surfip.gov.sg/_patent-f.htm</p> <p>A project of the Intellectual Property Office of Singapore. SurfIP is a vertical portal where patent attorneys, researchers, inventors and business users can search easily for IP information in different systems.</p>	
<p>Inventors Digest</p> <p>As the leading print and online publication for the innovation culture, Inventors Digest delivers useful, entertaining and cutting-edge information to help its readers succeed.</p>	<p>1.800.838.8808</p> <p>e. info@InventorsDigest.com</p> <p>www.inventorsdigest.com</p> <p>t. 704.369.7312</p> <p>f. 704.333.5115</p> <p>Post Office Box 36761 Charlotte NC 28236</p>

<p>Life Sciences BC</p> <p>LifeSciences BC is an industry-funded association that supports and represents the life sciences community of British Columbia through leadership, facilitation of investment and partnering, advocacy, and promotion of our world-class science and industry.</p>	<p>e. pyeung@lifesciencesbc.ca t. 604.669.9909 f. 604. 669.9912 www.lifesciencesbc.ca #900, 1188 West Georgia Street Vancouver, BC V6E 4A2</p> <p>All life sciences sectors, from biopharmaceuticals and medical devices, to bioproducts and bioenergy, forest, agricultural and marine biotech, are integrated into our organization and all that we do, ensuring that no life sciences sector is working in isolation .</p>
<p>National Invention Fraud Centre, Inc.</p> <p>Website providing information to consumers about invention promotion companies and how people can market their ideas. Many inventors do not realize that some invention marketing companies charge thousands of dollars, yet have success rates of 0.00%. The goal of the NIFC is to educate and help inventors make the right decisions. The NIFC is owned by Neustel Law Offices, LTD.</p>	<p>www.inventorfraud.com/</p>
<p>National Research Council of Canada</p> <p>The National Research Council's ideas can improve your bottom line. Contact the business relations team to discuss licensing NRC technologies, partnership and collaboration opportunities.</p> <p>Program supports small and medium-sized enterprises in Canada to grow stronger, faster and bigger through innovation and technology.</p> <p>Helps firms to develop technologies and successfully commercialize them in a global marketplace by providing technical and business advisory services and financial assistance to the small and medium-sized enterprise.</p>	<p>1.877.672.2672 t. 613.993.9101 e. info@nrc-cnrc.gc.ca f. 613.952.9907 www.nrc-cnrc.gc.ca/eng/index.html 1200 Montreal Road, Bldg. M-58 Ottawa, ON K1A 0R6</p> <p>Industrial Research Assistance Program</p> <p>1.887.994.4727 www.nrc-cnrc.gc.ca/eng/ibp/irap.html</p>
<p>Northern Development Initiative Trust</p> <p>A regionally operated economic development funding corporation for central and northern British Columbia. Northern Development operates independently from government and provides the funding and ability to identify and pursue new opportunities for stimulating economic growth and job creation within the region.</p>	<p>e. info@northerndevelopment.bc.ca t. 250.561.2525 www.northerndevelopment.bc.ca f. 250.561.2563 #301, 1268 – 5th Avenue Prince George, BC V2L 3L2</p>

Patent Agents in British Columbia

Look to the following legal agents for advice on the multiple aspects of intellectual property law: trade-marks, copyrights, licensing, industrial design, trade secrets, confidential information, biotechnology, software, e-commerce and other technology issues.



<p>Alexander Holburn Beaudin & Lang</p> <p>1.877.688.1351 e. lmallett@ahbl.ca www.ahbl.ca</p>	<p>Intellectual Property Team Leader: Loren Mallett t. 604.484.1750 2700, 700 W. Georgia Street Vancouver, BC V7Y 1B8</p>	
<p>Barbeau, Evans & Goldstein</p> <p>e. info@beg-law.com www.beg-law.com</p>	<p>t. 604.688.4900 f. 604.688.0649 Suite 280, Park Place, 666 Burrard Street Vancouver, BC V6C 2X8</p>	
<p>Barrigar Intellectual Property Law</p> <p>e. email@barrigar.com www.barrigar.com</p>	<p>Vancouver Office t. 604.689.9255 f. 604.689.9265 #302, 543 Granville St. Vancouver, BC V6C 1X8</p>	<p>Victoria Office t. 250.389.0387 f. 250.389.2659 #201, 1007 Fort St. Victoria, BC V8V 3K5</p>
<p>Broughton Law Corporation</p> <p>e. lawyers@boughton.ca www.boughton.ca</p>	<p>t. 604 687 6789 f. 604 683 5317 Suite 700-595 Burrard Street, P.O. Box 49290 Vancouver, BC V7X 1S8</p>	
<p>Bull, Housser & Tupper</p> <p>1.866.687.6575 www.bht.com</p>	<p>t. 604.687.6575 f. 604.641.4949 3000 Royal Centre, 1055 West Georgia St. Vancouver, BC V6E 3R3</p>	
<p>Stephen Burri</p> <p>e. burri@islandip.com www.islandip.com</p>	<p>t. 250.755.9110 43 Machleary Street Nanaimo, BC V9R 2G3</p>	
<p>Clark Wilson LLP</p> <p>www.cwilson.com</p>	<p>t. 604.687.5700 f. 604.687.6314 800, 855 W. Georgia Street Vancouver, BC V6C 3H1</p>	
<p>Coastal Trademark Services</p> <p>1.800.663.1444 e. coastal@trademarkable.com www.trademarkable.com</p>	<p>t. 604.687.7432 f. 604.687.3478 Suite 2200, 555 West Hastings Street Vancouver, BC V6B 4N6</p>	
<p>Davis & Co.</p> <p>www.davis.ca</p>	<p>t. 604.687.9444 f. 604.687.1612 Suite 2800 Park Place, 666 Burrard Street Vancouver, BC V6C 2Z7</p>	
<p>Anthony Edwards Petraroia Langford Edwards & Rush</p>	<p>t. 250.861.5332 f. 250.861.8772 800, 1708 Dolphin Ave Kelowna BC V1Y 9S4</p>	
<p>Farris Vaughn Wills & Murphy LLP</p> <p>e. info@farris.com www.farris.com</p>	<p>t. 604.684.9151 f. 604.661.9349 25th Floor, Pacific Centre South, PO Box 10026 Vancouver, BC V7Y 1B3</p>	
<p>Paul D. Gornall</p> <p>e. pdg@direct.ca</p>	<p>t. 604.681.7932 f. 604.687.7935 1820 – 355 Burrard Street Vancouver, BC V7V 1A7</p>	
<p>Gowline Lafleur Henderson LLP</p> <p>e. lp-ingo@gowlings.com www.gowlings.com</p>	<p>t. 604.683.6498 f. 604.683.3558 Suite 2300, Bentall 5, 550 Burrard Street Vancouver, BC V6C 2B5</p>	

John Russell Uren Law Corporation e. urenpat@telus.net	t. 604.922.2997 f. 604.922.2957 Suite 202, 1590 Bellevue Avenue West Vancouver, BC V7V 1A7
Frederick Kaufman	t. 604.687.4744 f. 604.687.4734 305, 2075 Comox Street Vancouver, BC V6G 1S2
Theresa Koster	t. 250.477.3143 1890 Ferndale Road, Victoria, BC V8N 2Y3
Long and Cameron	t. 604.687.5513 f. 604.687.5756 1401 – 1166 Albert Street Vancouver, BC V6E 3Z3
MBM & Co. e. mbmvan@mbm.com www.mbm.com	t. 604.669.4350 f. 604.669.4351 700-700 West Pender Street Vancouver, BC V6C 1G8
McCarthy Tetrault LLP 877.244.7711 e. info@mccarthy.ca www.mccarthy.ca	t. 604.643.7100 f. 604.643.7900 Suite 1300, 777 Dunsmuir Street P.O. Box 10424, Pacific Centre Vancouver BC V7Y 1K2
Oyen Wiggs Green & Mutala 1.866.475.2922 e. mail@patentable.com www.patentable.com	t. 604.669.3432 f. 604.681.4081 480 The Station, 601 West Cordova Street Vancouver, BC V6B 1G1
Dean A. Palmer e. info@iproperity.ca www.iproperty.ca	t. 604.677.7727 f. 604.677.7728 Box 32, 950 – 609 West Hastings Street Vancouver, BC V6B 4W4
Paul Smith Intellectual Property Law	t. 604.689.7276 f. 604.689.7216 330 – 1508 West Broadway Vancouver, BC V6J 1W8
Remedios & Company 1.800.914.0011 e. info@remediosandcompany.com www.remediosandcompany.com	t. 604.688.9337 f. 604.688.5590 1010 The Burrard Building, 1030 West Georgia St. Vancouver, BC V6E 2Y3
Russell Reyneke Law Corporation	t. 604.687.0771 f. 604.687.0774 700 – 555 Burrard Street Vancouver, BC V7X 1M8
Smart & Biggar/Fetherstonhaugh & Co. e. Vancouver@smart-biggar.ca www.smart-biggar.ca	t. 604.682.7780 f. 604.682.0274 2200-650 West Georgia Street Box 11560, Vancouver Centre Vancouver, B.C. V6B 4N8
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<p>Premier's Technology Council (Provincial)</p> <p>23 members from the private sector and academia. The mandate of the council is to provide advice to the Premier on all technology-related issues facing British Columbia and its citizens.</p>	<p>e. Premiers.TechnologyCouncil@gov.bc.ca t. 604.827.4629 #1, 702 – 800 Robson Street. Vancouver, BC V6C 3B7</p> <p>www.gov.bc.ca/premier/technology_council</p>
<p>Science and Technology for Canadians</p> <p>Government of Canada website featuring information on science topics such as energy, environment, food, health, information technology, materials, security, and space. The site also features Canadian science achievements, citizen science and science careers.</p>	<p>e. information@science.gc.ca www.science.gc.ca</p>
<p>Scientific Research and Experimental Development (SR&ED) Tax Incentive Program</p> <p>The SR&ED program is a federal tax incentive program, administered by the Canada Revenue Agency (CRA), that encourages Canadian businesses of all sizes, and in all sectors to conduct research and development (R&D) in Canada. It is the largest single source of federal government support for industrial R&D.</p> <p>The SR&ED program gives claimants cash refunds and/or tax credits for their expenditures on eligible R&D work done in Canada.</p>	<p>1.866.317.0473 www.cra-arc.gc.ca/txcrdt/sred-rsde/menu-eng.html</p> <p>f. 604.691.3872 1166 West Pender Street Vancouver, BC V6E 3H8</p>
<p>Small Business BC</p> <p>British Columbia's premiere resource centre for knowledge-based business products and services. Core activities are funded by Western Economic Diversification Canada and the Ministry of Finance. Through ongoing operations and private sector partnerships, they offer additional products and services to the small business community.</p>	<p>1.800.667.2272 e. askus@smallbusinessbc.ca www.smallbusinessbc.ca</p> <p>t. 604.775.5525 f. 604.775.5520 82 – 601 West Cordova Street Vancouver, BC V6B 1G1</p>
<p>Western Economic Diversification Canada</p> <p>(WD) mandate is to promote the development and diversification of the economy of Western Canada and advance the interests of the West in national economic policy. This mandate is delivered primarily through grants and contributions programs. By collaboration with partners including the private sector, other levels of government, academic, financial institutions, and research centres, it can maximize investment in Western Canada and create alternative sources of funding for commercial ventures.</p>	<p>1.888.338.9378 e. info@wd-deo.gc.ca www.wd-deo.gc.ca</p> <p>t. 604.666.6256 f. 604.666.2353 700 - 333 Seymour Street Vancouver, BC V6B 5G9</p> <p>WD also supports the Western Canada Business Service Network, which provides over 100 points of service to assist new and existing entrepreneurs in cities and rural communities to create and grow their businesses.</p>

World Intellectual Property Organization (WIPO)

The World Intellectual Property Organization (WIPO) is a specialized agency of the United Nations. It is dedicated to developing a balanced and accessible international intellectual property (IP) system, which rewards creativity, stimulates innovation and contributes to economic development while safeguarding the public interest.

WIPO was established by the WIPO Convention in 1967 with a mandate from its Member States to promote the protection of IP throughout the world through cooperation among states and in collaboration with other international organizations. Its headquarters are in Geneva, Switzerland.

www.wipo.int

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