

CANADIAN MEDTECH ALLIANCE (CAMEDA)

PROGRAM GUIDE for Commercialization Projects

CAMEDA PROGRAM GUIDE

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1. Program Overview

In Partnership with the Federal Economic Development Agency of Southern Ontario (**FedDev Ontario**), Innovation Factory, several Ontario-based Contract Development and Manufacturing Organizations (**CDMOs**) and the Synapse Consortium have established the *Canadian Medtech Alliance (CAMEDA)*. Its primary mission is to accelerate advanced medical device development, commercialization and scale-up of innovative technologies by life science firms across Ontario.

Leveraging funding support from CAMEDA, Ontario medical device firms can undertake collaborative projects to leverage the facilities, expertise, and infrastructure of partner CDMOs, including **Cortex Design, Inertia Product Development, Megalab Group, Avania, Linamar Innovation Hub, Microart Services, Engineering CPR, and the McMaster Manufacturing Research Institute.**

Successful partnerships will accelerate commercialization efforts, enabling life science firms to navigate regulatory pathways, bolster go-to-market efforts, and foster sectoral growth.

Successful CAMEDA applicants can access up to \$96,209 (+hst) in non-dilutive grant funding to support their commercialization project with a CDMO partner. To access this funding life science firms must:

- Be a Canadian-incorporated company, with operations primarily based in Ontario
- Be developing a medical device at the TRL-7 level or above
- Provide a 1.6x cash-matching contribution
- Identify and agree to a scope of work with a CAMEDA partner where project activities will take place

2. Introduction - Innovation Factory & Synapse Life Science Consortium

[2.1 Innovation Factory](#)

Innovation Factory (**iF**) is a non-profit business accelerator that provides entrepreneurs with business services, training, mentorship and strategic connections to help bring your disruptive technologies to market, increase revenues, attract investment and create jobs.

Serving as the catalyst for tech innovation in the great Hamilton area since 2011, we are driven to help:

- Entrepreneurs bring new ideas to life and to market;
- Small/Medium Enterprises (SMEs) get to the next level; and
- Hamilton and Burlington build a dynamic culture and a community of innovation

Innovation can happen anywhere. Our goal is to make it work everywhere. We work to elevate key industry sectors including; advanced manufacturing, clean tech, information technology, integrated mobility, life sciences & healthcare innovations.

Learn more at www.innovationfactory.ca

[2.2 Synapse Life Science Consortium](#)

Synapse is the formal regional cluster organization for the life sciences ecosystem in the greater Hamilton Region, representing more than 34000 employees. Synapse is focused on supporting initiatives and projects that magnify the impact of collective action across the cluster ecosystem and accelerate the commercialization of life science innovation.

Synapse seeks to support all companies and institutions that make up the Hamilton life science cluster, celebrating the strengths and successes of industry leaders and new start-ups, as well as promoting the region as an attractive place to live, work and invest.

Founded in 2016, as an initiative of Innovation Factory, the Synapse consortium initiative brought together leaders from anchor institutions across the Hamilton region, including both private and public sector organizations who saw significant opportunity for greater collaboration and coordination across the cluster.

Learn more at www.synapseconsortium.com

[2.3 FedDev Ontario](#)

For 14 years, the Government of Canada, through [FedDev Ontario](#), has worked to advance and diversify the southern Ontario economy through funding opportunities and business services that support innovation, growth and job creation in Canada's most populous region.

The Agency has delivered impressive results, which can be seen in southern Ontario businesses that are creating innovative technologies, improving productivity, growing revenues, creating jobs, and in the economic advancement of communities across the region. Learn more about the impacts the Agency is having in southern Ontario by exploring [pivotal projects](#), our [Southern Ontario Spotlight](#), and FedDev Ontario's [Twitter](#), [Facebook](#), [Instagram](#) and [LinkedIn](#).

Learn more at www.feddev-ontario.canada.ca/en

3. CAMEDA Program Parameters

[3.1 - What are the CAMEDA program objectives?](#)

Southern Ontario is strong by many measures, possessing: top contract development and manufacturing organizations, academic institutions, a strong pipeline of innovative intellectual property (IP) in medical devices, highly qualified research scientists, world-class clinical trial capability, and GMP manufacturing companies.

A critical missing component to enable the scaling of activities is access to medical device prototyping, development, manufacturing, testing, and regulatory approval expertise, allowing firms to secure sizable follow-on investments and attract the management expertise needed to scale their business. Existing CDMOs can support a strong pipeline of world-class scale-ups, but lack of funding often prevents firms from developing relationships required to scale. Filling this gap will enable Ontario to further nurture globally competitive companies, reversing the outflow of intellectual property (IP) and talent to the US and other markets, which currently generates little value for Canadian innovators and our economy.

To address this gap, Innovation Factory, Ontario-based CDMOs, and the Synapse Consortium have joined with the Federal Development Agency of Southern Ontario to deploy the *Canadian MedTech Alliance* program.

[3.2 - What funding is available?](#)

Life science firms can access a commercialization grant to undertake a Collaboration Project with a Hamilton-based academic or hospital partner.

- Firms can access up to \$96,209 (+hst) in non-dilutive FedDev grant funding across all CAMEDA program activities.
- Firms must provide a 1.6x cash match, which together with the FedDev grant will be used to complete commercialization project activities
- Scope of work must be identified by applying company with one of the CDMO partner organizations (i.e., Cortex Design, Engineering CPR, Inertia Product Development, Avania Product Development, Linamar Innovation Hub, Megalab Group, Microart Services, McMaster Manufacturing Research Institute)
 - The CAMEDA program team will attempt to match high-potential applicants to a relevant CDMO.

- The partner organization will provide an amount of at least 4% of the total project costs with a minimum contribution of \$2,500.

Figure 1: Examples of budget contributions funding when combining all available resources

	CAMEDA Funding	Medical Device Company	CDMO Partner Contribution	Total Project Budget
Ratio	1.0x	1.6x (minimum)	4% total Cash OR \$2,500	
Example 1	\$96,209 (+hst)	\$153,790 (+hst)	\$10,000 (+hst)	\$254,999 (+hst)
Example 2	\$15,000 (+hst)	\$23,978 (+hst)	\$2,500 (+hst)	\$41,478 (+hst)
Example 3	\$50,000 (+hst)	\$79,925 (+hst)	\$5,197 (+hst)	\$135,122 (+hst)
Example 4	\$96,209 (+hst)	\$200,000 (+hst)	\$11,848 (+hst)	\$308,057 (+hst)

Additional Considerations

- The applying life science firm must declare any other government sources of funds received within the 12-month period prior to the application process.
- Stacking federal government funding is not allowed.
- Stacking of provincial and/or municipal funding is subject to review and approval.

3.3 - Who can apply?

The CAMEDA program seeks to support life science companies developing novel technologies, services or products to collaborate with a delivery partner to catalyze their business growth.

- Privately incorporated Canadian life science firm¹, with operations based primarily in Ontario.²
- Working towards commercializing an innovative technology at Technology Readiness Level Seven (TRL-7)
 - System/subsystem model or prototype demonstration in a simulated environment
- Demonstrated commitment to commercializing innovation with a clear clinical application
- Be a client of Innovation Factory. All firms can sign up for free with Innovation Factory [here](#).

3.4 - What costs are eligible?

¹ Life science firms include for-profit companies operating in the fields of pharmaceuticals, biotechnology, medical devices, digital health, biomedical technologies, nutraceuticals, cosmeceuticals, and others that dedicate their efforts to creating products to improve the lives of organisms.

² If your firm is located outside of Ontario and you are interested in working with a CDMO partner in Southern Ontario, please contact the CAMEDA Program (lifesciences@innovationfactory.ca) to explore potential options.

Eligible project costs that can be included in the Commercialization Project budget are:

- Directly related to the intent of the Commercialization Project;
- Defined as reasonable cost for items that directly support the objectives and activities of the approved commercialization project; and
- Incremental to the usual cost of doing business.

Project costs are subject to approval by Innovation Factory and must be auditable including a paper trail. If you have questions about eligible costs, please reach out to the Innovation Factory program team for more information.

[3.5 - How is new Intellectual Property managed and protected?](#)

A critical objective of CAMEDA is to create new intellectual property for the benefit of the life science firm. Unless otherwise agreed, ownership of any IP and/or trade secrets created as a result of the Commercialization Project “Foreground IP” is assumed to vest wholly with the participating for-profit company. A project contract will spell out explicitly how Foreground IP will be treated.

The CAMEDA program adheres to Innovation Factory’s IP policy (available upon request), and Innovation Factory, the Synapse Consortium nor FedDev will not take any ownership stake in any IP generated as a result of a Commercialization Project.

In some cases, all parties involved may decide that joint ownership, or some other arrangement, may better reflect the interests of all parties involved. In this case, additional considerations of the treatment of Foreground IP will be articulated in the Commercialization Project contract, whether through revenue sharing, licensing agreements, or some other means.

4. CAMEDA Program Application Process

[4.1 - Deadlines and timelines](#)

Applications will be accepted on a rolling basis. Project grants for this program will be approved until the fall of 2028, or until all program funding has been allocated.

[4.2 - Applying to participate in CAMEDA](#)

Step 1: Complete a [CAMEDA application form](#). Review a PDF copy of the application form [here](#)

Step 2: The CAMEDA program team will review your application within 2 weeks before scheduling an introduction meeting to explore project suitability, alignment with CAMEDA program goals, and steps required to identify a suitable CDMO.

Step 3: Meet with potential CDMOs to determine the alignment of project scope with resource capacity and bandwidth.

Step 4: Once there is collective agreement to proceed by all parties, the company, and CDMO partner will define the desired scope of commercialization project activities, timelines and associated budget.

Step 5: Once recommended to receive CAMEDA funding, an approval letter will be sent to the life science firm and CDMO notifying them of the success of their project proposal.

Step 6: Sign the CAMEDA commercialization project contract with Innovation Factory and the institutional partner. The contract will outline the project scope of work, budget, critical activities, project milestones, reporting deadlines and the expected business impact of the commercialization project.

Step 7: Get underway and start the commercialization project!

[4.3 Selection Considerations](#)

Applications will be successful if they deliver on the following CAMEDA program outcomes:

- Demonstrate high potential for commercialization and generation of new IP.
- Define how the success of the project will result in job creation and the future growth of the company.
- Articulate a strong product value proposition that will attract new or add-on investment, and generate revenue and/or global exports.

Applications are expected to:

- Articulate a strong value proposition centred around your innovative technology.

- Clearly state what problem within the life science sector you hope to solve, and demonstrate how you plan to solve the problem (e.g., how your approach is unique, innovative, and commercially viable, how it compares to competitors in the life science landscape, etc).
- Present the magnitude of the target market for the technology being developed.
- Explain how the proposed project team will be successful based on their professional experience and educational background.
- Demonstrate how the proposed project is instrumental in catalyzing the company's growth.
- Outline the feasibility of the project outcomes.

The CAMEDA team will do its best to notify firms that are not successful.

If you have any questions during your application process, please feel free to reach out to the CAMEDA program by emailing lifesciences@innovationfactory.ca

5. Program Administration

5.1. - Commercialization Project contracts

A Commercialization Project contract template has been developed in consultation with the partner organizations. This template will be used to help expedite the contracting process. Please contact your partner organization once your project proposal has been reviewed and approved for funding.

- There is no maximum or minimum required project length.
- Funding will be released in tranches on a reimbursement basis.

5.2 - Reporting requirements

Life science firms will meet with the CAMEDA team at the mid way point through the commercialization project to provide an update on the project's progress. A final report detailing the successful completion of the project deliverables, attestation of the work completed, and submission of all claims will be due at the end of the project. A final report template will be provided to the life science firm and partner organization to complete.

All dates for progress meetings with the CAMEDA team and the due date for the final report will be stated in your contract agreement between the CDMO collaborator and Innovation Factory.

The life science firm will also agree to report back to the CAMEDA team one year and two years following the completion of the CAMEDA Commercialization Project. Failure to do so could result in funds being requested back from the life science firm. The CAMEDA team will reach out to the company at the one-year and two-year post award completion dates for company data that FedDev requires in order to measure the success of the program.

[5.3 - Protection of intellectual property](#)

All CAMEDA team members participating in the review of CAMEDA applications have signed non-disclosure agreements requiring them to uphold the confidentiality of all privileged information, including trade secrets and proprietary information.

Coverage and treatment of intellectual property generated through the execution of a CAMEDA commercialization project will be aligned with the Innovation Factory IP and Conflict of Interest Policies.

Applicants should not include any information that is considered “proprietary” within their application, such as patent applications, clinical data, or trade secrets. Details regarding the Applicant(s), including any information regarding financial performance, and the project, will be kept confidential and not shared with any other party.

As a federally supported program, successfully funded projects under the CAMEDA program are subject to the federal [Access to Information Act](#) and [Privacy Act](#).

6. Supplementary Information

[6.1 - Access to Information Act and the Privacy Act](#)

The CAMEDA program is subject to the federal [Access to Information Act](#) and [Privacy Act](#).

[6.2 - Underrepresentation balance \(EDI\)](#)

Innovation Factory encourages the participation and engagement of Applicants of life science firms from underrepresented groups to encourage diversity among CAMEDA program grant recipients

[6.3 - Public website](#)

Information about the CAMEDA program and how to apply can be found [here](#).

[6.4 - Contact information](#)

Please reach out to the CAMEDA team with any inquiries: lifesciences@innovationfactory.ca