



“Accelerating Geomatics in Alberta”

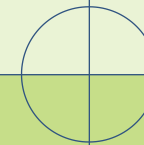
February 10, 2011

Presenter: Richard Gorecki

**Presentation For:
The Institute of Navigation,
Alberta Chapter**

**Building Commercialization Capacity
for Geomatics Technologies in Canada**

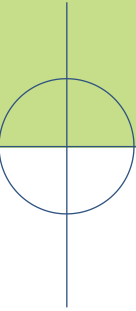
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WWW.TECTERRA.COM

Outline



- ❖ Mission
- ❖ Objectives
- ❖ Commercialization Focus
- ❖ What This Means For You
- ❖ Benefits To Alberta
- ❖ TECTERRA's Funding
- ❖ TECTERRA's Role
- ❖ Investment & Grant Programs

TECTERRA's Mission

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



ION Alberta Presentation: Accelerating Geomatics in Alberta, February 10, 2011

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TECTERRA's Objectives

- ❖ Identify, enable and invest in opportunities to commercialize new geomatics products and services.
- ❖ Invest in applied R&D aimed to create commercially viable geomatics products and services.
- ❖ Support and invest in new geomatics business initiatives.
- ❖ Enable the employment of Highly Qualified Personnel (HQP).
- ❖ Facilitate informative communication and collaboration between end-users, technology providers and the Applied Research Sector.

TECTERRA's Commercialization Focus

❖ TECTERRA enables the development of IRM technology solutions that contribute added value to resource sectors, including:

- ❖ Energy
- ❖ Forestry
- ❖ Agriculture
- ❖ Mining
- ❖ Water
- ❖ Weather
- ❖ Land development
- ❖ Land management



What This Means For You

A suite of investment and grant programs available to Small and Medium Enterprises, entrepreneurs, researchers and universities.

❖ Commercialization

- ❖ Industry Investment Program: investment ranging from \$100K - \$500K
- ❖ University Applied R&D Program: investment ranging from \$100K – \$500K
- ❖ GECKO: grant of \$25K for business plan development

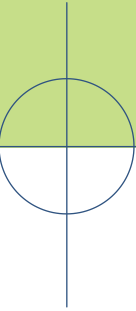
❖ Highly Qualified Personnel

- ❖ GEO-Placement Program: grant of 50% of annual salary for a new-hire HQP
- ❖ Awards and Scholarships Program
- ❖ GEO-Expert Training Program: grants for graduate level courses and technical training workshops

❖ Networking Facilitation

- ❖ Workshops, networking opportunities

Benefits to Alberta



- ❖ Increased opportunities for **Innovation and Commercialization**
- ❖ Job Creation: talent training and retention
- ❖ Communication, networking and public policy
- ❖ Partnership opportunities among geomatics research, industry and end users
- ❖ Increased opportunities to develop and market geomatics applications

TECTERRA's Funding (5 years – renewable)

\$33,285,000

❖ \$21,600,000



Alberta
Innovates
Technology
Futures

❖ \$11,600,000



Advanced Education and Technology

Freedom To Create. Spirit To Achieve.

❖ \$10,000,000



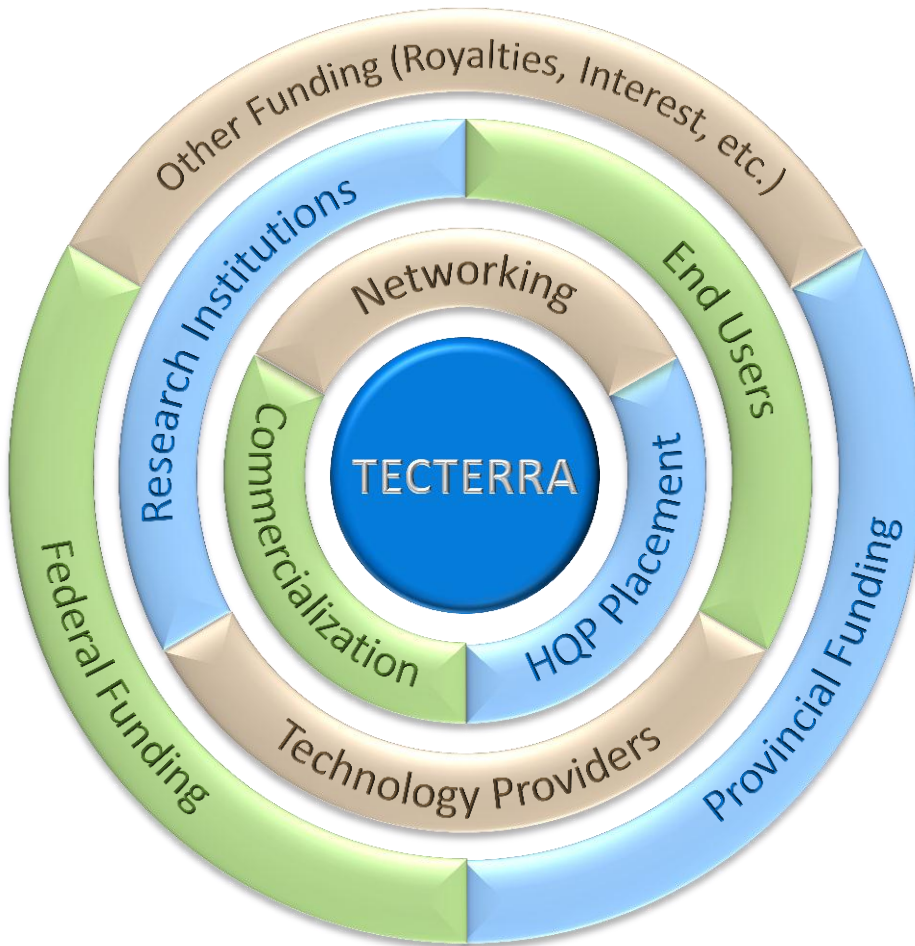
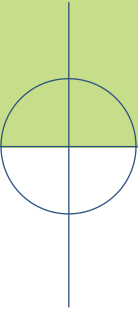
❖ \$11,685,000



Government of Canada
**Networks of Centres
of Excellence**

Gouvernement du Canada
**Réseaux de centres
d'excellence**

TECTERRA's Role



TECTERRA Inc. is an incorporated not-for-profit company that is governed by an independent board of directors representing key industry sectors associated with our focus markets.



TECTERRA

TECTERRA Investment & Grant Programs

**Building Commercialization Capacity
for Geomatics Technologies in Canada**

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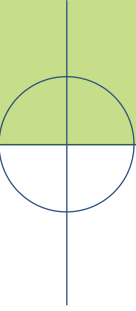
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Industry Investment Program

- ❖ **Commercialization** projects led by Canadian Small and Medium Enterprises (**SME**) in partnership with other Canadian and/or foreign industry, academia, government or other stakeholders
 - ❖ Idea-to-Implementation Projects
 - ⊞ < 2 years: Applied R&D targeting a specific application in a specific market
 - ❖ Implementation Projects
 - ⊞ < 1 year: Product/service development based on early-stage technology targeting a specific application in a specific market.
- ❖ Ongoing/open opportunity with recurring review dates
- ❖ Last review date Jan 20, 2011. Awards scheduled for May 2011
- ❖ Next review date **April 14, 2011**
- ❖ Investment, (one-to-one matching) \$100K – \$500K per project
- ❖ Projects receiving funds must hire one net-new, Highly Qualified Personnel

p²P: Prototyping and Pilot Project Funding



NEW Call For Proposals

- ❖ Geomatics prototyping and pilot projects led by SMEs
- ❖ Ongoing/open opportunity with recurring review dates
- ❖ Next review date **Feb 17, 2011**
- ❖ Investment, (three-to-one matching) \$100K – \$400K per project

GECKO: GEomatics Commercialization Kick-Off

- ❖ Early-stage funding to geomatics entrepreneurs and researchers for the **development of Business Plans** for the purpose of commercializing new geomatics technologies
- ❖ Grant of up to \$25,000 per Business Plan project for qualified applicants
- ❖ Working closely with Approved Service Providers:
 - ❖ **Innovate Calgary**
 - ❖ **TEC Edmonton**
 - ❖ **University of Lethbridge Industry Liaison Office**
- ❖ Ongoing review. Total number of applications currently in progress: 10 (up to \$250K)

GEO-Placement: Job Creation in Alberta

- ❖ Designed to create economic value for Small and Medium Enterprises (SMEs) in Alberta
- ❖ Grant of 50% (up to \$50K) of salary for Highly Qualified Professional (HQP) for the first year at Alberta SMEs
- ❖ HQP must be a ***net-new hire*** and serving a ***long-term business need*** within the hiring company
- ❖ An enhanced, geomatics-focused version of the Alberta Ingenuity Associate Program
- ❖ Ongoing /open opportunity with recurring review dates
- ❖ Next review date **Mar 31, 2011**

University R&D Investment Program

❖ Commercialization

- ❖ Funding for applied research in geomatics leading to the commercialization of product and services
- ❖ Projects led by a University Research Group in partnership with a Canadian geomatics company, other academic institutions, government or other stakeholders
- ❖ Funding ranging from \$100K to \$500K per project

❖ HQP Training and Placement

- ❖ Training, development and placement of Alberta universities HQP into geomatics industry (undergrads & grads)

❖ Industry Liaison

- ❖ Connecting research groups with industry and government agencies

Awards and Scholarships Program

To attract and cultivate future Highly Qualified Personnel (HQP) to help satisfy growing demand from the geomatics industry in Alberta

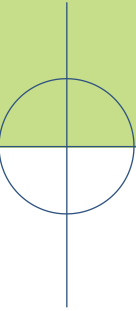
❖ Program Administration

- ❖ Over \$20,000 in scholarship funding is available annually to Alberta post-secondary institutions who offer undergraduate geomatics-related courses of study
- ❖ **Annual** awards of **\$1,000** or **\$2,000** depending on program
- ❖ Administered individually by each educational institution

❖ Eligibility

- ❖ Undergraduate students in an approved degree-eligible field of study –
 - ✦ Geomatics, geography, or related science or technology
 - ✦ Entering second or third year of study
- ❖ Based on academic merit (generally GPA > 3.0)
- ❖ Open to Canadian citizens and permanent residents

GEO-Link Program



❖ **Industry workshops/conference sessions funded by TECTERRA**

- ❖ Aviation Alberta Conference – workshop hosting & student sponsorship
- ❖ Alberta Geomatics Group – participation and sponsorship
- ❖ Institute of Navigation – participation and sponsorship

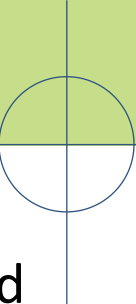
❖ **Industry-University workshops funded by TECTERRA**

- ❖ Showcase university research areas and expertise
- ❖ Share industry geomatics challenges and needs
- ❖ Facilitate the matching of research-commercialization opportunities
- ❖ Help research roadmaps to be aligned with industry requirements
- ❖ Engagement of industry with the university research community
- ❖ Promotion of university research programs leading to commercialization

GEO-Expert Training Program



- ❖ A suite of training courses and workshops targeted at developing and training HQPs (industry, university & government) to meet the challenges of working in a high-tech environment, with direct experience in leading-edge tools & practices
- ❖ Training funded by TECTERRA and offered by the three primary Alberta universities
- ❖ Training delivered by worldwide top industry practitioners & applied research professionals
- ❖ Training sessions will include:
 - ❖ Industry Training Courses: short (1-2 days), advanced (1 week), intensive (2 weeks)
 - ❖ Technical Training Workshops: 1-2 days
 - ❖ Field Camps: 1-2 weeks
- ❖ **Launch Date: February 2011**



- ❖ A geomatics equipment lab available to industry and university applied research groups for product development purposes
- ❖ Equipment list includes (tentative):
 - ❖ GNSS/INS/wireless simulator
 - ❖ Absolute/relative gravimeter
 - ❖ High-definition laser scanner
 - ❖ Ground penetrating radar equipment
 - ❖ Other...
- ❖ **Launch Date: May 2011**

Future Partnerships & Programs

- ❖ TECTERRA will play an active role in furthering the growth of the geomatics industry in Alberta through its collaboration with industry, research and government partners
- ❖ TECTERRA will further its mission with a specific focus on finding solutions for the top challenges of the resource sector through partnerships with specialized local research and development resources and targeted funding
- ❖ **Stay tuned for new programs!**

Contact Information

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Follow us on



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The screenshot shows the TECTERRA website with a green and blue color scheme. The header includes the TECTERRA logo and tagline. A 'Call For Proposals' section is prominent, dated June 7, 2010. A navigation menu on the left lists Home, Call For Proposals, Programs, News and Events, About Us, FAQ, and Contact Us. The 'What We Do' section lists various industries: Energy, Forestry, Agriculture, Mining, Construction, Water, Weather, Communications, and Land Development. The footer features logos for funding partners like Alberta Innovates Technology Futures and the Government of Canada, along with the website URL.

TECTERRA
Building Commercialization Capacity
for Geomatics Technologies in Canada

Call For Proposals
June 7, 2010 - TECTERRA is pleased to announce its first Call for Proposals (CFP) for innovative commercialization and applied research and development projects in Geomatics for Integrated Resource Management (IRM)

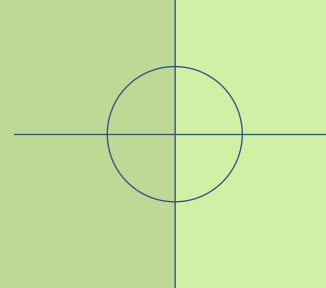
What We Do
TECTERRA creates economic value for Canada through the development and commercialization of geomatics technology which stimulates the economy and generates value to the community. We invest in the commercialization of technology solutions in various resource and information management applications, including:

- Energy
- Forestry
- Agriculture
- Mining
- Construction
- Water
- Weather
- Communications
- Land Development

TECTERRA Inc. is currently funded by:

Alberta Innovates Technology Futures
Government of Canada
Gouvernement du Canada

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**Building Commercialization Capacity
for Geomatics Technologies in Canada**

Thank you
Questions?

