



Innovate UK



## GLOBAL BUSINESS INNOVATION PROGRAMME Canada - Ocean Technology

**This Global Business Innovation Programme**, organised by Innovate UK, consists of a preparation phase in the UK, a tailored innovation visit to Canada, a post-visit exploitation workshop and follow-up support from an Innovate UK EDGE Innovation and Growth Specialist, helping your business maximise the opportunities identified, including developing innovation projects with partners in the region.

The Innovation Visit to Canada includes a bespoke 2-day programme in St. John's, Newfoundland and Labrador, and participation at Canada's premier event for the ocean technology sector. The [H<sub>2</sub>O: Home to Overseas Conference and Exhibition](#) will include: the ocean industry showcase, Innovate UK pavilion presence, exclusive networking opportunities to connect with like-minded Canadian and international businesses and the opportunity to attend pre-arranged B2B meetings with potential international partners for technology collaboration. This year's conference will also feature COVE Demo Day, the premier event for on-water demonstrations of the latest marine technology innovations at [COVE's](#) facility in Dartmouth.

### WHY CANADA

Canada has become a world leader in engineering products and services suited to extreme harsh ocean environments, marine remote sensing technologies, and ocean observing systems. More than half of Canada's \$30bn ocean economy is anchored in Atlantic Canada, including the key province of Nova Scotia.

Atlantic Canada and Nova Scotia, in particular, is home to a strong cluster of ocean industries and to ground breaking ocean research. This region is quickly becoming a globally recognised hub of oceans expertise with the potential to be a significant contributor to a number of Global Value Chains associated with the oceans sector.

St. John's, Newfoundland and Labrador boasts a world-class network of researchers, start-ups, established companies, and ecosystem support partners that are developing technologies and solutions for operating in harsh ocean environments in sectors including offshore energy, defence, fisheries and aquaculture and environmental monitoring.

### BENEFITS OF THE GBIP

- Explore innovation opportunities in Atlantic Canada's ocean tech sector
- Gain a better understanding of the challenges and opportunities of doing business in Canada
- Find potential innovation collaborators and partners and develop your network in the UK and globally
- Improve your company value proposition to international partners and investors

**FOCUS AREAS:** This GBIP is particularly relevant for businesses in the areas of:

- Aquaculture
- Fisheries
- Marine Energy
- Marine Environmental Monitoring
- Marine Net Zero
- Marine Observations
- Marine Robotics
- Marine Transportation
- Ocean Plastics

**KEY TECHNOLOGIES:** with marine applications including, but not limited to:

- Alternative Energy
- Aquaculture Systems
- Autonomous Vessels
- Fishery Processes & Management
- Ocean Sensors
- Robotics and Drones
- Vessel Design and Manufacture

### KEY DATES:

Virtual Applicant Briefing Event

21 February 2024

Closing Date for Application

24 March 2024

Pre-Visit Briefing Workshop

23 & 24 April 2024

Innovation Visit

29 May - 07 June 2024

Exploitation Workshop

25 September 2024

The Global Business Innovation Programme brings together cohorts of up to 15 innovative UK businesses looking to grow and scale globally. Each GBIP focuses on a specific country and technology or sector area and enables the businesses to build collaborations and partnerships and explore innovation opportunities.

The GBIP is structured around three main phases and each business will have a designated Innovate UK EDGE Innovation and Growth Specialist to support them for the duration of the GBIP, including developing an action plan to capitalise on the opportunities identified.

The three main phases of the GBIP are:

- Getting ready for the market:** Pre-visit briefing workshop to build knowledge and understanding of the market and potential opportunities, including how to do business, cultural aspects, how to protect your IP and training on how to improve your pitch and articulate your value proposition.
- Visiting the market:** Explore the innovation opportunities first-hand through meeting with key companies and research organisations and potential collaborators and partners through pre-arranged meetings and organised matchmaking.
- Exploiting the opportunity:** An exploitation workshop and one-to-one support from an Innovate UK EDGE Innovation and Growth Specialist to follow up and take advantage of the opportunities identified.

### INNOVATION VISIT ITINERARY (subject to change):

Date	Activity
29 May 2024	Depart UK / Arrive St. John's, Newfoundland and Labrador (NL), Canada
30 - 31 May 2024	Research and Academic Site Visits, B2B Meetings and Networking Events - St. John's, NL
01 June 2024	Travel to Halifax, Nova Scotia
02 June 2024	Networking
03 - 05 June 2024	Canada's Premier Conference, Exhibition and Ocean Industry Showcase <a href="#">H<sub>2</sub>O: Home to Overseas Conference and Exhibition</a> and <a href="#">COVE</a> Demo Day
06 June 2024	H2O Conference - Site Visits
07 June 2024	Depart Halifax / Arrive UK

### ELIGIBILITY

To participate in this GBIP your business must be a company with fewer than 500 employees and established in the UK. An individual senior person from the business will be expected to participate in all aspects of the GBIP.

### THE COST

Innovate UK will organise and fund flights, hotels, in-country logistics, and conference fees for participants on the innovation visit to the country, and one night's accommodation and participation at the group dinner for the pre-visit briefing workshop. On acceptance to the GBIP, a commitment fee of £500 (excl. VAT) will be obtained from each successful company which will be returned after their involvement in the GBIP activity. Non-attendance of any part of the GBIP after formal acceptance may result in forfeiting some or all of the fee.

### VIRTUAL APPLICANT BRIEFING EVENT - WEDNESDAY 21 FEBRUARY 2024 11:00 - 12:00

To learn more about the programme, the application process, and to ask questions, register now for the virtual applicant briefing event. Register [HERE](#)

### HOW TO APPLY

There is a competitive process to participate in the GBIP following an evaluation process, in which only the best applications will be successful. All applications must be made online via the website [Click Here](#) and completed and submitted by midnight on Sunday 24 March 2024. Please note: expressing an interest/making an application does not secure your place. Successful applicants will be informed by 12 April 2024.

Innovate UK is committed to improving the diversity of who we support. As such, we welcome applications from under-represented groups in the ocean technology sector.

### FOR MORE INFORMATION

Please contact Julie Coles, Innovate UK EDGE Global Team at [enquiries8@innovateukedge.ukri.org](mailto:enquiries8@innovateukedge.ukri.org) or call +44 (0) 7974 984766.

*"This was an excellent visit to a region that we would not have the capacity to visit with our current resources. A great programme of events covering a number of companies and locations that would be impossible to put together independently"*

Paul Slorach, Verlume Ltd

