

## CASE STUDY:

# Technology Innovation Support



**Date:** May 2021

### **PAMI's Capabilities:**

- *Veteran R&D engineering teams able to advise clients on technical feasibility, competition, potential to qualify for grants/tax credits.*
- *Computer modelling and prototype construction and testing.*
- *Decades of experience working with small- and medium-sized Canadian manufacturers across agriculture, transportation, and mining sectors.*
- *Bulk Product Processing Facility – Manitoba, and bulk handling test equipment*
- *Large-vehicle-sized environmental chambers (-40°C to +40°C or beyond) and Vehicle Performance Centre*
- *Technical writers (manuals, parts books, engineering reports).*

### **Client's Challenge:**

To achieve greater market success, small- and medium-size Canadian clients are continuously developing innovation concepts, early-stage prototypes, and ideas for improving existing products. Often these ideas and projects may be too small or too risky to warrant the investment of time and budget by the organization. However, it is the small ideas that can often lead to a much larger and successful innovation.

### **Possible Innovation Support:**

Since 2015, the Prairie Agricultural Machinery Institute (PAMI) has provided short-term scientific or technical assistance to Canadian, for-profit, small-to-medium size enterprises (SMEs). The supports available through PAMI help build innovation capacity in Canada and encourages investment in R&D activities that have clear commercialization goals. PAMI works with individual companies to provide applied research and development services. For example, PAMI can assist with

- scientific or technical business advice,
- new product/process development or improvement,
- prototype/Proof-of-Concept evaluation,
- reliability/quality improvements,
- product testing,
- technology and/or literature searches/reviews, as well as
- ad-hoc engineering advice, and more.

PAMI's innovation services are supported in part by funding from the National Research Council of Canada Industrial Research Assistance Program (NRC IRAP). Thanks to this support, companies may qualify to receive PAMI's services at a reduced cost. To do so, the company must be

- a registered for-profit corporation with less than 500 employees,
- financially solvent and in good standing with Canada Revenue Agency, and
- attempting a scientific/technical innovation with high potential to generate profitable sales growth in Canadian markets.

### **Easy Access:**

Companies approved to receive support from PAMI do not need to pay first and get reimbursed later, and there are no application forms or other paperwork Clients need to fill out.

### **Value Created:**

Since 2015, PAMI has delivered almost 80 projects that have improved clients technical, market, and business knowledge; identified problem areas; and supported finding solutions.