



# Atlantic Canada

## BIOINDUSTRIES

Are you working to establish a closer relationship with a potential customer, or collaborator or investor?

Through the generous support of ACOA's Business Development Program (BDP) the Atlantic Canada Bio-Industries Alliance (ACBA) is coordinating International BioPartnering Missions for 2017.

The Steering Committee overseeing this initiative is now soliciting expressions of interest from Atlantic Canadian biosciences companies and research organizations that are developing business relationships with international business and/or research collaborators, with all travel being completed by March 1, 2018.

In order to participate, you must first submit a proposal to the provincial Steering Committee identifying an international colleague you wish to bring to Atlantic Canada or wish to travel to meet with and the compelling business reason why this project should be funded. If the proposal is approved, the applicant will work with their provincial contact/program manager to arrange travel and accommodation for incoming missions. Eligible expenses for outgoing missions will be reimbursed upon travel completion with submission of required documents. The BioPartnering Mission will be held over several days and the itinerary for the visiting partner would consist of one-on-one meetings and other activities as determined by his/her host.

**Incoming Missions** – the program will cover the cost of (economy-class) travel, accommodations and meals (up to a maximum of \$3,000 CAD) for your guest. Your cost as host will be a \$750 participation fee, payable to your representative agency, and whatever hospitality you provide to your guest (entertainment, ground transportation, etc.).

**Outgoing Missions** – the program will reimburse the cost of **event related expenses** only – i.e. conference registration (up to a maximum \$3,000 CAD). Your cost will be a \$750 participation fee, payable to your representative agency. Limited number of outgoing missions available.

Please be advised that eligible outgoing mission expenses include costs associated with **event costs only** (i.e. conference registration, exhibitor fees) up to a maximum of \$3,000 CAD. **Travel expenses are not eligible for outgoing missions.**

The committee is looking for projects that involve a new business opportunity that would benefit not only your organization but also have the potential to contribute to the growth of Atlantic Canada's biosciences community. Once proposals have been reviewed and ranked, successful proponents will be notified and travel arrangements will be made after the participation fee has been received.

If you're interested in participating in this project, please submit the following information via email to the biosciences agency representative in your home province listed below. (\*All travel must be completed by March 1, 2018)

- Your organization's name and contact information;
- Names and coordinates of the individual/organization you have contacted and wish to invite to Atlantic Canada or wish to visit;
- The rationale for the invitation/meeting and potential outcomes expected (New Markets/ Sales, Attracting Investment, Research Collaboration, Technology Transfer, etc.).

The organizing committee will review this information keeping in mind the mission criteria and available funding and get back to you as soon as possible to discuss next steps in the process.

We believe that developing relationships between business and research contacts in Atlantic Canada and potential international partners is an important step in demonstrating sector capabilities and building long term partnerships for your organization and our community.

*For the Steering Committee,*

**ACBA CONTACTS:**

BioNova – Kerri Mannette ([kmannette@bionova.ca](mailto:kmannette@bionova.ca))

BIONB – Meaghan Seagrave ([mseagrave@BioNB.org](mailto:mseagrave@BioNB.org)) / Jennifer O'Donnell ([jodonnell@bionb.org](mailto:jodonnell@bionb.org))

PEI BioAlliance - Rose FitzPatrick ([rose@peibioalliance.com](mailto:rose@peibioalliance.com))