**QUESTIONS & ANSWERS**

**Below is an outline of the questions raised during the webinar**

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| **QUESTION:** Does the US collaborate with other NATO or 5 Eyes countries in the defence research area?  |
| US DoD collaborates with many allied countries across the globe. However, Canada is unique in having the DPSA, which places Canadian companies on equal footing with US firms when competing for DoD contracts. Canada, along with Australia and the UK, is also part of the NTIB, which is often referenced in DoD RFPs. |
| **QUESTION:** We make USV (Unmanned Surface Vessels aka electrical boats). If they could talk about the 120B navy budget, please and break it down if possible.  |
| You can find an analysis of the US Navy’s 2023 Shipbuilding plan [**here**](https://media.defense.gov/2022/Apr/20/2002980535/-1/-1/0/PB23%20SHIPBUILDING%20PLAN%2018%20APR%202022%20FINAL.PDF). It includes updates to their unmanned platform fleet. Another useful breakdown of their proposed funding can be found [**here**](https://www.auvsi.org/industry-news/blog/fy-2023-budget-uncrewed-vehicles-auvsis-preliminary-review).  |
| **QUESTION:** We’re in the microelectronics space (next-gen GaN chips for radar, comms, etc.) which is one of the DoD priority areas, however, we’ve struggled to find the right path of engagement. In particular, our tech is a little too far along for ONR/DARPA/etc but not mature enough for DoD end users. Any recommendations on how to hone in on the right person to talk to? Primes seem like they might be a better route but also hard to find the right person (esp. technical people). |
| This sounds like it’s in the wheelhouse of the Foreign Comparative Testing (FCT) program. In addition to applying to the program yourself, another tactic is for companies to contact the appropriate DoD program office to introduce their technology. The program office can then submit an internal request to FCT to have the company participate in the next round of pitch sessions. |
| **QUESTION:** Any concrete experiences for Canadian companies working through Consortia? |
| Due to commercial confidentiality, the TCS can’t share details of other clients’ experiences. Trade associations like CADSI may be able to connect you to others in Canadian industry who can share their perspective. |
| **QUESTION:** Most BAAs prohibit/restrict foreign ownership or content. Has this changed?  |
| Each BAA contains different eligibility requirements. Generally speaking, the TCS has found them to be open to non-US responses. However, it’s not unheard of for them to be written to only allow US participation. Sometimes this is due to the US’s national security concerns; other times it’s an overzealous contracting officer. The TCS suggests that companies reach out to the BAA point of contact for clarity as to the eligibility of non-US companies. |

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| **QUESTION:** What structure do you need again? Canadian HQ, US citizen 100% owned. Do I open a US sub or a separate C Corp? |
| Corporate structure and SBA guidelines represent complexities beyond the TCS’s ability to assist. The Embassy of Canada in Washington maintains a list of local service providers that companies can contact for assistance in discussing these issues. (refer to Google folder) |
| **QUESTION:** We have a revolutionary supply chain solution, who do we contact?  |
| The TCS would need more information to help identify the correct office. Please contact your local [**TCS Regional Officer**](https://www.tradecommissioner.gc.ca/offices-bureau-canada.aspx?lang=eng&_ga=2.172974947.1906691746.1650655549-1646478765.1647368902), and they can assist in referring you to the appropriate Embassy or Consulate. |
| **QUESTION:** Are Canadian companies hired to build customized cybersecurity solutions or do they only buy already built technology?  |
| DoD does contract for custom services in addition to pre-built products. |
| **QUESTION:** Could Chuck elaborate on security requirements? Specifically, to what degree are Canadian clearances (e.g. TS) recognized within DoD? We’ve received conflicting reports on this topic.  |
| PSPC, through the Contract Security Program, can provide security assurances to US DoD if your firm has Canadian clearances. CSP can also sponsor Canadian firms for a Canadian clearance, if you show that you need one to compete on a US or other foreign defence contract. |
| **QUESTION:** Which is the one agency that leads all Software acquisition for DoD, as Charles mentioned? |
| AF Life Cycle Management Center |
| **QUESTION:** Since some of these programs make it nearly impossible for foreign companies to participate, in your experience, in which programs have Canadian companies had the most success?  |
| The most responsive programs recently have been: the Foreign Comparative Testing (FCT) Program, DIU, and the OTA consortia that accept non—US members (which is most of them.) |
| **QUESTION:** So from your view is the use technology specifically Mixed Reality solutions to support remote technical assistance and training - revolutionary or evolutionary.  |
| AR/VR are an area of on-going evolution in training and simulation. Our colleague, Ximena Pauvif-Machado, in Miami has some subject matter expertise. |
| **QUESTION:** How do offsets work with DoD contracting?  |
| The US doesn't have offsets in the same way that other countries do. Instead, it imposes domestic content requirements (primarily on major programs.) There is also a required percentage of spending that must be used from a small business (called a small business set-aside.) Unfortunately, Canadian-owned firms are never US small businesses, as a small business is defined under US law as majority-owned by a US citizen. |
| **QUESTION:** What are the SBIR/STTR-equivalent(/similar) programs that Canadian companies can participate in?  |
| IDEaS is not exactly the same but is similar in conception to SBIR/STTR |
| **QUESTION:** Guess if you opened an office in the US you could categorically become a SME?  |
| If the US subsidiary is majority-owned by a US citizen. Just opening Canada Corp US Sub, Inc. in the US does not meet the legal requirements. You have to cede majority control to a trusted US citizen/partner. |
| **QUESTION:** If we think we have a revolutionary hardware, who can we connect with to demo our technology? Are there consultants that help with the application process?  |
| Finding the right contact and making that introduction is the bread and butter of the Trade Commissioner Service. Reach out to one of us. |
| **QUESTION:** Apart from being informed about an opportunity by a Trade Commissioner, what is the best way to become aware of these innovation type opportunities with US DoD? How do you feel about PALT sessions, are those actually good ways to learn about those opportunities?  |
| A number of these organizations host webinars and other outreach sessions. We will share upcoming info session information with attendees, but I would also recommend following relevant innovation group on LinkedIn as they promote many of their opportunities there. |
| **QUESTION:** Are these innovation opportunities bid as part of RFP processes and/or through "unsolicited" proposals? How does this work for unsolicited proposals?  |
| Most of these groups do not accept unsolicited proposals. That being said, the Trade Commissioner Service can introduce you to relevant contacts within these groups that may be able to advise on upcoming RFPs. |
| **QUESTION:** Do you see DLA, DARPA and others might adopt the CMMC requirements, even for Canadian companies, soon? This has been pushed out over the years, but seems on track for 2023. How can Canadian companies become officially certified instead of just self-certified?  |
| CMMC is beyond the scope of this webinar, but the Canadian government is engaged in discussions internally and with DoD to ensure continued access to the US defence market. |
| **QUESTION:** Any suggestions for: if we have a Prime/end user that are interested in using and adopting our products, but have trouble to get DoD and DLA to take notice, as we are still developing the product without any Prime or Gov't funding, all still self-funded.  |
| Suggest speaking with the Prime/End User about any upcoming demo days hosted by the relevant DoD service. These demo days are often a good opportunity to get your technology in front of government customers. |
| **QUESTION:** When challenges like SBIRs - they often restrict bidders to be US owned - do you see this changing?  |
| Unfortunately, it's unlikely. It would take a change to US law, and it's going to be a challenge to find a majority of US lawmakers to support opening small business set-asides to non-US firms. |