



NORCAT
Innovation Mill

Training for the Future

Innovation & Entrepreneurship





Think of us as your Innovation Broker

The NORCAT Innovation Mill serves as Sudbury's Regional Innovation Centre partnering with community stakeholders to help start and accelerate the growth of innovative companies.

As part of this mandate, we listen and understand the innovation needs of companies from around the world.

With this information, we connect these companies with our portfolio of entrepreneurial start-ups, small/medium enterprises or researchers that have potential solutions to address these challenges and opportunities.

Because of our broad national network, services and successes, the Innovation Mill is regarded as one of Canada's premiere innovation centres.

The Innovation Mill has what it takes. Let your journey begin

Our programs, services, and facilities are designed in a way that will help you start a business or accelerate the growth of your existing business.

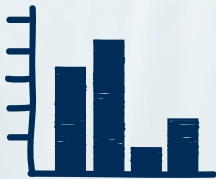
Here's what we can offer you:



**MENTORSHIP AND
ADVISORY SERVICES**



**ENTREPRENEURSHIP
EDUCATION**



**MARKET
RESEARCH**



**UNDERGROUND TECHNOLOGY
TESTING CENTRE**



**SOFTWARE &
WEB DEVELOPMENT**



**PRODUCT DESIGN
PROTOTYPING & TESTING**



**CAPITAL
SERVICES**



**IMMERSIVE
LEARNING CENTRE**



Find and connect with the right mentors and advisors to work with you and understand your goals.

Starting or building an innovative business is not easy. Engaging with the right advisors and mentors that have “been there, done that” can be. To assist our entrepreneurial ventures and small / medium enterprises, the Innovation Mill has engaged an exceptional group of community and business leaders that are committed to supporting you on the nerve-racking, exciting, stressful, and challenging path of building and growing your business. This is the starting point of engaging with the Innovation Mill – finding and connecting you with the right mentors to work with you to understand your business goals and how best to get there.



Entrepreneurship Education

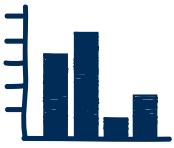
We have the programs and online resources to help you answer your complex questions.

Entrepreneurship can be learned. But the key, according to the Kauffman Foundation, is to provide education at “teachable moments” — when you are thinking about starting a business or ready to scale it. What entrepreneurs need isn’t the type of abstract course they teach in business schools, but practical, relevant knowledge you can apply to your business.

This is what the NORCAT Innovation Mill offers:

- ▶ Entrepreneurship 101
- ▶ Workshops
- ▶ Hot Topics
- ▶ Online Resources
- ▶ Peer-to-Peer Roundtables





Market Research

Understand your market, opportunities, and potential obstacles by engaging our market research team.

Hundreds of thousands of people consider starting new businesses each year, and each of them will ask themselves the same questions:

*Does my product or service fill a need?
Who will buy my product or service?
What will my price point be?
What are the trends in my industry?
Who are my competitors?*

This information isn't just interesting or "nice to know". You have questions – our job is to help you find answers to communicate effectively, identify opportunities and pinpoint potential obstacles or problems.

In conjunction with our partner, the MaRS Discovery District, we have preferred access to leading international market research resources and a team of sector research specialists in information and communications technology, clean technology, advanced materials and engineering, energy and resources, life sciences and healthcare, and social innovation.

To access this exceptional resource, you must engage with your Innovation Mill mentor and work together to identify and formulate questions that need to be resolved.





Underground Technology Testing Centre

Take technology to a new level—Underground

The NORCAT Underground Centre provides clients with a range of training and prototype development opportunities that are not available elsewhere in Canada. The former Falconbridge Fecunis Adit Mine in Onaping, Ontario serves as the perfect location for product testing in an actual underground mining environment.

The layout is ideal for equipment and vehicles, accessible from two surface level entrances in the side of the landscape, as opposed to drilling down into the earth. Higher elevations in the mine provide natural ventilation and drainage, with no need for water pumps or hoists.

- ▶ Permits equipment testing without interrupting mine production
- ▶ Promotes cost effectiveness through a fee-for-service operating facility
- ▶ Provides an easy access, controlled underground setting
- ▶ Provides private workshop space and storage facilities
- ▶ Provides natural or forced air ventilation
- ▶ Facilitates research, equipment testing and prototype development



Software & Web Development

Our team can help you develop software and applications to maintain your competitive edge.

In today's age, it is difficult to imagine an innovative, scalable business growing and exploiting new markets without leveraging technology to make that happen. The Innovation Mill's software development team can assist you in not only understanding how technology can help you expedite achievement towards your goals, but we can also help you with the doing - the technical architecture, the programming, or simply helping you build your website. We can do both using our in-house team of experts and / or through our network of software development partners throughout the province.





Product Design, Prototyping & Testing

Design, prototype, and test your products in the Fortin Discovery Lab. Speed to market is critical.

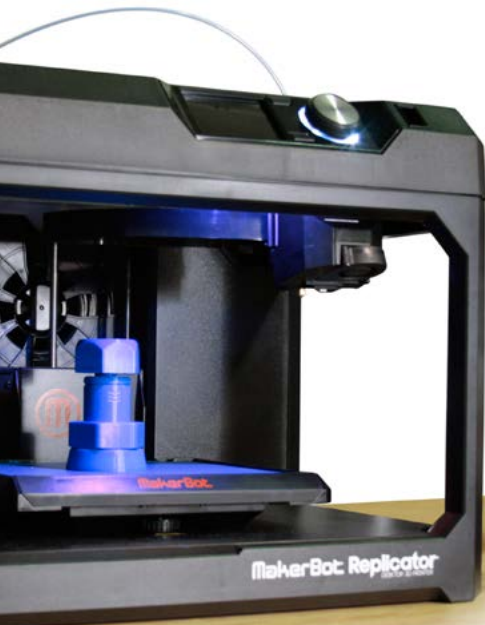
Speed to market is imperative and because of this competition to get products to market more quickly, many companies use rapid prototyping techniques to build parts for testing and analysis.

As innovation-driven companies know all-to-well, customers and investors often “want to see something” to give them a better understanding of the product and how it will address the complex global market opportunity for which it is designed.

Our “one-stop shop” product design, prototyping, and testing group can assist in the following ways:

- ▶ Product technical design, engineering, and development
- ▶ Custom mechanical, electrical, and control system fabrication and assembly
- ▶ Product testing services for harsh and extreme weather environments, EMC certification and RF testing
- ▶ 3D design/printing and CNC machining and mold creation
- ▶ Injection molding

In addition, the NORCAT Underground Technology Testing Centre offers resources and equipment to support our clients to test their products in an operating mine environment.





Capital Services

Knowing and finding the most relevant capital opportunities to meet your organization's goals is critical.

There is no denying the importance of capital to help you start and accelerate the growth of your business. However, understanding the amount, the type, and the timing for capital is imperative.

The Innovation Mill will help you navigate and understand the complex capital landscape and how the nuances, stage, and sector of your business will determine the most relevant and realistic capital opportunities for you.

Given the vastness and complexity of the global capital landscape, be it dilutive or non-dilutive capital, we encourage you to do your own research and connect with your mentors to learn about the different funding vehicles in our community and beyond.



Immersive Learning Centre

The Immersive Learning Centre at NORCAT, is focused on developing meaningful programs and services to enhance the skills, capabilities, and confidence of our customers.

The Immersive Learning Centre at NORCAT specializes in the creation and production of interactive, immersive, and visual games, training programs, and services. We are both a creative “think-tank” and an innovative “do-tank” working with our customers to deliver meaningful experiences in an interactive environment.

We believe that engaged/immersive learning is the future of learning and development. Our partnerships with hardware providers including Leap Motion, Oculus Rift, and ThoroughTec coupled with our relationships with leading software platforms make the Immersive Learning Centre a leader in engaged and immersive learning.





Facilities & Event Services

Become a resident in our dynamic and exciting innovation centre!

We offer tenancy, be it short-term or long-term with a co-location incubator offering desks, lab / shop facilities, phones, meeting rooms, and lounges – where you are encouraged to “hang out” and have “serendipitous collisions” with other like-minded entrepreneurs to share ideas, enhance your network, and discuss challenges and opportunities to help you expedite the building of your business.

To maintain our vibrant ecosystem, the Innovation Mill has intentionally assembled a powerful mix of brand-name tenants and organizations that are all thematically aligned to the innovation, commercialization, and entrepreneurship supply chain. We are the home to start-ups, mid-sized companies, investors, researchers, enabling organizations, mentors and service providers, and community developers. If you are interested in locating your company or hosting an event in the NORCAT Centre, read below to learn about our different options.



NORCAT Commons:

Members of the NORCAT Commons have the flexibility of month-to-month, co-location working space that brings them together with other like-minded entrepreneurs to share ideas, enhance your network, and discuss challenges and opportunities to help you expedite the growth of your business.



Innovation Mill Incubator:

As you continue to grow and scale your business, you will undoubtedly need to “graduate” to more formal, private, dedicated, longer-term office and / or shop space to accommodate your evolving staff and business needs.



Long-Term Residency:

The Innovation Mill Long-Term Residency Program is designed for our larger, flagship anchor tenants that play an active role in our innovation, commercialization, and entrepreneurial ecosystem. These tenants often require greater than 5,000 square feet of space and are engaged on a multi-year contract.



So, you want to work with the Innovation Mill— Great!

The Mill is a place where business gets done. We believe research is translating money into knowledge and innovation is translating knowledge into money. To accomplish this we provide an array of dynamic programs, services, and resources for our startup clients. However, be forewarned - our entrepreneurial program is selective and involves a lot of homework! As an entrepreneur you need to be serious and ready to listen, learn, and contribute to our ecosystem. If you can do this, we will help you grow your business.

Are you an Entrepreneur?

For our entrepreneurial clients, we know starting, building, and growing a business is not easy, but we believe by providing you with the right place, the right advisors, and the right services, you will be inspired and have the confidence to do something that so few people have the courage to even think about. As mentioned above, be forewarned - our entrepreneurial program is selective and involves a lot of homework! Status quo need not apply.

To embark on your entrepreneurial journey with us, please complete the online Discovery Document at www.norcat.org/discovery-document



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