

FABrIC IoT Product Development Challenge Call Round 2

FABrIC Expression of Interest (EOI) Template

DEADLINE

The FABrIC IoT Product Development Challenge Call - Round 2 submission deadline is 9:00PM EDT, Monday October 27, 2025.

- Applications received after the deadline stated above will not be processed.
- A complete EOI submission must be submitted through the FABrIC Challenges Portal, which is hosted on the [Blackbaud platform](#).
- EOIs submissions that are incomplete will be disqualified.
- Please send inquiries to challenges@fabricinnovation.ca

This EOI is to be completed by the Lead Organization applying to **FABrIC IoT Product Development Challenge Call - Round 2**. The Lead Organization must submit this EOI template in accordance with the FABrIC IoT Product Development – Round 2 Challenge Guide and other guidance documents located on the FABrIC website, fabricinnovation.ca.

FABrIC administrators will use information submitted in this EOI for the purpose of considering whether the proposed project meets requirements of the FABrIC IoT Product Development Challenge Call - Round 2 and to make an evaluation about whether the applicant will be invited to submit a full proposal. All project evaluators are required to sign a confidentiality agreement and CMC Microsystems' Conflict of Interest Policy.

DEFINITIONS:

“Lead Organization” means the organization leading the project proposal application process and the FABrIC main point of contact and, if successful, the organization that ultimately becomes the “Lead Ultimate Recipient” to the Project Agreement responsible for overall management of the project. The Lead Organization is also an organization that is seeking funding from FABrIC.

“Co-Lead Organization” means an organization that is seeking funding from FABrIC and who is signing onto the Project Agreement with a Lead Organization. (Up to 3 Co-Leads per application is acceptable for this Challenge Call.)

“Collaborator” means an organization that is not a signatory to the project agreement and is not seeking funding from FABrIC, but (1) is included in a project work plan and is responsible for project activities outlined in a project proposal, and/or (2) is making in-kind contribution to a project that enables completion of project activities. Up to 6 Collaborators per application are acceptable for this Challenge Call.)

ELIGIBILITY: Lead Organization and Co-lead Organization

- The Lead and Co-Lead Organization(s) must be FABrIC Members.
fabricinnovation.ca/member
- Lead and Co-Lead Organization(s) must be incorporated or a registered business in Canada and have significant operations in Canada. Lead Organizations include:
 - For-profit Small and Medium-sized Enterprises (SMEs) (<500 employees),
 - Not-for-profit organizations,
 - Post-secondary institutions in Canada or research institutes in Canada that are wholly owned by post-secondary institutions in Canada,
 - Indigenous organizations in Canada.
- Multinational Enterprises (MNE's) may not participate as a Lead or Co-Lead Organization but may participate as Collaborators.
- At least one of the Lead or Co-Lead organizations must be a SME.

Part 1: Lead Organization Information

All fields are mandatory unless stated otherwise.

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|---|--|
| Lead Organization Name | |
| Is this Organization a FABrIC Member | |
| Lead Business/Incorporation Number | |
| Lead Contact Name | |
| Lead Contact Email | |
| Lead Website | |
| Organization Type | <input type="checkbox"/> For-profit organization <input type="checkbox"/> Not-for-profit organization <input type="checkbox"/> Post-secondary Institution <input type="checkbox"/> Government <input type="checkbox"/> Other, please specify |
| Organization Sub-Type Select all that apply | <input type="checkbox"/> Research Institute (subcategory) <input type="checkbox"/> Indigenous Organization (subcategory) <input type="checkbox"/> For-Profit Public <input type="checkbox"/> For-Profit Private <input type="checkbox"/> N/A |
| Organization Size | <input type="checkbox"/> Micro, 3-10 employees <input type="checkbox"/> Small, 11-99 employees <input type="checkbox"/> Medium, 100-499 employees <input type="checkbox"/> Large, 500+ employees |
| Lead: Location of Incorporation in Canada and Primary Province/Territory of Operations | |

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| Ownership Structure Describe ownership structure, including operations in Canada and in other countries | |
| Is the organization a subsidiary? | <input type="checkbox"/> No (Skip remaining questions in Part 1) <input type="checkbox"/> Yes (answer the remaining questions in Part 1) * |
| *Name of Parent Organization | |
| *In what jurisdiction and under what legislation is the parent organization registered? | |
| *Business Number of Parent Organization | |
| *Number of Full Time Equivalent Employees in Canada | |
| *Number of Full Time Equivalent Employees outside of Canada | |
| *Nature of operations in Canada | |
| *Nature of operations outside Canada | |

Part 2: Co-Lead Organization Information

Complete only if the project will be structured with a Co-Lead Organization.
All fields are mandatory unless stated otherwise.

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| Co-Lead Organization Name | |
| Is this Organization a FABrIC Member | |
| Co-lead Business/Incorporation number | |
| Co-Lead Contact Name | |
| Co-Lead Contact Email | |
| Co-Lead Website | |
| Organization Type | <input type="checkbox"/> For-profit organization <input type="checkbox"/> Not-for-profit organization <input type="checkbox"/> Post-secondary Institution <input type="checkbox"/> Government <input type="checkbox"/> Other, please specify |
| Organization Sub-Type Select all that apply | <input type="checkbox"/> Research Institute (subcategory) <input type="checkbox"/> Indigenous Organization (subcategory) <input type="checkbox"/> For-Profit Public <input type="checkbox"/> For-Profit Private <input type="checkbox"/> N/A |

| | |
|---|---|
| Organization Size | <input type="checkbox"/> Micro, 3-10 employees <input type="checkbox"/> Small, 11-99 employees <input type="checkbox"/> Medium, 100-499 employees <input type="checkbox"/> Large, 500+ employees |
| Co-Lead Location of Incorporation in Canada and Primary Province/Territory of Operations | |
| Ownership Structure Describe ownership structure, including operations in Canada and in other countries | |
| Is the organization a subsidiary? | <input type="checkbox"/> No (Skip remaining questions in Part 1) <input type="checkbox"/> Yes (answer the remaining questions in Part 1) * |
| *Name of Parent Organization | |
| *In what jurisdiction and under what legislation is the parent organization registered | |
| *Business Registration Number of Parent Organization | |
| *Number of Full Time Equivalent Employees in Canada | |
| *Number of Full Time Equivalent Employees outside of Canada | |
| *Nature of operations in Canada | |
| *Nature of operations outside Canada | |

Part 3: Other Collaborators

If there are other collaborators that are expected to contribute to the project (e.g., supply partners, customers, incubators, VCs, ecosystem partners etc.), please list them here, including their role(s) in the project. All fields are mandatory.

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| Collaborator Organization Name | |
| Collaborator Contact Name | |
| Collaborator Contact Email | |
| Collaborator Website | |
| Organization Type <input type="checkbox"/> For-profit organization <input type="checkbox"/> Not-for-profit organization <input type="checkbox"/> Post-secondary Institution <input type="checkbox"/> Government <input type="checkbox"/> Other, please specify | |

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|---|--|
| Organization Sub-Type Select all that apply | <input type="checkbox"/> Research Institute (subcategory) <input type="checkbox"/> Indigenous Organization (subcategory) <input type="checkbox"/> For-Profit Public (subcategory) <input type="checkbox"/> For-Profit Private (subcategory) <input type="checkbox"/> N/A (subcategory) |
| Role of Collaborator in project Maximum of 50 words | |
| Agreement to Collaborate | <input type="checkbox"/> Formal agreement in place <input type="checkbox"/> MOU or equivalent collaboration document in place <input type="checkbox"/> Verbal agreement in place <input type="checkbox"/> Other (describe) <input type="checkbox"/> To be established if EOI is approved |

Part 4: Project Overview

All fields are mandatory. Do not exceed word limits specified in fields.

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| Project Title Easily understood for general reporting Maximum of 10 words | |
| Project Start Date (DD/MM/YYYY) | |
| Project End Date (DD/MM/YYYY) End date must not exceed the funding end date, of December 31, 2027 | |
| Project Location* Province/Territory *If aspects of project will be executed outside of Canada, specify location(s). | |
| Project Description (For Public Disclosure) Brief non-technical description of the project Maximum of 100 words. | |
| Challenge Stream: Check only the primary stream | <input type="checkbox"/> Edge-AI Computing <input type="checkbox"/> Edge-AI Sensors <input type="checkbox"/> AI Connectivity <input type="checkbox"/> Oceans and Marine IoT devices |
| Project Description: Description of the project including main objectives, outcomes, major work activities, roles of lead, co-leads and collaborators Maximum of 400 words | |

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| <p>New Products: Description of the new products that will be developed as a result of this project. Please include any diagrams or images that help explain the project and project</p> <p>Maximum of 300 words plus maximum 1 page pdf diagram/images</p> | |
| <p>TRL (current) State the current TRL of the products being developed and provide a brief rationale. Maximum of 50 words</p> | |
| <p>TRL (project completion) State the expected TRL of the products being developed at the end of the project and provide a brief rationale. Maximum of 50 words</p> | |
| <p>Ability to Deliver: Description of the skills and expertise within the project team that are directly relevant to the successful execution of this project. MUST also include roles of the Lead, Co-Leads and Collaborators. Maximum of 300 words</p> | |
| <p>Application Sector(s) Select all that apply</p> | <ul style="list-style-type: none"> <input type="checkbox"/> Electrified / Connected Vehicles <input type="checkbox"/> Clean Tech / Energy <input type="checkbox"/> Agri-Food, <input type="checkbox"/> Healthcare / Biotech <input type="checkbox"/> Digital Technologies (AI, 5/6 G data com, etc.) <input type="checkbox"/> Advanced Manufacturing <input type="checkbox"/> Future Natural Resources <input type="checkbox"/> Ocean / Marine <input type="checkbox"/> Other (specify) |
| <p>Commercial Opportunity Define the commercial opportunities for the products to be developed. MUST include expected product launch date, nature of market/market need being targeted, total addressable global market (TAM), Serviceable addressable market (SAM), estimated market obtainable (SOM) for the products/services being developed, potential revenue in 3-5 years post launch. Identify major competitors</p> <p>Describe the plan to commercialization.</p> <p>Maximum of 500 words</p> | |

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| <p>Customers: Identify the lead customers and potential customers who will use the products developed. Describe how they will be engaged in this project.</p> <p>Maximum of 300 words</p> | |
| <p>Expected Outcomes/Benefits to Canada Description of benefits MUST include:</p> <ul style="list-style-type: none"> ▪ Training of HQP, job creation/retention, advancement of DEI initiatives, ▪ Development and commercialization of IP within Canada for the benefit of Canada, ▪ Longer term growth potential of value chain within Canada, ▪ advancing Canadian sovereignty and security, ▪ Other social, economic and environmental impact, etc. <p>Maximum of 400 words</p> | |
| <p>Alignment with FABrIC Strategic Objectives Description of how the project aligns with FABrIC strategic objectives and the objectives of the Challenge Call – Round 2</p> <p>Maximum of 200 words</p> | |
| <p>Need for FABrIC Support Brief description of current barriers, need for funding to support this project? What would the outcome be without FABrIC support?</p> <p>Maximum of 200 words</p> | |
| <p>Project in Incremental There is evidence that the project is incremental to the organization's current R&D activities</p> | |

Part 5: Estimated Project Budget

All fields are mandatory. Enter in Canadian dollars CDN.

Enter estimated total eligible project expenses, including direct labour, materials, subcontractors, other direct expenses, overhead (note overhead may be estimated as up to 55% of direct labour costs but must not exceed 15% of the total eligible expenses). Refer to the Eligible Project Expenses guide on the Member portal. Enter in Canadian dollars. *Note funding of capital equipment will require approval by ISED.

| Direct Labour | Direct Materials | Sub-contractors (including NREs) | Other Direct Expenses | Overhead | *Total Eligible Expenses |
|---------------|------------------|-------------------------------------|-----------------------|----------|--------------------------|
| | | | | | |

Enter estimated contributions from all funding sources (total must equal total eligible expenses). Do NOT include in-kind contributions. Enter in Canadian dollars. Requested FABrIC funding combined with Sources of Other Government Funding must not exceed 75% of Total Project Contributions. Total Project Contributions/Funding MUST equal *Total Eligible Expenses.

| Contributions from Lead Organization | Contributions from Co-lead Organization | Sources of Other Non-Government Funding | **Sources of Other Government Funding | Requested FABrIC Funding | Total Project Contributions/Funding |
|--------------------------------------|---|---|---------------------------------------|--------------------------|-------------------------------------|
| | | | | | |

Enter breakdown of sources of other funding (government, non-FABrIC), including SRED and Provincial tax credits and others. Enter in Canadian dollars. Total Source of government funding MUST equal **Sources of Other Funding (government)

| Government Source (federal/provincial/municipal) | Program | Estimated Contribution | Stage (identified, application in progress, secured) |
|---|---------|------------------------|---|
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Request for FABrIC Challenge Support for prototyping:

FABrIC Challenge Support provides support for product prototyping. This support includes access to CMC's fabrication and packaging services, including aggregated multi-project wafer runs, which provide affordable prototyping with leading Fabs in Canada and around the world. CMC will provide services which may include final DRC, chip finishing etc. and will manage all logistics and interfacing with the Fabs. Recipients pay only their portion of direct materials (wafers/chips) and shipping/brokerage costs. These costs are eligible project costs and will be re-imbursed based on the project sharing ratio. There are no additional costs for CMC services.

For further information contact challenges@fabricinnovation.ca.

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| FABrIC Challenge Support | <input type="checkbox"/> Require FABrIC Challenge Support Provide a brief description of the support required Maximum of 100 words <input type="checkbox"/> Do not require FABrIC Challenge Support <input type="checkbox"/> Undecided at this time |
|---------------------------------|---|

By completing and submitting this EOI you are agreeing that your organization is aware that you are submitting on their behalf, you have reviewed all information pertaining to this Challenge call available on the FABrIC website, and the information provided in this EOI is accurate.

Please complete [attestation form](#) and include in your application.