

# The Industrial and Technological Benefits Policy



The Agency is responsible for implementing in Quebec the Industrial and Technological Benefits (ITB) Policy administered by Industry Canada. This policy, which replaces the Industrial and Regional Benefits (IRB) Policy, ensures that Government of Canada procurements generate high value-added business for Canadian industry.

Under the umbrella of Canada's Defence Procurement Strategy (DPS), the ITB applies to most Major Crown Projects in the aerospace, marine, and defence and security industries (generally projects valued at \$100 million or more).

To that end, the Agency promotes the capabilities of Quebec enterprises to international contractors who are interested in bidding for or have been awarded a contract for a Major Crown Project and thus have an ITB obligation to fulfil toward Canada equal to 100 percent of the value of the contract. This obligation is a contractual agreement between the Government of Canada and the contractor.

## The Agency can help you... become partners with a prime contractor

### Target clientele

Enterprises operating in the following industries:

- defence
- security
- aerospace
- transportation equipment
- marine
- optics/photonics
- information technology
- electronics
- telecommunications
- research and development

## With its wide network of federal and provincial partners, the Agency can help promote your business to prime contractors by:

- informing you of Major Crown Projects and resulting business opportunities
- organizing regional tours, industry days, trade missions or targeted meetings with prime contractors
- taking part in major international trade shows in the aerospace, marine, defence and security sectors
- defending Quebec's interests in the development of the ITB Policy

### Some examples of potential business opportunities

- Supply of parts or components, from design to assembly and final installation (where applicable)
- Technology transfer or investment by a prime contractor
- Integration in a contractor's global value chain
- Creation of a consortium composed of a prime contractor, a Quebec business and a qualified research facility

### Make yourself known

Want to share information about your company, make sure you are in our database, or find out more about our activities? Send us an e-mail at [DEC.RIT-ITB.CED@canada.ca](mailto:DEC.RIT-ITB.CED@canada.ca).

