

Mitacs 15th anniversary
Inspiring innovation

Mitacs Programs

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Mitacs

What is Mitacs?

Mission

- Position Canada as a Global innovation leader
- Train the next generation knowledge workforce
- Build effective academic-industry partnerships

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Mitacs

Achieving the mission

Develop & offer programs addressing our mission

Identify talent → Train → Retain and deploy

Globalink

Accelerate

Elevate

Step

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Globalink : Abroad

Globalink Research Award

- 3-6 month research project jointly supervised by Canadian professors and their international collaborators
- For late-stage undergrads + grad students
- Up to \$5000 grant

Globalink Partnership Award

- 4-month project with a company in a partner country
- For graduate students

Current Partner countries: China, Brazil, Mexico, India, Turkey, Vietnam, Saudi Arabia, Sorbonne-France

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Globalink : Abroad

Globalink Partnership Award

- 4 month research project with international company, for Masters, PhD students
- 75% placement abroad
- 25% placement at the Canadian university

\$15,000

- \$10,000 Student Stipend
- \$5,000 Flex Funds
- \$2,500 for Travel
- \$2,500 for Research Costs

Current Partner countries: China, Brazil, Mexico, India, Turkey, Vietnam, France (limited)

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Building research collaborations

Mitacs Accelerate

Scaleable funding: From \$15,000 to \$2M+

All disciplines

Supports graduate students and postdocs

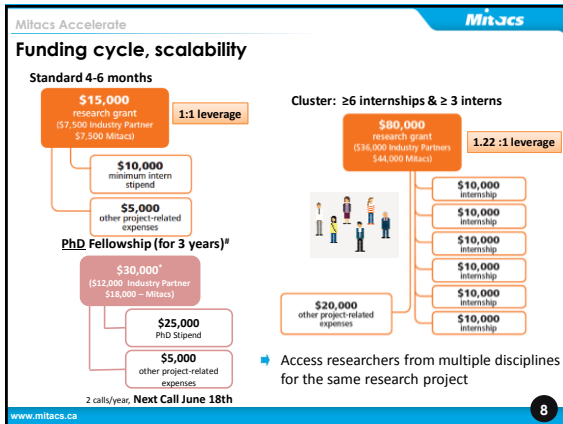
Former interns

- 51% working in industry
- 14% have started their own company
- 67% working in an R&D environment

46% of Accelerate interns currently working in the private sector were hired by their partner companies

Government of Canada
Ministère de l'Industrie
Government of Quebec
Ministère de l'Économie

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Accelerate: Application Process

- ➔ Open to graduate candidates and postdoctoral fellows
 - Masters: 2 blocs each // PhD and PDF: 6 blocs each
- ➔ International students eligible
- ➔ Application forms are short and simple to complete
- ➔ No application deadlines; projects can begin anytime
- ➔ Peer-reviewed by internal and external experts
 - Most proposals are reviewed within 6 weeks of submission


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Accelerate - examples


[Bayesian hierarchical modelling of exposure to accident benefit claims](#)

FACULTY SUPERVISOR: Drs. Christian Genest & David A. Stephens
STUDENT NAME: Huijun Chen
PARTNER: Desjardins Groupe d'assurances générales
UNIVERSITY: McGill University



[Promoting Healthy Lifestyles with Disease Simulation Models in Community Pharmacies: The Healthy Option Study/L'etude Option Santé](#)

FACULTY SUPERVISOR: Dr. Lawrence Joseph
STUDENT NAME: Mohammed Kaouache
PARTNER: Clinemetrica
UNIVERSITY: McGill University



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Creating R&D leaders

Next call Summer 2014

Mitacs Elevate

\$57,500*
(\$25,000 – Industry,
\$32,500 – Mitacs)

\$50,000 Post-Doc Salary

\$7,500 other project-related expenses

*For each of 2 years

- ➔ Professional skills and leadership development
- ➔ Two year fellowship
- ➔ For **postdoctoral fellows**
- ➔ Research collaboration with private sector partner
- ➔ Open to any discipline
- ➔ Competitive applications

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WHY ARE WE FOCUSED ON YOU?

- ➔ Context: Innovation and grad studies in Canada
- ➔ How do I bridge the gap? Prospecting 101

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CONTEXT: INNOVATION AND POST-GRADUATE STUDIES IN CANADA

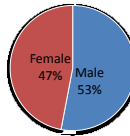
Some useful reading...

http://www.mitacs.ca/sites/default/files/caps-mitacs_postdoc_report_full_oct2013-final.pdf

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The Mitacs-CAGS report

- ➔ 1,830 survey respondents
- ➔ 130 universities, hospitals, government laboratories, and private companies across Canada and abroad.



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Key report findings (postdocs)

- ➔ Administrative Ambiguity
- ➔ Low Compensation and Benefits
- ➔ Insufficient Training



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Where do we go from here?

Academia

- ➔ Before PDF: 81% goal is university research faculty



- ➔ During PDF: 69%

Industry?



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- ➔ So, how do I bridge that gap?

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Step 1: Looking inward



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What's your value prop?

- ➔ What makes you unique & an attractive candidate?
- ➔ Toolkit:
 - intro e-mail (paragraph)
 - CV
 - cover letter
 - **elevator pitch**
 - Have many pitches worked-out (short/long; technical/not)
 - Make sure it is tailored to the recipient (start from their perspective); is concise and to the point (test it out)

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What's your value prop?

- ➔ **Do not** describe all the research you've done, focus on the **applications**; skill sets; tools and possibilities
 - This is not an academic publication!!
 - **What value do you bring to the company**
 - **You offer the university, equipment, etc...**
- ➔ **Tell a story**



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Step 2: Looking outward: Research!



- ➔ Actuarial consultant montreal
- ➔ Digital performance interfaces toronto



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Another tool...

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How to get to these people?

- ➔ Your network! Friends, colleagues, family
- ➔ Social media



- ❖ Join groups
- ❖ Connect with classmates/alumni
- ❖ Search for the person you want to reach

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The screenshot shows the Mitacs LinkedIn search results for 'audio montreal'. The search bar at the top shows 'audio montreal' with a red arrow pointing to it. Below the search bar, there are filters for 'People', 'Jobs', and 'Interests'. The results list several profiles, including Geoff Martin, Rebecca Reich, and Kuba Masor. A red arrow points to the 'audio montreal' group in the search bar.

How to get to these people?

- ➔ Cold call (the pitch!)
 - Write it down if you need to!
 - Practice on lower-priority targets
 - Use the company directory
- ➔ Attend events



Connecting/networking with people

- ➔ Ask questions
- ➔ Listen
- ➔ Learn what makes them tick

Stakeholder contact cont'd

What's business development all about?

RELATIONSHIP!!!



Stakeholder contact cont'd

And...



It's a numbers game. So the more you do, the better your odds.

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Next steps

- ➡ Contact us to discuss research goals
- ➡ Open projects online
- ➡ Prospecting!!

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➡ Register to receive updates:
www.mitacs.ca/signup



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