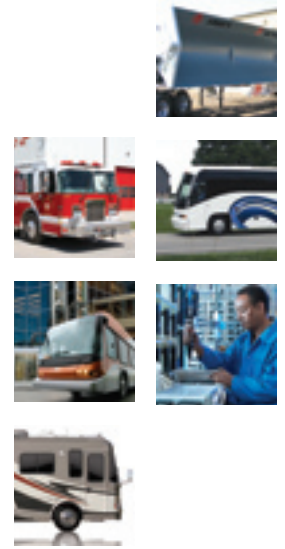


OEM Supplier Development
Program Guideline



Manitoba's Vehicle Technology Centre

Developing Manitoba's world class
vehicle and transportation equipment industry



OEM Supplier Development Program

As part of its mandate to help develop world-class products in Manitoba's transportation and agribusiness manufacturing sectors, the Vehicle Technology Centre Inc. (VTC) offers a program of financial incentives to original equipment manufacturers (OEM) to encourage partnerships with suppliers in developing high-technology products and processes.

GOALS AND OBJECTIVES

The OEM-Supplier Development Program (OSDP) goal is to act as a catalyst in collaborative projects to develop new technologies that will help Manitoba transportation and agribusiness manufacturers meet customer requirements. The program expects to develop a team approach between manufacturers and suppliers, including universities and research organizations, where possible. Ultimate aims are economic growth, job creation and support for sustainable development.

PROGRAM REQUIREMENTS

Applications will be assessed to determine levels of participation and support. To be considered for VTC incentives, potential technology development and demonstration projects must include:

- at least two Manitoba transportation equipment or agribusiness companies working together, where at least one of the partners is an OEM or a tier-one supplier to the sector
- details of collaborations with businesses, universities, colleges or research institutes — non-Manitoba participation is welcomed, though costs associated with such participants are not eligible for program support
- a private-sector manufacturer to contract with VTC and provide leadership in structuring a comprehensive collaborative agreement with all other partners
- an application to VTC providing a detailed plan agreed to by all parties and including a breakdown of tasks, costs and timelines
- details of the project's anticipated benefits in commercial, technical and all other areas
- a reasonable and manageable level of technical risk or uncertainty

PROGRAM FUNDING

All Manitoba-based collaborators will have access to VTC support co-ordinated by the lead manufacturer in the project. VTC will contribute up to \$250,000 toward the total project cost. The rate of support will be assessed at up to one-third of the eligible, approved, technology development and demonstration costs. VTC will reimburse only eligible costs incurred for approved projects. A final report must detail technical achievements, opportunities for further development and plans for commercial application of the results.

ELIGIBLE COSTS

Eligible costs include:

- direct labour and benefits
- project-specific materials
- project-specific overhead
- sub-contracts and consultant costs to non-team members
- specialized equipment

Production equipment, production overhead and business loss projections will not be reimbursed.

ELIGIBLE PROJECTS

Project proposals approved under this program will relate to one or more of the following critical technologies:

- design technologies — including systems design, integration and simulation using techniques like virtual reality, finite element analysis, multi-body dynamics and others
- product life-cycle management — including demonstration of advanced techniques in product data management, product configuration management, predictive maintenance systems, customer service and life-cycle costing



Arne's Welding Ltd:
side dump trailer



Fort Garry Industries:
Cougar fire truck

Triple E Canada Ltd:
class C motorhome,
the Regency GT



- environmental technologies — fuel consumption, emissions, noise and waste reduction applicable to both products and manufacturing methods
- manufacturing technologies — advanced manufacturing concepts such as high-speed machining, cellular manufacturing, lean practices, quality management and robotics
- advanced materials and structures — corrosion-resistant materials, anti-corrosion treatments, composites, plastics, paints, laminates and others
- advanced systems — development of advanced brake systems, drive trains, suspensions, heating and cooling systems, fuel systems, seating, flooring, integrated electronics for applications like communications and diagnostics

APPLICATION PROCESS

VTC has adopted a two-stage application process:

1. submission of a letter of interest for review by the executive director and board of directors
2. submission of a written project proposal as requested on acceptance of the letter of interest

STAGE ONE LETTER OF INTEREST

The lead manufacturer will begin the application and review process by submitting a one or two-page letter of interest that should include:

- a brief description of the project
- the project team composition and structure, including the identification of the lead firm and complete contact information
- a preliminary assessment of the relevance and benefits of the project
- a preliminary schedule and budget including all potential sources of funding to support the project, including scientific research and experimental development credits

A clear definition of the project intent, with indications of strong commitment from all participants, will be essential to the success of the letter of interest.

STAGE TWO PROJECT PROPOSAL

Applicants successful with their letter of interest will be invited to provide, within six weeks of approval, a two-part project proposal containing a comprehensive statement of work and a signed collaboration agreement.

The comprehensive statement of work should include:

- an overview of the project, including the scope of work to be done, objectives and overall performance goals
- major activities and milestones reflecting the entire scope of work to be done
- descriptions of each activity including challenges, risk mitigation and quantifiable performance goals
- objective progress indicators
- a list of all locations where work will be performed
- major activities and milestones in chart form showing project schedules and measurable achievements related to each milestone
- a breakdown of the project's estimated eligible costs by major activities

The signed collaboration agreement is a document that identifies the project's team members, the organizational structure and the leadership of the team. It also describes how project costs will be assigned, as well as how intellectual property resulting from the project will be shared, protected and used.

CONFIDENTIAL REVIEW OF PROPOSALS

All letters of interest, project proposals and other information received from applicants will be kept confidential by VTC and reviewed for final disposition by the VTC board of directors.

Forward proposals to:
Executive Director
Vehicle Technology Centre Inc.
1050 – 259 Portage Avenue
Winnipeg, Manitoba R3B 3P4



*New Flyer Industries:
urban bus, advanced
style BRT*



*Vansco Electronics:
View of one of Vansco's
manufacturing facilities*



*Motor Coach Industries:
American classic coach,
model D 4505*

FOR MORE INFORMATION, CALL 204.945.2473

Canada



Manitoba 

1050 - 259 Portage Avenue → Winnipeg, Manitoba → R3B 3P4

Phone: 204.945.2473 → Web: www.vtci.ca

BOARD REPRESENTATION

Arne's Welding Ltd.
Fort Garry Industries
Motor Coach Industries
New Flyer Industries
Triple E Canada Ltd.
University of Manitoba Transport Institute
Vansco Electronics

Funding for this project is provided under Canada-Manitoba Economic Partnership Agreement

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