

# Grow your business faster with the R&D tax refund dollars you deserve

Are you at the helm of an innovative company... and developing a new, improved or technologically advanced product or process?

Are you in start-up or growth mode... and need funding to offset your investment and hefty costs?

Do you think you might be **eligible for SR&ED tax credits** from the government or other sources... but have no idea how much, how to apply or where even to begin?

**We can help.**



Less red tape. More refund.



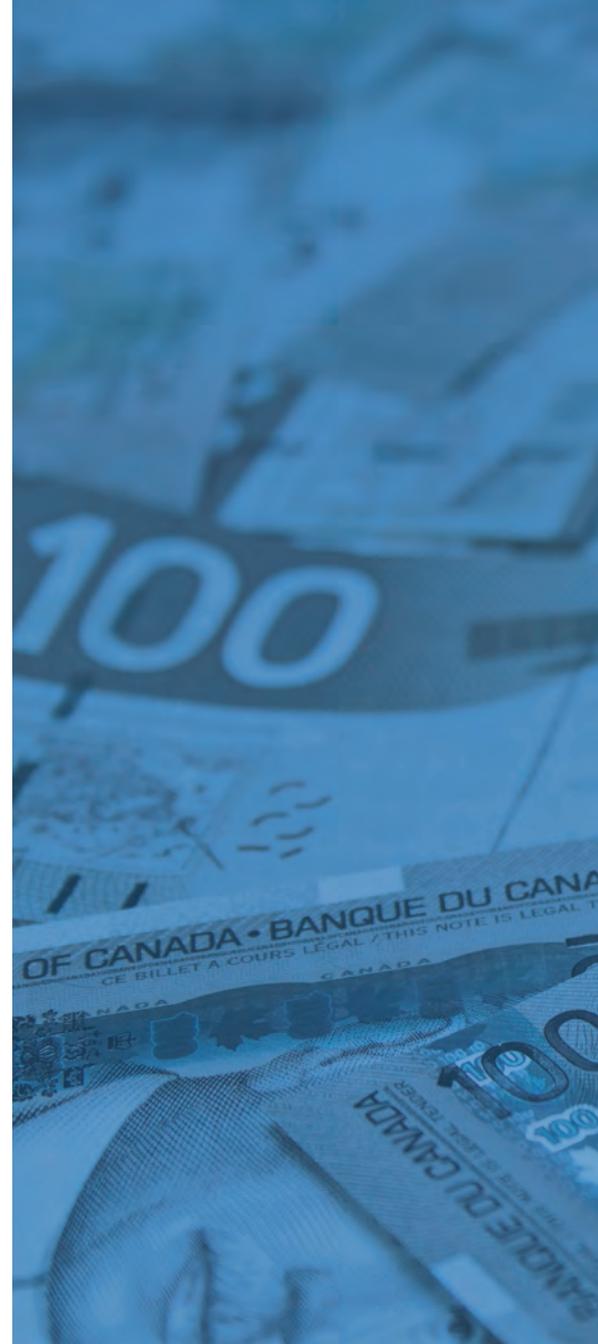
# Don't leave tens of thousands of dollars on the table in tax credits your company has earned.

Tap into our top-level expertise to exploit the full potential of the SR&ED tax credit program and other funding opportunities... and get paid back bigtime just for doing what you do.

Our results speak volumes. Over the last 10 years, the **Engineva team has recovered more than \$50 million in SR&ED tax refunds** for clients across Canada. Imagine what we could do for you.

Are you in our 'sweet spot'? Engineva brings a track record of success in helping small and mid-sized business owners/entrepreneurs in the following industries:

- Software/hardware development
- Manufacturing
- Medical
- Cosmetics
- Plastics
- Food/beverages
- Textile
- Agriculture





*With incredibly tight timelines—only three weeks—Engineva still somehow managed to deliver with flying colors and get us our refund. They liaised with our accountant, corrected errors that would have put us at risk and **coordinated the whole project seamlessly, going way beyond the call of duty to ensure we made it through flawlessly and on time.***

*- President / Bendigi Technologies Inc.*

## SR&ED ... confusing red tape? Or money back in your business?

SR&ED stands for Scientific Research and Experimental Development. It's a **tax incentive program for Canadian businesses in scientific research and technology development** that is administered by the Canada Revenue Agency (CRA). It is the largest single source of federal government support for research and development in Canada, providing over **\$3 billion to more than 20,000 claimants** each year.

Need to know more? We're happy to explain.  
Contact us for a chat and to find out if you are eligible.





# What we offer

Whether you seek simple advice or a turnkey SR&ED application solution, we can assist. Our research, planning and funding application advisory services include...



## ASSESSMENT

A thorough risk analysis of company projects to evaluate whether or not you meet the eligibility requirements of the SR&ED tax credit program.



## PLANNING

R&D project and process planning to set you up for funding success.



## PREPARATION & SUBMISSION

Preparation, writing and submission of Scientific Research and Experimental Development (SR&ED) tax credit claims by our technical experts.



## DEFENSE

Experienced claim defense against any CRA technical and financial audits to answer questions, counter disputes... and ensure your submission is approved.



## SUPPORT

Assistance and personalized guidance by our personable team during all stages of your SR&ED claim dispute resolution with the CRA.



## EDUCATION

We don't just plan and manage your funding submission, we arm you with knowledge, everything you need to understand about the SR&ED Program requirements and claim preparation. Our experts ensure your company is in the know and positioned for funding success today and for years into the future.

# How we work

We manage the whole application through our 6-step process, making it seamless... carefully targeted to receive CRA approval:

- 1 Project Launch / Kickoff Meeting
- 2 SR&ED technical & financial data compilation & drafting by our experts
- 3 Internal review: to ensure accuracy, maximum impact and quality control of the final document
- 4 External review: to ensure client satisfaction and attain final approval and signoff
- 5 Claim finalization & submission to the government
- 6 Project wrap-up



*Engineva dove deeper into our company story to help us powerfully showcase the technology problem we were trying to solve. **Their mastery of the nuances of the SR&ED program and their excellent advisory work allowed us to maximize our SR&ED refund entitlement, as well as prepare for a successful audit.***

**- President / Riskgrid Technologies Inc.**



# How Engineva sparked \$410,000 in refunds for a battery recycling start-up

Li-Cycle, a Toronto-based start-up was on a mission to solve the end-of-life lithium-ion battery disposal problem. The management team knew that their pioneering hydrometallurgy process might qualify for research funding. But how much funding? And how could they even begin to make a solid case?

## **Strategic positioning, strong documentation, irrefutable defense.**

In 2017, Engineva developed a strategy and positioning for Li-Cycle that encompassed the different types of SR&ED-eligible experimental work. From there, our experts began crafting wording that would make the claim as strong as possible.

The CRA had some additional questions about Li-Cycle and Engineva rose to the challenge, defending the eligible SR&ED work, related expenditures and all project documentations. CRA was very satisfied and approved the first claim, in full. A \$60,000 refund was received for 2017.

## **Seizing six-times more funding in year two.**

By 2018, Li-Cycle was building a large processing plant and project expenditures were high. Engineva recognized new eligibility for a substantially larger SR&ED refund—almost six times as much money as 2017—if the research was positioned correctly to the CRA. Although the 2018 claim was substantially larger (typically grounds for further scrutiny or audit by the CRA) it was accepted within 30 days of submission, with no additional questions asked. A \$350,000 refund was received for 2018.





***Engineva opened up a whole other avenue of SR&ED funding for us. They were quickly in tune with our work, despite our broad scope, and had a grasp of all the pieces as we evolved—not something that just anyone could do.***

***It was a very positive experience, and if someone else was applying for funding, I would certainly point them in the direction of Engineva.***

**- Senior Engineer, Li-Cycle Corp.**

# Who is Engineva Research?

We are a team of award-winning rocket-scientists, researchers and engineers with a proven track record in obtaining government funding and SR&ED tax returns for scores of companies across Canada. From start-ups and small businesses, to mid-sized firms, we have successfully secured major funding for enterprises of all sizes and specialties—**no less than \$50 million dollars over the last decade.**

## **No time wasted, no dollars unclaimed:**

We know the opportunities...and the restrictions.

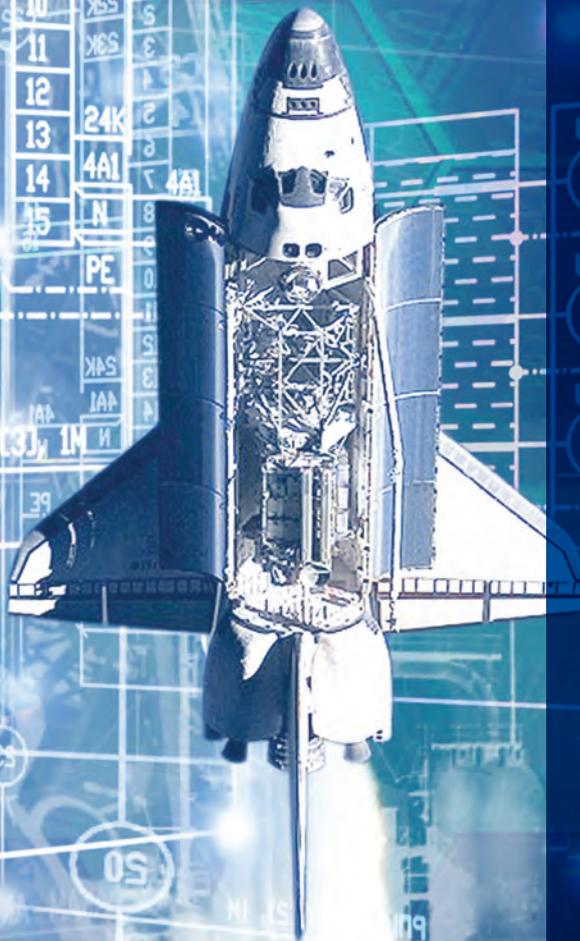
We understand the mindset of the government funders...and what they're after.

We know the funding up for grabs...and the wordings needed to win them.

**Plus, we know what is, and what is not, eligible for funding.** Where there's merit and potential, we get to work for you on your submission, applying strategic thinking, insight and deftly positioning your company's research to meet CRA requirements—and nail that refund!

**Engineva takes the stress and guess work out of SR&ED and government funding.**

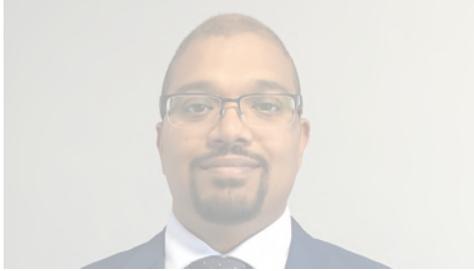




Thanks to their exceptional knowledge and superior skills in separating SR&ED eligible work from product development work, **we have had constant success in getting our SR&ED submissions approved.**

The team at Engineva helped us re-focus on the right angles and separate our work into two unique and eligible SR&ED projects, allowing us to receive everything we claimed, while also mitigating our tax risk.

- CEO / Gesturetek Systems Inc.



## Meet our senior team

### **Dr. Nirma Jesuthasan**

Principal

As a principal at Engineva Research Solutions Inc., Nirma Jesuthasan has been an instrumental force in recovering more than \$50 million dollars in SR&ED refund for clients over the years. He has won the trust and respect of clients across Canada for successfully defending scores of SR&ED disputes with CRA. Nirma is a mechanical engineer with 20 years of experience in the planning, execution and funding of a wide variety of research and development (R&D) projects. His engineering background involves the design of experiments and computational modeling of physical phenomena, specifically design, fabrication and modeling of loop heat pipes (LHPs) for thermal management of ground and space applications. He is the recipient of numerous accolades, including a Canadian Space Agency research award.

### **Dr. Sudarshan Martins**

Technical Advisor

Dr. Sudarshan Martins is a mechanical engineer with nearly 20 years of experience in product design, development and research. His deep understanding of science and technology development—and his uncanny ability to simplify what's complicated—allows him to easily identify and defend project activities that are SR&ED eligible. His brings an exceptional engineering background in mineral processing and bio-engineering, leading trailblazing projects including development of lunar rover wheels, grinding mill instrumentation, IVF medical devices, and hybrid vehicles. As an engineer for the Canadian Space Agency, he helped develop two formation satellites in collaboration with the Japan Aerospace Exploration Agency. Sudarshan is the recipient of several awards, notably the Governor General's bronze medal and the International Mineral Processing Congress Young Researcher award.

### **Dr. Andrew Churchill**

Technical Advisor

With a doctorate in education from McGill University and an M.B.A. from the University of New Hampshire, Dr. Andrew Churchill is a respected educator and business leader. He brings superior expertise in documenting workflow processes—and producing clear and concise documents—in ways that maximizes the potential for SR&ED qualification. In addition to his work for Engineva, Andrew teaches communications classes and runs pitch training workshops at McGill University where he has been recognized with their Award for Distinguished Teaching. In his classes, he works with students on everything from resumes to complex business proposals and his presentation training covers everything from 3-minute thesis competitions to Dragon's Den style startup competitions and Ted Talk type events. He brings this talent to his work with clients seeking to translate their business research into a qualified SR&ED project.

# Three reasons to call Engineva right now

- 1 Find out if you're eligible.** Learn whether your company projects make you eligible to put in a SR&ED claim that could result in a substantial tax refund for your business.
- 2 Put R&D tax refund processes in place.** Set up smart processes and CRA-friendly procedures to capture the right information for submitting successful SR&ED claims in the future.
- 3 Get SR&ED information.** Learn about the SR&ED program... and why it could mean tens of thousands or more in tax refunds for your business!



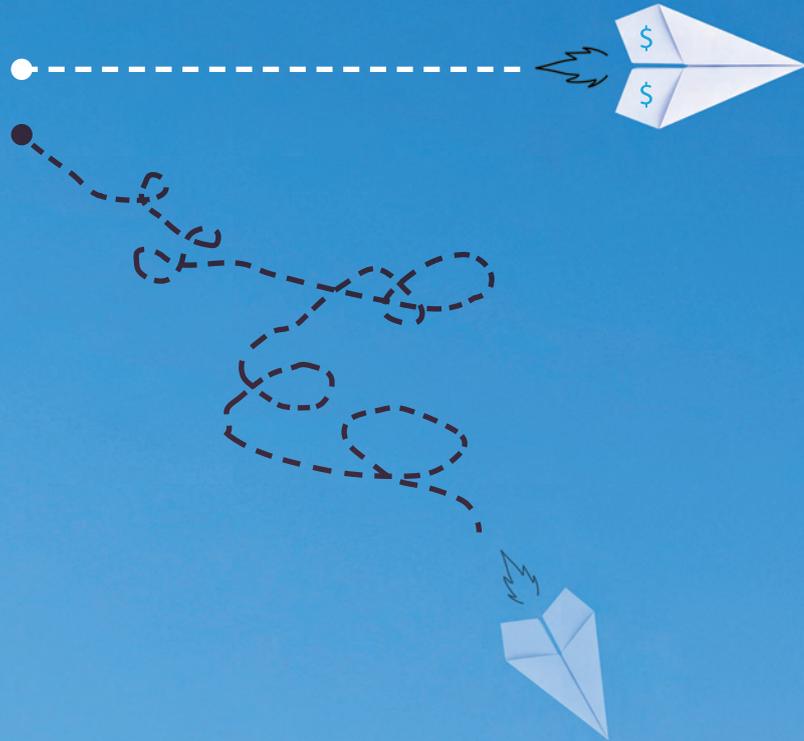
**We bring clarity, credibility...  
and big checks from CRA.**

# Less Red Tape. More Refund.

Contact Engineva today for more information, or to start your FREE SR&ED eligibility assessment:

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