

# **Written Submission for the Pre-Budget Consultations in Advance of the Upcoming Federal Budget**

**By: Opus One Solutions**

Contact:

**Hari Subramaniam**

Chief of Strategic Growth & Policy | [OPUS ONE SOLUTIONS](#)

o: 647-534-1833 | f: 1-866-941-5854

[hsuthan@opusonesolutions.com](mailto:hsuthan@opusonesolutions.com)

## **List of Recommendations**

- **Recommendation 1:** That the government implement 'land and expand' funding to support Canadian startups seeking to grow internationally.
- **Recommendation 2:** That the government mandate that Export Development Canada (EDC) provide liability insurance for small Canadian businesses seeking to grow internationally.
- **Recommendation 3:** That the government re-open the IRAP Innovation Assistance Program.
- **Recommendation 4:** That the government amend the BECAP program.

## **Body of Submission**

August 7, 2020

The Honourable Wayne Easter, MP  
Chair of the House of Commons Standing Committee on Finance

### **RE: Pre-Budget Consultation in Advance of the 2021 Budget**

Thank you for the opportunity to participate in the government's pre-budget consultation. We welcome the opportunity to provide recommendations based on Opus One Solutions' experience as a high growth Canadian cleantech startup that was planning for 2020 to be a breakthrough year but the pandemic has slowed down our growth trajectory.

We commend the work you, the Finance Committee members and government for the timely and decisive actions taken to support individuals and businesses better weather the impact of the pandemic.

2020 was supposed to be a big year for Opus One Solutions. Utilities were beginning to see our energy-management software's potential for designing better grids. After doubling our revenue in 2019 and growing our team from 15 to 70 people in less than five years, we signed deals with a number of Canadian and international utilities and energy companies last year, and in January, we made our third straight [Global Cleantech 100](#) list.

Our projections for 2020 now show us booking fewer deals than expected. That's a huge gap that will eventually have to be made up for. I'm not quite sure the public or government fully understand how devastating COVID-19 has been for the sector.

Start-ups in Canada have been particularly impacted by the pandemic to the extent that virtually all start-ups are [laying people off or at least considering it](#). Targeted support is needed in order to help Canada's start-up ecosystem survives the greatest eternal threat it has experienced to date.

The four recommendations in this submission can help Canadian startups recover from the pandemic's impact.

**Recommendation 1:** That the government implement 'land and expand' funding to support Canadian startups seeking to grow internationally.

**Recommendation 2:** That the government mandate that Export Development Canada (EDC) provide liability insurance for small Canadian businesses seeking to grow internationally.

**Recommendation 3:** That the government re-open the IRAP Innovation Assistance Program.

**Recommendation 4:** That the government amend the Business Credit Availability Program (BECAP) program to provide the adequate levels of support that startups such as Opus One Solutions need.