



RBB Innovations spurs advancements in access to childcare with OneHSN

The Sault Ste. Marie Innovation Centre recently announced that Sault-based RBB Innovations (RBB) has launched its centralized childcare application and waitlist solution, OneHSN Childcare, in the municipalities of London, Niagara Region, Thunder Bay and Kingston, Ontario.



RBB began in 1985 and the company has successfully grown to provide IT and technical services with a particular focus on health and human services sectors. RBB develops and supports highly-secure software solutions such as the One Human Services Network (OneHSN) for organizations within health and human service sectors.

“We at RBB are so thrilled to see municipalities and provinces adopting our centralized childcare application and waitlist solution. Parents seeking childcare no longer have to spend days or weeks researching childcare options. With OneHSN parents can now apply to all childcare providers in their community with one simple application in less than ten minutes.” says Jason Collins, Director of Corporate Development at RBB.

In January 2010, RBB acquired SSMIC’s innovative online Centralized Childcare Waitlist software. The software was developed by the Community Geomatics Centre and the private sector company has successfully integrated and commercialized it as part of its municipal OneHSN

platform. This allowed OneHSN Childcare providers improved management of childcare applications and waiting lists.

The OneHSN Childcare solution is centralized online in order to address the inefficiencies and improve service to families. Once parents log in to the system and apply, a list of suitable childcare providers is illustrated based on criteria inherent within their information.

Most childcare providers use paper forms to track and manage the waitlist and it becomes the parents responsibility to contact each provider independently. This application provides a streamlined process for childcare providers and offers parents centralized online access.

“RBB Innovations possessed complementary technology and

market experience that allowed them to adopt and enhance the original solution developed within SSMIC,” said Tom Vair, executive director, SSMIC. “It is exciting to see the success that this local company is having with the OneHSN Childcare solution and we look forward to further growth for RBB in the future.”

SSMIC’s partnership with RBB provides direct economic benefit to both organizations and Sault Ste. Marie through the growth of a local business.

RBB has head offices in both Sault Ste. Marie and Owen Sound Ontario. For more information on RBB Innovations, please contact Jason Collins at

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or visit

www.rbbinnovations.com

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Contact us: info@ssmic.com

Vulnerable Persons Registry Exceeds Goal at Campaign End

The Sault Ste. Marie Innovation Centre in partnership with the Mayor's Office and Celebrate 100! Launched a Vulnerable Person Registry (VPR) campaign to recruit 100+ registrants in 100 days during Celebrate 100!

At its successful end, the campaign surpassed the program goal with a total of 117 registrants and is continuing to grow.

The campaign took place from August 9, 2012 to November 16, 2012, where SSMIC and the Office of the Mayor asked individuals and organizations in the community to help raise awareness and promote registration by joining the VPR 100 Days to 100+ Registrants Campaign through social media.



The campaign increased followers via the Twitter account and Facebook page.

Due to the recent events of the highway collapse in Wawa and the aftermath of Hurricane Sandy, "people have realized that these types of situations can happen to any one of us and at any time" says Katie Paquette, VPR Coordinator. "We've been more questions about program eligibility as people are becoming

more proactive about their own safety or that of a loved one in the event of an emergency. The community is certainly becoming more aware of the value attached to this comprehensive program."

The VPR is an award winning service that is free, voluntary and confidential and local to Sault Ste. Marie.

Registering key information such as difficulty with mobility, vision, hearing etc. allows the responding emergency services to prepare and subsequently save time or a life. Look out for the VPR's new website launching soon.

For more information, contact the VPR Coordinator at 705-942.6938 extension 3041, email info@soovpr.com or visit www.sooovpr.com

SSMIC Welcomes RDÉE Ontario as Tenant

SSMIC welcomes RDÉE Ontario, who recently became a tenant within the SSMIC office.

RDÉE Ontario aims to be the key organization for economic development and employability for Ontario's Francophone communities. While encouraging the active participation of community members, promoting cooperation, collaboration, sharing and pooling of resources, the group strives for innovation in economic development.

RDÉE has offered support to communities and sustainable job

creation through the development of projects in the following areas:

- Policy Research and Analysis
- Funding Strategy
- Strategy Consultation
- Organizational Learning Strategy
- Strategy Management and knowledge Sharing
- Communication Strategy
- Partnership Strategy

RDÉE focuses on knowledge economy and information technology and communication (ICT), integration of e-business in SMEs, the development of

potential of service of Broadband ICT integration in community economic development as well as research and development. RDÉE works along side the business community and youth organizations to promote entrepreneurship among young people.

RDÉE's objectives and mandate will offer potential for a collaborative environment with SSMIC.

Alain Lamothe, Economic Development Officer for RDÉE Ontario, is located in the SSMIC offices.

The Washington Post: A Startup That Squeezes Electricity Out of City Water

By Uclia Wang, November 28th, 2012

The water that sloshes through city pipes can both quench your thirst and generate electricity. However, the latter is far less common. But that's the proposition from startup Rentricity, which has developed equipment that uses water pressure to produce electricity and helps water suppliers reduce their energy costs.

The New York City-based company was the runner-up for the grand prize in this year's Cleantech Open competition and has seen its technology installed at two water treatment plants in the Pittsburgh region and one in Keene, New Hampshire. Its biggest project, its fourth one, is scheduled to come online in the first quarter of 2013 in the Palos Verdes area of Los Angeles County.

Finding multiple uses for the same resource is a good thing. It maximizes resources and reduces waste, especially if the resources are difficult to come by or finite. More advanced natural gas power plants, for example, use waste heat from gas turbines to generate steam and produce more electricity on site. Some solar technology also uses waste heat produced by solar cells to heat up water.

Rentricity's technology makes use of the highly pressured water that flows through pipes to be delivered to neighborhoods. After leaving the treatment plant, water typically goes through the water utility equivalent of substations (concrete underground regulator vaults) where the flow and pressure are reduced as the water gets ready to enter the smaller pipes of homes and businesses.

The company's technology includes a reverse pump, a generator, and controllers that would typically be installed at a water treatment plant or underground vaults. The pump harnesses the highly pressurized water and sends that through the generator to produce electricity. The controllers monitor and manage the valves and make sure the electricity moves on to the grid.

"We can monitor, control and optimize the pressure in the system so that we can get the most electricity potential out of the system," said Frank Zammataro, the company's CEO and founder.

The gear is designed to handle pipes from 10-inch to 36-inch in diameter; the generators range from 30 KW to 350 KW. Rentricity

also has designed equipment in the 5-30 KW range in a partnership with water pump and treatment equipment maker Xylem. The two companies are looking at demonstrating the new gear in two sites, located in Pennsylvania and Nova Scotia, Canada.

Rentricity's intellectual property lies in the control system, Zammataro said. Rentricity also can install flow and pressure sensors that collect data and detect leakage for water utilities, particularly if the water treatment systems are located in remote areas.

The company is targeting selling its technology to water utilities at the moment, though it would like to see its equipment installed at industrial sites that use a lot of water, such as pharmaceutical plants, food and beverage factories or mining operations.

Knowing that the upfront financing is often a hurdle for new infrastructure technology — especially for municipal water utilities — Rentricity began offering financing options to customers earlier this year. The financing makes the company the sole or co-owner of the power generation equipment for the 30-

40 years of expected lifespan of the gear or until the water utilities pay to own it. In return, Rentricity gets a share of the revenue from selling the electricity. Zammataro said he's talked with three fund managers who are interested in providing the money for the installations, but he declined to name them.

Rentricity has signed a letter of agreement to finance a 100 KW system with the city of Albany,

New York, Zammataro said, and is now in the process of doing due diligence. The company hasn't finalized the budget for the project but estimates that it could cost somewhere between \$500,000 and \$1 million.

Rentricity, the name of which is a mash up of "renewable" and "electricity," was founded in 2003. But the company was a "part time project" for the three

co-founders, Zammataro said. It wasn't until 2008 when the company began to market its technology to water utilities in earnest, he said, that the project became a full time gig. Rentricity has been self-funded and raised \$1.5 million from friends, family and government grants. The company is working on raising a \$3.5 million round.

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National Research Council Canada: **Small Firm Takes on the Big Hitters**

November 02, 2012 —
Sault Ste. Marie, Ontario

In a biotech industry led by multi-billion dollar chemical companies like Monsanto, it's nearly unheard of for a company the size of BioForest Technologies Inc. to gain a seat at the table. Yet thanks to the support of the National Research Council of Canada Industrial Research Assistance Program (NRC-IRAP), this growing firm is a player, and its growth potential is significant.

BioForest makes an organic pesticide that it calls TreeAzin, a substance produced from extracts of neem seeds. (Neem is a tree in the mahogany family, *Azadiracta indica*. Growing in tropical and semi-tropical regions, its fruits and seeds are the source of neem oil.) The product alone sets BioForest apart in the marketplace—but if



TreeAzin is the cake, its EcoJect System is the icing. EcoJect is BioForest's unique micro-injection method for applying the pesticide.

BioForest was launched by a small band of government forestry scientists after leaving their jobs with the Canadian Forest Service (CFS) in the mid-1990s. Among them was Joe Meating, now president of BioForest.

At first, Meating and his colleagues offered forest health consulting services to various levels of government and other clients. By 2001, the firm had begun to explore the idea of adding a product to the company's offerings to increase its revenues. Investing considerable revenues in test and trials, Meating worked with a CFS research scientist who had been developing a promising new organic pesticide. BioForest ultimately signed a license agreement with Natural Resources Canada and CFS to register, market and sell the new pesticide, which they named TreeAzin.

In the United States, the product is fully registered and routinely sold for professional use. The company expects to achieve full

registration in Canada this year, but until then, the product can only be sold through a special "emergency registration" to help Canada cope with emerald ash borer infestations. (It is currently in use to protect ash trees on National Research Council property.) Meanwhile, there is interest in TreeAzin and EcoJect in Australia and the Middle East.

Worldwide, the company is looking at considerable potential once regulatory hurdles are cleared.

Activating the ITA Network

Since its inception, BioForest has engaged in four projects with NRC-IRAP. The first focused on testing and developing the neem-based insecticide. The next two were research and development (R&D) projects focusing on developing the EcoJect deliver systems and determining TreeAzin's efficacy. The fourth focused on intellectual property protection for the "home and garden" EcoJect system.

Meating credits NRC-IRAP Industrial Technology Advisor (ITA) John Hatherley for being instrumental in the company's success. Hatherley, who has worked with the firm for the past three years, played a key role in supporting the research for design

improvements of the EcoJect system, helping to resolve pump issues in a prototype model.

Hatherley's help with the prototype model made a lasting impression on Meating. "I just mentioned to John that we would like to do a bit more research on some of the components of our EcoJect system," he says.

"Without NRC-IRAP support, the research and development that helped us become what we are today would have been beyond our capability."

Joe Meating President, BioForest Technologies Inc.

"Literally within days, we had emails streaming in from all over the country from other NRC-IRAP ITAs offering all kinds of suggestions and other contacts."

Most recently, Hatherley worked with the firm on a consumer product that would come pre-loaded with TreeAzin and be sold at home and garden stores. "It's a total redesign of their injector that could open up the entire U.S. consumer market," he says. Hatherley is now also discussing a larger R&D project that would combine reformulation research

for improved shelf storage and usability as well as a decision support system to better assess when, where and how TreeAzin is most effectively applied.

Pushing ahead

BioForest is currently in a significant expansion phase:

- Its sales of TreeAzin have grown from \$180,000 in its first year to nearly \$1 million today.
- Sales of TreeAzin and the EcoJect system now represent 75 per cent of the firm's revenues, up from just 20 per cent in 2008.
- It expects to have more than 80 service providers in Ontario and Quebec in 2012.
- It is receiving inquiries from all over the world, with particular interest from the United States, Australia and the Middle East.

Meating is unequivocal in his appreciation for how NRC-IRAP has helped BioForest. "It would have been difficult or impossible for a small firm like ours to get into this industry without NRC-IRAP," he says.

For more information on IRAP, please visit <http://www.nrc-cnrc.gc.ca/eng/irap/index.html> or contact SSMIC at info@ssmic.com.

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December 7th

TAG Luncheon

“Cloudy With A High Probability of Fog: Cloud Computing For Smart “

Bruce MacKay, Chief Technologist, Razyr Networks

January 18th

TAG Luncheon

“Canadian Banknote in Sault Ste. Marie and new opportunities for businesses to enter the digital gaming market“

Andre Gionet, Canadian Bank Note

For information on these events, please contact Kyleigh CARGO, Communications Intern, at kclargo@ssmic.com.



http://www.business2community.com/trends-news/hurricane-sandy-socializing-traditional-media-0330289

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