

## **TERMS AND CONDITIONS FOR SMEs/START-UP MEMBERS**

### **INTRODUCTION**

Natural Products Canada (NPC) is committed to supporting and advancing Canada's Natural Product Innovation Cluster, which is comprised of SMEs/start-ups, research institutes, investors, corporations, and others known as Innovation Support Members (including government agencies, not-for-profits, consultants and service providers, facilities, incubators and accelerators, etc) that help to enable the advancement of natural product innovation in Canada.

The Cluster is designed to create a thriving and collaborative ecosystem of natural product research, development and commercialization that creates benefits for its members and the industry as a whole.

### **MEMBER RESPONSIBILITIES**

By joining the Cluster, members are committing to the objectives of the Cluster, and agree to support these objectives where possible and practical.

Specifically, members agree to:

- Act with integrity and honesty with NPC and other members of the Cluster.
- Maintain their non-confidential member profile.
- Pay their membership fees promptly.
- Participate in various Cluster activities such as events, webinars, articles or other initiatives, where possible and where appropriate.
- Provide timely feedback and/or input where possible and practical when solicited through surveys, calls for interest, or other requests from NPC.

### **NPC AND CLUSTER SERVICES**

NPC provides general services to all members as well as specific services based on membership category.

#### **General Services**

NPC provides an array of general services to the entire Cluster, including, but not limited to the following:

- Advice and guidance on various aspects of natural product research, development and commercialization (RD&C) in Canada
- Regular newsletters and announcements including NPC and Cluster news and updates, as well as information and events of relevance to the Cluster
- Member Database that features self-populated profiles of each Cluster member
- Cluster Careers – a job posting service exclusive to Cluster members, which is promoted via NPC to the broader natural product and innovation community
- Webinars and articles related to various aspects of RD&C of natural products
- Coordination of events and special initiatives to facilitate collaboration among members
- Activities to showcase Canada's natural products Cluster to international audiences through reports, presentations and strategic partnership

## Specific Services for SMEs/Start-Ups

- Advisory Services – NPC delivers advice and guidance through one-one communication with SME/start-up members. Advice may be on any topic related to RD&C, with particular focus on: establishing a pathway to commercialization; identifying key gaps and challenges; introductions to subject matter experts, facilities, funding and other sources from within the Cluster - and beyond - that can help address those gaps.
- Commercialization Programs – NPC offers a suite of Programs as outlined on the NPC website to address common gaps and challenges in developing natural products. Application to these programs is restricted to Canadian SMEs/start-ups who are members of the Cluster. While NPC strives to provide Program funds to as many members as possible and will provide input and advice to help ensure a successful application, membership does not guarantee receipt of Program funds.
- Strategic Showcase and Connection Opportunities – NPC strives to create opportunities to provide SME/start-up members with opportunities for exposure and/or introduction to strategic audiences such as investors or large corporations through a variety of means, including special events, national and international events and media campaigns, or other initiatives.
- Investment – NPC acts as a central source of dealflow for NPC Ventures. As such, NPC works with relevant SME/start-up members to foster their readiness for investment, and subsequent introduction to NPC Ventures and/or other appropriate investors.

## INFORMATION AND DATA SHARING

NPC administers various services, programs and initiatives to advance the Cluster. In many cases, this involves sharing non-confidential member information with others to facilitate potential introductions and partnerships. Sharing of this non-confidential information can be conducted either directly (i.e. discussions or presentations) or indirectly (i.e. reports or newsletters).

Occasionally it is important for NPC to collect confidential information in order to facilitate its services. These situations include but are not limited to: Commercialization Program application material. In these circumstances, NPC takes a series of precautions to secure the data, including using secure and separate online applications forms and storage systems.

In some situations where sensitive data is shared through discussions and meetings, a non-disclosure agreement may be required, outlining the terms and conditions upon which NPC is allowed to use the information.

At no time will NPC share confidential information with any party without express consent from the owner of that information.

If you have questions about NPC's handling of information, please contact [memberservices@naturalproductscanada.com](mailto:memberservices@naturalproductscanada.com)

## REVOCATION

NPC reserves the right, at any time and for any reason, to revoke any person's membership in the Cluster. Generally, this will occur where a person has violated these Terms and Conditions. However, revocation may also occur for inappropriate usage of the services offered by NPC or because of inappropriate or harmful conduct (in the sole view of NPC) on the part of the member. NPC may, but is not obligated to, publish additional policies speaking to revocation.