



Maximizing Corporate Returns from ITB Commitments

Strategic management of Industrial and Technological Benefits (ITB) obligations is one of the most powerful drivers of long-term growth for a defence company. Beyond contractual compliance, existing ITB commitments can be used to generate **new business, build partnerships, strengthen the supply chain**, and position the firm as a preferred partner for future defence contracts.

What we do

Doyletech Corporation helps defence and aerospace companies turn their ITB commitments into meaningful drivers of corporate growth. Rather than treating ITBs simply as contractual obligations, we can show you how they can become powerful tools for strengthening competitiveness, generating new revenue streams, and enhancing long-term value.

Companies can achieve these outcomes by approaching their Industrial and Technological Benefits (ITB) commitments as strategic investments that align with both corporate objectives and Canada's long-term defence and industrial priorities. By documenting their ITB achievements in clear and measurable terms, firms build a credible performance record that can **lead to future defence procurements**. The government rewards companies that demonstrate sustained, meaningful contributions to Canada's industrial base. Furthermore, work undertaken by universities on defence related projects allows the company to earn ITB

Economic Impact Assessment & Forecasting

Economic Footprint Analysis

New Market Opportunity Analysis

Defence and ITB Economics

SME Identification & Integration

The Defence Investment Agency

credits worth up to five (5) times the actual dollars spent. A well-structured ITB strategy becomes a powerful differentiator in competitive bids.

ITBs also enable companies to develop **new marketable applications** by leveraging their R&D partnerships with Canadian SMEs, research institutes, and universities. These collaborations often lead to the development of technologies that can serve not only defence needs but other commercial markets as well. With early market scanning, technology roadmapping, and deliberate commercialization planning, companies can turn ITB-funded innovations into products and services that create value. Establishing strong intellectual property foundations and exploring licensing or joint-development commercialization pathways help ensure these innovations generate continuing revenue beyond the initial project.

Strengthening supply chain integration is another way companies can realize value from ITBs. By investing in Canadian suppliers and helping them achieve essential certifications, improve quality systems, adopt digital tools, or upgrade manufacturing

capabilities, firms build a more resilient and cost-effective domestic supply chain. These improvements enhance operational performance, reduce production risk, and create long-term efficiencies. When paired with long-term agreements and shared digital supply chain platforms, these investments lead to a tighter, more reliable ecosystem that benefits both the prime contractor and the broader defence sector.

How we do it

Clients choose Doyletech for our extensive experience in industrial analysis, technology commercialization, and defence sector economics. Our methodologies are proven across major Canadian procurements, and our work consistently provides clear, evidence-based insights that support both executive decision-making and engagement with government stakeholders.

Comprehensive **economic impact assessment** will demonstrate the full value of the company's existing ITB commitments and show how these activities are already advancing core strategic priorities. The analysis will quantify the economic footprint created across Canada, including jobs supported, GDP and labour income generated, and tax revenues sustained; while also identifying which regions benefit most and where future activity could be directed to maximize national impact. It will highlight how ITB investments are strengthening the domestic supply chain by revealing suppliers that are already delivering high-value capabilities aligned with upcoming defence programs. The analysis will also show how ITB-driven R&D, technology development, and skills training initiatives are creating lasting innovative capacity within Canada.

Beyond assessing impact, the analysis will reveal **new market potential** and the broader opportunity space enabled by current ITB activities. It will establish clear links between the company's existing ITB portfolio and upcoming Canadian defence procurements, showing how present investments create a competitive edge in future programs. The analysis will also identify Canadian SMEs with export potential, dual-use technologies, and opportunities for deeper co-development, providing pathways to scale promising suppliers into long-term global partners. In addition, the analysis will map where existing ITB-funded projects could be leveraged to attract federal or provincial co-investment through R&D programs, or to collaborate with universities, research institutions, and innovation clusters. These findings will help position the company as the OEM with a strong Canadian industrial footprint backed by a compelling, data-driven narrative.

Our findings will be structured to answer the questions senior management cares about most. They will clearly articulate the return on investment by showing how ITB spending delivers measurable economic and strategic benefits. It will demonstrate how a stronger, more capable Canadian supply base reduces cost, schedule, and delivery risks across major programs. The analysis will link ITB investments directly to revenue growth by mapping them to future program opportunities, while also confirming that current activities reinforce the company's long-term strategy in Canada. Importantly, all conclusions will be supported by rigorous, independent metrics that withstand scrutiny from government and industry partners.

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