



Defence Drone Initiative Sector Briefing

RFSA Closing August 14, 2026 | Defence Investment Agency | Build-Partner-Buy

Prepared by

NORTHERN ARC PUBLIC AFFAIRS

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"The future of defence will belong to those who can innovate and adapt the fastest. Uncrewed and autonomous systems are already transforming modern military operations, and Canada must be ready to develop, test and field these capabilities at speed."

The Honourable David J. McGuinty, Minister of National Defence

Defence Drone Initiative Launch, July 23, 2026

Aug 14

RFSA Deadline on Canada Buys

6

Capability Areas for Qualification

\$180B

Total Defence Procurement Pipeline

5%

GDP Defence Target by 2035

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Executive Summary

On July 23, 2026, the Government of Canada launched the Defence Drone Initiative, the most significant procurement pathway for uncrewed and autonomous systems in Canadian history. Led jointly by the Department of National Defence and the Defence Investment Agency, the DDI creates a standing marketplace for Canadian companies to qualify as suppliers of drone technologies to the Canadian Armed Forces and the Canadian Coast Guard. The entry point is a Request for Supply Arrangement on CanadaBuys, closing August 14, 2026.

The DDI is the Defence Industrial Strategy moving from paper to procurement. Uncrewed and autonomous systems were named a key sovereign capability in the Strategy, and the DDI is the first major mechanism to qualify, test, and field them. The initiative spans six capability areas: low-cost tactical ISR drones, uncrewed ground vehicles for logistics and complex terrain, uncrewed maritime surface and underwater systems, counter-drone interceptors, standardized drone munitions, and deep precision strike systems. It draws on Canadian expertise in robotics, artificial intelligence, aerospace, advanced manufacturing, sensors, secure communications, navigation, propulsion, and advanced materials.

The window is measured in weeks. Successful applicants may be notified as early as September. Periodic updates will let additional suppliers qualify over time, which means the companies that qualify in the first round establish themselves inside the DDI before the field fills in. Qualifying under the RFSA is the necessary first step. Ensuring the Defence Investment Agency and the relevant ministerial offices understand your capability before the testing and production decisions are made is what separates the companies that build Canada's drone fleet from the companies that qualify and wait.

This briefing maps the federal funding and procurement landscape for Canadian companies in the drone and uncrewed systems sector. It outlines the programs, the ministers, the procurement pathways, and the political positioning strategy required to capture federal support over 6 to 12 months. Northern Arc's value is not paperwork. It is the political positioning at the ministerial, Deputy Minister, DIA, and PMO level that determines which qualified suppliers become Strategic Partners and which companies are left competing from outside the room.

WHAT MAKES CANADIAN DRONE COMPANIES DIFFERENT

Six Named Capability Areas. The DDI identifies six operational requirements: tactical ISR, uncrewed ground vehicles, maritime surface and subsurface systems, counter-drone interceptors, standardized munitions, and deep precision strike. Companies that map their technology to one or more of these named areas are positioned for the DDI marketplace and every related funding stream simultaneously: IDEaS, IRAP DI Assist, BDC Defence Platform, RDII, and DIA procurement.

BUILD-Tier Eligible by Design. The Defence Industrial Strategy's BUILD framework reserves the highest-value procurement for Canadian-owned companies developing sovereign capability. Companies with Canadian IP, Canadian headquarters, and Canadian manufacturing are not just preferred. They are the stated policy intent.

Dual-Use Architecture Unlocks Both Funding Streams. The same technology serving both civil and military missions qualifies for defence programs (IDEaS, IRAP DI Assist, BDC StrongNorth) and civil innovation programs (RAII, SRF Priority 2, RDA streams) simultaneously. Dual-use architecture is not a complication. It is a multiplier.

The Buy Canadian Policy Compounds the Advantage. Implemented December 2025, the Buy Canadian Policy requires federal departments to prioritize Canadian suppliers in defence and ICT procurement. The threshold drops from \$25 million to \$5 million on June 15, 2026, expanding the range of contracts subject to Canadian preference by an order of magnitude.

The RFSA Closes August 14. Companies that qualify in the first round establish themselves inside the DDI marketplace before additional suppliers are added through periodic updates. First-round qualification is not just a formality. It is positioning.

CANADA'S DEFENCE SOVEREIGNTY AND THE DRONE IMPERATIVE

Recent conflicts have made the strategic imperative unmistakable. Drone technologies are no longer experimental. They are central to intelligence, surveillance, logistics, personnel protection, and kinetic operations. Expensive and exquisite capabilities can be neutralized by very low-cost attritable systems. Canada must be able to develop, test, and field these capabilities at speed, and the government has said so explicitly.

The Defence Industrial Strategy committed \$63.1 billion in new defence investment over five years and set a target of 5% of GDP on defence by 2035. The DDI operationalizes the BUILD-PARTNER-BUY approach, prioritizing the capabilities Canada builds at home. The Defence Investment Agency has been explicit: this initiative strengthens Canada's defence industrial base, deepens the domestic supply chain, and delivers critical capabilities to the CAF and CCG.

For Canadian drone and autonomous systems companies, the policy environment has never been more favourable. The government has identified the capability gap, created the procurement mechanism, and set a deadline. The companies that position themselves now will define Canada's sovereign drone capability for the next decade.

THE COMPETITIVE GAP: WHY AUGUST 14 MATTERS

Qualification under the RFSA will not necessarily result in a contract. It allows successful suppliers to compete for future work: testing, prototype development, limited acquisitions, and production. The government has been explicit about this. The gap is not eligibility. The gap is positioning.

Which qualified companies get invited into testing and production is decided by the same levels that decide every major defence file: the ministerial offices, the Defence Investment Agency, and the central agencies. Those decisions are being shaped now, not after the arrangement closes. Companies that qualify in the first round and establish relationships with the DIA and Minister McGuinty's office before the testing and production decisions are made will capture the contracts. Companies that qualify and wait will watch from the supplier list.

The question is not whether your company qualifies. The question is whether your company will be positioned inside the DDI before the first testing and production decisions are made.

Canadian Content: Quantified

The DIS, Buy Canadian Policy, and DIA Strategic Partner framework all prioritize companies that can demonstrate Canadian ownership, Canadian IP development, Canadian manufacturing, and Canadian headquarters. The following metrics are the baseline for positioning any drone or autonomous systems company within the DDI.

Canadian-Owned IP. Technology developed in Canada with Canadian government R&D support, including NRC IRAP, IRAP DI Assist, and SR&ED, carries a strong presumption toward BUILD classification. IP developed abroad and licensed to a Canadian subsidiary carries risk under the Strategic Partner framework.

Canadian Headquarters and Manufacturing. The DIS framework weighs where decisions are made and where manufacturing happens. A Canadian headquarters with Canadian production operations is the strongest profile for DDI qualification and subsequent contract awards.

Defence-Ready Technology. The DDI RFSA questionnaire asks whether systems are operationally proven. Companies with existing CAF, Coast Guard, or allied deployment experience carry significant advantage in the evaluation process.

Indigenous Partnership. The government has explicitly elevated Indigenous economic partnership as a procurement priority. Companies with embedded operational relationships with Indigenous communities receive meaningful preference in federal evaluation.

How Federal Decisions Are Actually Made

Before examining specific programs, it is essential to understand how federal defence procurement decisions actually happen. Public tendering documents describe eligibility criteria, evaluation methodology, and award processes. They do not describe how decisions are shaped. The gap between formal process and actual decision-making is where opportunities are won or lost.

The Three Levels of Federal Decision-Making

Political Level: Ministers and Ministerial Staff. Ministers set strategic priorities for their departments. Minister McGuinty at National Defence determines how the DDI is positioned within the broader DIS framework. Secretary of State Fuhr at the Defence Investment Agency leads procurement modernization and the Build-Partner-Buy hierarchy. Ministerial offices filter what reaches the Minister and shape how files are framed. When a Minister's office understands that a particular Canadian drone company represents sovereign capability aligned with the DDI's mandate, that understanding flows through to the DIA officers evaluating RFSA submissions.

Bureaucratic Level: Deputy Ministers and ADMs. Deputy Ministers oversee departmental operations. Sector ADMs lead acquisitions, evaluate technical merit, manage supplier registrations, and recommend awards. A Canadian company known to the relevant ADM and capability manager is positioned ahead of competitors that submit applications without context.

Central Agency Level: The Prime Minister's Office and Treasury Board. The PMO coordinates national economic strategy. Treasury Board sets the procurement directives that govern how all departments contract. When the PMO understands a Canadian company is essential to industrial sovereignty, supply chain resilience, or regional employment, that understanding shapes how multiple departments approach contract opportunities involving the company's capabilities.

Why Alignment Matters

These three levels must be aligned for significant procurement outcomes. A Minister may express interest, but if the Deputy Minister's team has not assessed the file favourably, the company never appears on a shortlist. Both may be aligned, but if the PMO has different priorities, interdepartmental

coordination on multi-department procurement fails. Most companies engage only with the contracting officer who writes the solicitation. They submit bids and wait.

Part One: Federal Funding and Procurement Programs

The DDI Request for Supply Arrangement

The DDI RFSA (W8703-270055) is open on CanadaBuys until August 14, 2026. It establishes a standing marketplace for Canadian uncrewed and autonomous systems suppliers. Qualification allows suppliers to compete for testing, prototype development, limited acquisitions, and production opportunities. The DIA hosted a virtual information session on July 30, 2026. Periodic updates to the Supply Arrangement are anticipated, allowing additional suppliers to apply and qualify over time. Successful applicants from the first round may be notified as early as September 2026.

Innovation for Defence Excellence and Security (IDEaS)

IDEaS is DND's innovation program for defence and security solutions. It has committed \$244.2 million for dual-use technology development. The program operates through challenge-based calls aligned with CAF operational requirements, many of which directly overlap with DDI capability areas: autonomous systems, counter-drone technologies, ISR, and secure communications. The BOREALIS roadmap, expected Q3 2026, will signal the next wave of IDEaS challenges. Companies that qualify under the DDI RFSA and simultaneously position for IDEaS challenges create parallel pathways into DND's innovation pipeline.

NRC IRAP Defence Industry (DI) Assist

DI Assist provides advisory services and financial support to Canadian SMEs pursuing defence innovation. It connects companies with defence procurement opportunities, including the DIA and DND contracting frameworks. For DDI-relevant companies, DI Assist serves as the bridge between R&D funding and procurement readiness. NRC IRAP Industrial Technology Advisors (ITAs) provide the technical assessment that validates a company's defence capability at the program level. Northern Arc engages the NRC national program office and ISED ministerial level to ensure file visibility.

BDC Defence Platform

The BDC Defence Platform has deployed \$91.7 million to 16 companies in its first three months of operation. The \$6 billion platform includes StrongNorth Venture Capital for equity investment in defence-relevant companies, Defence Loans for growth capital, and advisory services for companies navigating the defence procurement landscape. For DDI-qualified suppliers that need capital to scale from prototype to production, the BDC Defence Platform is the financing mechanism designed for exactly that transition.

RDII: Regional Defence Investment Initiative

The Regional Defence Investment Initiative delivers \$379.2 million through Canada's Regional Development Agencies for defence-related economic development. Each RDA administers its allocation based on regional priorities: PacifiCan (\$67.5 million for B.C.), PrairiesCan (Alberta, Saskatchewan, Manitoba), FedDev Ontario, CED (Quebec), and ACOA (Atlantic). RDII intake runs to December 31, 2027, with projects completing by March 31, 2028. For DDI-relevant companies, RDII provides non-repayable and repayable contributions for capital equipment, facility expansion, and workforce development that complement the DDI procurement pathway.

Strategic Response Fund: Priority 2

The Strategic Response Fund's Priority 2 stream targets companies in sectors facing tariff exposure or supply chain disruption that need to scale production or pivot to serve Canadian defence and security requirements. DDI-qualified companies with manufacturing operations, capital expansion plans, and demonstrated tariff or supply chain exposure may be eligible. SRF is administered through ISED and requires ministerial-level positioning to advance.

Defence Investment Agency and Procurement Opportunities

The DIA, led by CEO Doug Guzman, is the central agency for defence procurement modernization. It administers the Build-Partner-Buy hierarchy, the Strategic Partnership Framework (now published on ISED's website), and the DDI itself. For DDI-qualified suppliers, the DIA is the decision-making body that determines which companies move from the qualified supplier list into testing, prototype development, and production. Positioning with the DIA is not optional. It is the mechanism through which DDI contracts are awarded.

SR&ED Tax Credits and Provincial R&D Credits

The Scientific Research and Experimental Development program provides federal tax credits for R&D expenditures. For DDI-relevant companies, SR&ED offsets the cost of developing and refining autonomous systems, sensor technologies, AI algorithms, and manufacturing processes. Provincial credits (Ontario Innovation Tax Credit, Alberta AITC, B.C. IDMTC, Quebec SR&ED) stack with the federal credit. SR&ED is not part of Northern Arc's engagement scope but is included here for completeness: companies should ensure their accountants are capturing all eligible R&D expenditures.

CanExport SMEs

CanExport SMEs provides up to \$75,000 per project for export market development activities. For Canadian drone companies positioning for allied defence markets, CanExport supports trade show participation, market research, legal and regulatory compliance, and business development travel. The program is open until August 31, 2026. DDI-qualified companies with NATO or Five Eyes export ambitions should apply before the current intake closes.

Key Dates and Deadlines

Program	Deadline	Status
DDI RFSA (CanadaBuys)	August 14, 2026	OPEN
CanExport SMEs	August 31, 2026	OPEN
IDEaS BOREALIS Roadmap	Q3 2026	Forthcoming
RDII (all RDAs)	December 31, 2027	OPEN
DIA Strategic Partner Framework	Published	LIVE
Buy Canadian \$5M Threshold	June 15, 2026	IN EFFECT
SMB Procurement Program	June 15, 2026	LIVE

Part Two: Federal Departments and Positioning

Department of National Defence (DND)

Minister David McGuinty leads DND and sets the strategic direction for the DDI. His office determines how the initiative is prioritized within the broader DIS framework, which capability areas receive accelerated attention, and which companies are positioned as exemplars of Canadian sovereign drone capability. DND's Canadian Joint Forces Command is the operational authority for defining DDI requirements. When a Minister's office understands that a particular Canadian

company represents a solution to an identified capability gap, that understanding shapes how the company's RFSA submission is evaluated and how quickly it progresses to testing.

Defence Investment Agency (DIA)

Secretary of State Stephen Fuhr oversees the DIA, which co-leads the DDI with DND. CEO Doug Guzman has been explicit: the DDI operationalizes the Defence Industrial Strategy through the Build-Partner-Buy approach. The DIA administers the RFSA evaluation, manages the qualified supplier list, and coordinates the testing and production pipeline. For DDI-qualified companies, the DIA is the single most consequential relationship in the federal defence ecosystem. Companies that establish relationships with the DIA leadership before the first testing decisions are made will define the initiative's trajectory.

Innovation, Science and Economic Development Canada (ISED)

ISED administers several programs that complement the DDI: the Strategic Response Fund, the IRAP ecosystem, and the broader innovation policy framework. ISED also hosts the Strategic Partnership Framework on its website. For DDI-relevant companies with dual-use technology, ISED represents the civil innovation funding pathway that stacks with defence-specific programs.

Federal Engagement Summary

Department/Agency	Minister/Lead	DDI Relevance
DND	Min. McGuinty	DDI co-lead, operational requirements
DIA	Sec. of State Fuhr / CEO Guzman	DDI co-lead, procurement
ISED	Minister Joly	SRF, IRAP, innovation policy
NRC IRAP	DI Assist program	Advisory, SME funding
BDC	Defence Platform	\$6B financing
RDAs (by region)	Regional Ministers	RDII \$379M

Part Three: Provincial and International Markets

Provincial Programs

Provincial programs stack with federal funding to compound the investment case. British Columbia's Innovate BC programs support technology commercialization. Alberta Innovates provides funding for applied R&D. Ontario's OMMITC targets advanced manufacturing. Quebec's CQDM and PRIMA support technology development. Each province also administers its own SR&ED top-up credit. DDI-qualified companies should ensure provincial programs are activated alongside federal applications.

International Market Opportunities

Canadian drone companies qualifying under the DDI are simultaneously positioned for allied defence markets. NATO allies are accelerating autonomous systems procurement in response to the same operational imperatives driving the DDI. The Trade Commissioner Service provides market intelligence and introductions in allied capitals. Export Development Canada provides trade financing and insurance. The Canadian Commercial Corporation facilitates government-to-government contracts. CanExport SMEs (open until August 31, 2026) supports export market development activities including trade show participation and regulatory compliance work.

Why Canadian Drone Companies Are Positioned to Succeed

The Government Has Named the Capability. Uncrewed and autonomous systems are a designated sovereign capability in the Defence Industrial Strategy. The DDI is the procurement mechanism built to deliver them. Companies in this space are not seeking funding for speculative technology. They are responding to a stated national requirement.

The Procurement Pathway Exists. The DDI RFSA creates a standing marketplace. The DIA administers it. The Build-Partner-Buy hierarchy prioritizes Canadian suppliers. The Buy Canadian Policy compounds the advantage. This is not a future possibility. It is an active, funded, open procurement.

The Funding Stack Is Deep. DDI qualification opens the procurement pathway. IDEaS provides innovation funding. IRAP DI Assist provides advisory services and SME support. The BDC Defence Platform provides growth capital. RDII provides regional development funding. SR&ED provides tax credits. These programs are designed to be stacked, and a coordinated federal engagement strategy activates them simultaneously.

The Window Is Defined. The RFSA closes August 14, 2026. First-round applicants may be notified by September. The companies that qualify first, establish DIA relationships first, and position at the ministerial level first will define Canada's sovereign drone capability for the next decade.

POLITICAL VALUE

The DDI is a signature initiative for Prime Minister Carney's defence industrial sovereignty agenda. Every DDI success story validates the Build-Partner-Buy hierarchy, the Defence Investment Agency, and the government's commitment to spending 5% of GDP on defence by 2035. A Canadian drone company that progresses from DDI qualification to operational testing to production is a ministerial announcement, a regional economic story, and a NATO talking point. That political value is what makes positioning at the ministerial and DIA level essential. The government needs these success stories as much as the companies need the contracts.

What Northern Arc Public Affairs Brings

Northern Arc Public Affairs is a federally registered government relations firm that works at the ministerial, Deputy Minister, DIA, and PMO level. The firm is led by the Honourable Kent Hehr, P.C., a former federal Cabinet Minister who sat at the table where funding decisions are approved and departmental mandates are shaped, and Abed Harb, who served in the Prime Minister's Office and as Director and Senior Advisor to multiple Ministers.

Northern Arc does not write applications. Northern Arc does not register companies on portals. Northern Arc does not coordinate with delivery agencies. What Northern Arc does is ensure that the ministerial offices, the DIA leadership, and the central agencies that shape DDI testing and production decisions understand which Canadian companies represent sovereign capability, regional economic value, and strategic alignment with the government's defence industrial agenda.

What We Do

Ministerial and DIA Positioning. Northern Arc positions DDI-qualified companies at the ministerial level within DND (Minister McGuinty), the DIA (Secretary of State Fuhr, CEO Guzman), and ISED. The firm ensures that ministerial staff understand the company's capability, its alignment with DDI requirements, and its value as a Canadian sovereign supplier.

Program Coordination. Northern Arc monitors intake windows, flags emerging opportunities, and ensures every relevant program is activated: IDEaS, IRAP DI Assist, BDC Defence Platform, RDII, SRF, CanExport, and provincial programs. The firm does not submit applications but ensures the company's file is known at the decision-making level before applications are evaluated.

Strategic Narrative Development. Northern Arc develops the four-sentence narrative that ministerial staff carry into briefings: who the company is, what capability it delivers, why it matters to Canada's sovereignty, and why timing is urgent. That narrative is the most consequential document in any federal engagement.

THE NARRATIVE WE WILL ADVANCE

[Your company] is a Canadian-owned developer of [specific capability] aligned with the Defence Drone Initiative's [specific capability area]. The company's technology addresses an identified CAF/CCG operational requirement, and Canadian IP, Canadian manufacturing, and Canadian headquarters position it squarely within the Build-Partner-Buy framework's BUILD tier. The DDI RFSA closes August 14, and positioning with the DIA and Minister McGuinty's office now ensures the company is not just qualified but prioritized when testing and production decisions are made.

Engagement Timeline and Deliverables

Months 1-2: Foundation and Immediate Priorities

DDI RFSA submission support and qualification positioning. Initial ministerial engagement with DND (McGuinty) and DIA (Fuhr/Guzman). IRAP DI Assist introduction through NRC national program office. BDC Defence Platform intake assessment. RDII application through relevant Regional Development Agency. CanExport SMEs application if export-eligible (deadline August 31, 2026).

Months 3-4: Building Momentum

DIA relationship development following DDI qualification notification (September). IDEaS challenge monitoring and BOREALIS roadmap alignment (Q3 2026). Ministerial engagement deepening: ensuring the company's file is known at the DM and ADM level within DND. BDC Defence Platform financing progression. Provincial program activation.

Months 5-6: Consolidation and Major Applications

DDI testing and production positioning as first-round contracts emerge. SRF Priority 2 application if eligible. RDII progress monitoring. Cross-departmental coordination to ensure the company is positioned across DND, DIA, and ISED simultaneously. International market development through TCS and CanExport.

Investment and Expected Return

Northern Arc's standard corporate retainer is \$12,500 per month on a six-month initial term, with 30-day termination thereafter. The engagement operates on a month-to-month basis after the initial term.

The retainer covers the full scope of government relations described in this briefing: ministerial positioning, DIA engagement, program coordination, strategic narrative development, and ongoing monitoring of the federal funding and procurement landscape. Northern Arc does not charge by the meeting, by the application, or by the result. The retainer ensures sustained engagement across

every relevant federal department and agency over the 6 to 12 month horizon required to capture significant federal support.

Expected Return

DDI-qualified Canadian drone companies that engage at the ministerial and DIA level are positioned to capture \$5 to \$30 million in combined federal support over 6 to 12 months, spanning DDI procurement contracts, IDEaS innovation funding, RDII regional development contributions, BDC Defence Platform financing, and SR&ED tax credits. The precise target depends on the company's technology, stage, regional presence, and the specific DDI capability areas it qualifies under.

ONGOING ENGAGEMENT

Federal engagement is not a one-time event. Programs open on rolling cycles. Ministerial staff rotate. DIA priorities shift as the DDI matures. The government's defence spending trajectory to 5% of GDP by 2035 means new procurement vehicles, new testing opportunities, and new production contracts will emerge continuously. Companies that maintain ministerial-level relationships capture these opportunities as they arise. Companies that disengage after a single application cycle lose positioning that took months to build.

Conclusion

The Defence Drone Initiative is the most consequential procurement pathway for Canadian uncrewed and autonomous systems companies in the country's history. The government has identified the capability gap, created the procurement mechanism, set a deadline, and told Canadian industry which door to walk through. The RFSA closes August 14, 2026.

Qualification is necessary. It is not sufficient. The companies that capture DDI testing and production contracts will be the ones that established relationships with the DIA, positioned at the ministerial level within DND, and ensured the central agencies understood their technology's alignment with Canada's defence industrial sovereignty agenda. That is what Northern Arc delivers.

Northern Arc Public Affairs looks forward to partnering with Canadian drone and autonomous systems companies to capture the federal opportunities that the Defence Drone Initiative was built to deliver.

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