



INFORMATION TECHNOLOGY
ASSOCIATION OF CANADA



ASSOCIATION CANADIENNE
DE LA TECHNOLOGIE DE L'INFORMATION

ITAC Industry Insider Newsletter

June 12, 2018

Upcoming trade missions

Listed below are upcoming trade missions shared by the Ontario Ministry of International Trade that ITAC members may be interested in learning more about. The contact for each session is listed at the end of each trade mission should you be interested in more information or registering.

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August 28-31: Hospitality/Tech trade mission to ABASTUR in Mexico City (deadline to register is July 20th)

ABASTUR is the largest and most important hospitality exhibition in Latin America. The event features more than 400 exhibitors in a 300,000 sq. ft. facility, expecting 17,000 attendees over four days. There are opportunities in this market to supply digital and automated solutions for hotels and restaurants such as digital booking, digital client management solutions, POS payment systems or cloud-based ICT solutions. Ask for Ontario's Report on ICT-in-Hospitality in Mexico. For more details, please contact fabiola.sicard@ontario.ca.

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Sept. 12-14: Ontario mobile trade mission to MWCA (1 spot open!!!)

Of the 20 companies going on the Ontario trade mission to MWCA, one had to drop and it's yours for the taking. The Ontario Ministry of International Trade invite you to be part of the Ontario trade mission to Mobile World Congress Americas (www.mwcamericas.com). MWCA, Sept. 12-14, is the premier mobile industry event for the Americas with representation from North, Central, South America and the Caribbean. Benefits include turn-key exhibit space in our spacious 20'x 60' sq ft Ontario Pavilion (S.1460), four exhibitor passes, promotion during the Ontario business reception, opportunity to reach attendees for meetings, databases and a market briefing. Details with Mauricio.Ospina@ontario.ca

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October 22 - 27: Ontario ICT Mission to India Mobile Congress (2 spots left)

The Ontario government is recruiting companies involved in enterprise solutions, security, value-added services, IoT, and infrastructure/equipment on a trade mission to the India Mobile Congress. The trade show capitalizes on India's status as the second-largest telecom market in the world with 1.2 billion consumers. The mission will offer B2B meetings in Mumbai, Bengaluru and New Delhi, visits to leading telecom companies and system integrators, market intelligence and briefings, introductions to C-level decision-makers in the ICT industry, and access to a Canada Lounge at the trade show. For details, please contact fawzia.sheikh@ontario.ca, Tel. 647-262-2593.

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October 29 - November 3: Ontario Mining ICT Mission to IMME in India

The Ontario government is inviting companies on a mission to the 14th International Mining & Machinery Exhibition taking place Oct. 31 to Nov. 3 in Kolkata, India, which ranks fourth in the world in mineral volume, aims to advance underground exploration activity by implementing international technology standards. The country is primarily a jurisdiction of near-to-surface minerals but also features the deep in-situ variety. Ontario mining technology suppliers, equipment companies, service providers, and cleantech companies will have exhibition floor space at the show, potential conference speaking opportunities, B2B networking with mining stakeholders, industry briefings, and a visit to the key mineral development regions of Kolkata and Udaipur. For further details, please contact fawzia.sheikh@ontario.ca, Tel. 647-262-2593.

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ICT mission to DR, C. Rica, Guatemala (Oct 29th to Nov 6th)

The Canadian Embassies in Dominican Republic, Costa Rica and Guatemala will be doing a trade mission on Information and Communication Technologies to the capitals of these three countries during the fall of 2018, as follows: Oct 29-30: Santo Domingo, Dominican Republic; Nov 1-2: San José, Costa Rica; Nov 5–6: Guatemala City,. The mission will include at least 8 business meetings with qualified importers, government authorities and associations with the intention of assisting you to expand into these three countries. Organizational costs are covered by the Embassies. Travel and accommodation are covered by each participants. At this point, we are contacting you to test your interest in the mission before we commit resources to organize it. Please reply by checking with an **X** in one of the lines below:

- a. I'm interested in participating in the three countries. ____
- b. I'm interested in participating in two countries only (please select): ____ Dominican Republic, ____ Costa Rica, ____ Guatemala
- c. I'm interested in participating in one countries only (please select): ____ Dominican Republic, ____ Costa Rica, ____ Guatemala
- d. I am not interested this time. ____
- e. I am interested but the proposed dates do not work for me.

Upon receiving your information we will put you your name in a short list to send you further information. More details with regis.batista@international.gc.ca and alexander.leon@international.gc.ca and Christine.luttmann@international.gc.ca

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Nov. 13-17, 2018: Singapore Fintech Festival (2 spots left)

The three day Singapore FinTech Festival ([link](#)) is one of the world's largest fintech gatherings with over 30,000 participants from 100 countries. Southeast Asian countries make up a diverse group of 625M people, with a fast growing online population (225M currently) and low banking penetration with huge scope for financial inclusion. You can read the updates for 2018 [here](#). Joining the Ontario Delegation wil include tailored B2B meetings, a targeted innovation lab crawl and a Fintech Business Forum in conjunction with Global Affairs Canada. For details please contact eve.rotstein@ontario.ca

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Ontario security mission to INTERSEC and Dubai, Jan 20-22, 2019

The Ontario Ministry of International Trade in partnership with the Canadian Consulate in Dubai will be organizing an Ontario Security mission to INTERSEC 2019, which will be held in Dubai, UAE, January 20 - 22, 2019. Intersec is the leading Security and Safety exhibition worldwide. As the largest and most diverse, the show's influence has spread not only across the Middle East and Africa plus the Indian subcontinent but has gone well beyond, offering thousands of influential trade buyers the latest security & safety solutions and exciting new opportunities from the world's best brands. In 2018, Intersec attracted 1,304 exhibitors from 58 countries, 33,501 visitors and covered 56,300 sqm. For more information, you can contact: eyad.qudsi@ontario.ca or Tel: (416) 627-2106