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ITAC Industry Insider Newsletter

September 7, 2018

Upcoming SME trade missions: spaces are limited

As a reminder, the Ministry of Economic Development and Growth has recently developed a platform to match Ontario technology-focused Small and Medium Enterprises (SMEs) with government procurement opportunities. The platform, the [Ontario Tech Opportunities Platform \(OTOP\)](#), has the capability to match self-registered SMEs with customized government procurement opportunities based on sector and other relevant information collected when SMEs create a profile. The OTOP also provides SMEs with other relevant information, including export-related programs and talent-related initiatives, and there is the potential for it to be expanded to include procurement opportunities in the broader public and private sectors.

The OTOP can be accessed from the Business Growth Initiative webpage, which is housed on both the [Ministry of Economic Development and Growth](#) and [Ministry of Research, Innovation and Sciences](#) webpages.

Listed below is an update of the most current opportunities available:

- **October 16 – 18:** Ontario Aerospace/Tech mission to NBAA, Orlando, FL, USA (3 spots left)
- **Oct. 22 - 27:** Ontario ICT Mission to India Mobile Congress (3 spots left)
- **October 25-29:** Ontario Mission to FinTech Japan 2018, Tokyo (3 spots left)
- **Oct. 29 – Nov. 3:** Ontario Mining Technology Mission to IMME in India (3 spots left)
- **Dec. 6-8:** Electronic Games Trade Mission to Mexico City (deadline to register is Sept. 24th)
- LA-based tech accelerator seeks companies specialized in Music Technology
- VC money from Hike Ventures – apply now.

Details on each mission are listed below.

October 16 – 18: Ontario Aerospace/Tech mission to NBAA, Orlando, FL (3 spots left)

The NBAA is the largest civil aviation trade exhibition in the world. The 3-day event brings together aviation contacts from around the world, including current and prospective business aircraft owners, manufacturers and customers. The 2017 event featured over 1,100 exhibitors, up to 150 state-of-the-art business aircrafts on static display, dozens of education sessions and the opportunity to network with 27,000 aviation professionals. If you are an Ontario small/medium size aviation supplier, you need to be part of the Ontario Pavilion this year and receive other value-added benefits at a fraction of the actual cost. For more info, contact Carla.tsambourlianos@ontario.ca / 647.223.9182

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Oct. 22 - 27: Ontario ICT Mission to India Mobile Congress (3 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 25-29, 2018: Ontario Mission to FinTech Japan 2018, Tokyo (3 spots left)

Hosted by Japan Fintech Association of Japanese, FinTech Japan 2018 (<http://fj2018.fintechjapan.org/>) is a key Fintech event in Japan. Hosting one of the largest financial service sectors in the world, Japanese conservative financial industry is now quickly catching up and is open to greater fintech adoption. Participation fee will include: fully equipped space within the Ontario/Canada booth; market/sector briefing; pre-arranged B2B meetings. Startup companies will also have opportunities to showcase your company to investors, media, and potential customers. Participation fee: \$500 per company. For details or registration, contact wenbo.pan@ontario.ca (416-433-4992)

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Oct. 29 – Nov. 3: Ontario Mining Technology Mission to IMME in India (3 spots left)

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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LA-based tech accelerator seeks companies specialized in Music Technology

A Los Angeles-based high-profile accelerator is looking for Canadian companies to participate in their 2019 program running from February 2019 to May 2019. Partnering with some of the largest companies in the music business, the accelerator has already invested over \$2.5million into tech-music start-ups. Through this 13-week program, the accelerator will invest \$120k into 10 of the best music-related start-ups from around the world. These chosen start-ups will have access to mentors and investors from across the global music business, as well as office space in LA. The targets for this program are **early-stage start-ups** who operate at the **intersection of the tech and music industries**, including (but not limited to): AI-driven products across content creation, predictive analytics and back-office data processing tasks, as well as in ticketing, artist tools and music education. If you fit this profile and would like to know more, please send a 50 words company profile to: Mauricio.Ospina@ontario.ca

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VC money from Hike Ventures – apply now.

On Thursday, August 23, 2018, Hike Ventures is organizing an IoT/AI event in Sunnyvale, California, to introduce foreign start-ups looking for Bay Area funding to VCs.

Each start-up will present for 6 minutes followed by Q&A. Anticipated attendees, based on previous events, are Panasonic, Sumitomo, Mitsubishi, Aisin, Fujitsu, Hitachi, Omron, Macnica, Fujifilm, Asahi Kasei, Softbank, Marubeni and

other companies who are interested in the IoT space. Start-ups that have passed series A may be a good fit. If you are in the IoT space, including computer vision, manufacture/industrial IoT, healthcare, voice control, and mobility and if you are interested in presenting your company, please contact Helene.balcerac@international.gc.ca

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