



INFORMATION TECHNOLOGY
ASSOCIATION OF CANADA



ASSOCIATION CANADIENNE
DE LA TECHNOLOGIE DE L'INFORMATION

ITAC Industry Insider Newsletter

November 26, 2018

For Ontario ICT companies and exporters: Upcoming Trade Mission opportunities

Below is an updated list of proposed upcoming export programs. Please follow up directly with the respective person listed for each item; all the programs are time sensitive and require early registration.

December 6-8: Electronic Games Trade Mission to Mexico City

The mission includes a briefing session with key speakers, B2B matchmaking meetings and site visits including the facilities of gaming enterprise Arena, and a walk through the ESports Fest show. ESports Fest is a two-day gaming festival with live competitions, conferences and presence of key sector leaders in Mexico and LATAM. The organizers anticipate approximately 10,000 visitors to this year's show. Mexico is the 12th largest games market in the world generating annual revenues of 1.4 billion USD. For more details, please contact fabiola.sicard@ontario.ca. Ask for Ontario's Mexican ICT: Electronic Games and Digital Solutions Report.

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Jan 14-17, 2019: Connected Car trade Days at AUTOMOBILI-D

The Governments of Canada and Ontario invite Canadian-owned companies or Auto technology incubators/accelerators to be part of the Canada delegation @ Automobili-D (<https://naias.com/auto-show>). As a companion event to the NAIAS, the 2018 AutoMobili-D features more than 200 brands, ranging from automakers, to suppliers, to start-ups as well as universities and government organizations. This program will include exhibit space, two exhibit passes per company, opportunity to apply for B2B meetings, briefings, and more. Cost: \$1,000 USD for participants in a Canada Pavilion to the U.S. (deadline for confirming with full non-refundable fees of your participation is required by **November 23, 2018**). Financial assistance to eligible companies from Canada may be available through Ontario's www.exportaccess.ca and Canada's [CanExport Program](#) . To apply please contact Anne Cascadden, Trade Commissioner, 313-446-7023, anne.cascadden@international.gc.ca

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Jan 20-22: Security trade mission to INTERSEC, Dubai, UAE

The Canadian Consulate in Dubai and Ontario Ministry of Economic Development, Job Creation and Trade might be organizing a 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. The figures show a continuation of the year-on-year growth rate of 5%. Show sections feature: www.intersecexpo.com/frankfurt/51/for-exhibitors/for-exhibitors.aspx For more information, please contact: Eyad Qudsi at Tel: (416) 627-2106 or eyad.qudsi@ontario.ca

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Feb. 12-15, 2019, London (UK): [FinovateEurope](#) 2019

FinovateEurope is the largest fintech event for the financial and banking sectors in Europe. In 2018 FinovateEurope attracted over 1,400 senior financial, banking and technology executives, industry analysts, specialize press, entrepreneurs, venture capitalists and other industry leaders from around the world. Companies participating in the Ontario mission to FinovateEurope will benefit from access to the conference and tailored programming including customized B2B meetings, a business networking reception and a media roundtable (TBC). The participation fee is \$1,250. Further details and the registration package are scheduled to be released in the near future. If you are interested in participating in this mission, please indicate your interest to Philipp.Kornitzky@ontario.ca , Tel. (416) 428-2569

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Feb. 25-28, 2019, Barcelona: [Mobile World Congress](#) (MWC) 2019

MWC is the world's leading mobile communications conference and exhibition. In 2018, MWC featured 2,400 exhibiting companies and hosted 107,000 industry professionals from throughout the world including 3,500+ members of international media. The Ontario Pavilion at MWC will be strategically located in a central area of the show floor in Hall 7 and provide a unique opportunity to showcase your company's know-how and technology to potential customers, business partners and key decision makers. The participation fee of \$5,200 will include fully equipped space with individual company signage in an open-concept setting, access to a shared meeting lounge in the pavilion as well as pre-arranged B2B meetings (TBC) and networking events (TBC). Further details and the registration package are scheduled to be released in the near future. If you are interested in participating in this mission, please indicate your interest to Philipp.Kornitzky@ontario.ca , Tel. (416) 428-2569

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March 2019: Ontario cyber security trade mission to RSA - "Expression of Interest"

The Trade Commissioner Service and the Government of Ontario invite you to be part of the cyber security trade mission to RSA Conference 2019 (www.rsaconference.com). RSA Conference is the premier annual information security conference in cyber security including cyber threats, data breaches, social engineering, compliance, risk management and cloud security. There will be two participation levels each with multiple benefits. Level 1 (approx. \$5,000 CAN) is open to eight (8) Ontario companies that will have exhibit space within the Ontario pavilion plus other benefits such as B2B meetings, briefings and databases. Level 2 (free for Ontario companies and \$300 CAN for others) is open to twelve (12) companies from any province that will receive all benefits listed before except exhibit space in the Ontario pavilion. Priority registration for first time

participants in an Ontario trade mission to the US. Ontario companies seeking level 1 participation must be approved by RSA. If interested, please put the corresponding checks marks below and send your responses to Mauricio.Ospina@ontario.ca:

- I want level 1 () and/or level 2 ()
- I have never exhibited at RSA on my own: Yes () or No ()

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Singapore Cyber security call

Singapore has recently launched a Cybersecurity Industry Call inviting industry providers to develop innovative solutions to address specific cybersecurity challenges. Solution providers whose proposals are shortlisted will be invited to discuss their proposals in greater depth with the participating organisations for potential co-innovation, adoption and test-bedding. Selected solutions that fulfil the eligibility criteria may also be awarded funding of up to S\$500,000. For more information, please contact: Eve Rotstein, Eve.Rotstein@ontario.ca Mobile : 647 629-3750

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