



INFORMATION TECHNOLOGY  
ASSOCIATION OF CANADA



ASSOCIATION CANADIENNE  
DE LA TECHNOLOGIE DE L'INFORMATION

*ITAC Industry Insider Newsletter*

November 1, 2019

## Are you an SME in Ontario? Check out the Ministry of Economic Development, Job Creation, and Trade's upcoming meetings

- November 6 in **Ottawa**: Meet Furukawa Electric, Mizuho, NTT Data & Sierra Systems, SMBC, HIKE
- November 18 in **Toronto**: Meet Accenture, Hitachi, Mizuho Financial Group, NTT Data & Sierra Systems, SMBC Group, World Bank/IFC (Apply before October 21)
- November 18 in Toronto: 5<sup>th</sup> annual Canadian FinTech & AI Awards
- November 20: Smart Cities Business Seminar
- December 9-13: Ontario/Canada IoT Road Show/ Trade Mission to Japan and Korea
- January 27-30: Ontario Export Business Mission to Cybertech Israel 2020
- February 24-28: Ontario cyber security mission to RSA (1 spot left at level 1, and 8 open for level 2)

### **November 6 in Ottawa: Meet Furukawa Electric, Mizuho, NTT Data & Sierra Systems, SMBC, HIKE**

Ontario technology start-ups are invited to attend Generating Innovation with Japan: Ottawa 2019 and apply for B2B meetings with visiting Japanese corporations. This event provide Ontario start-ups with a unique opportunity to meet potential Japanese partners looking to identify innovation from Ontario start-ups in order to improve their business practices and introduce new ideas and technology into the Japanese market and to their network of global clients. The program includes a morning seminar with reverse pitches from Japanese corporations and pre-arranged B2B meetings in the afternoon. Please visit [https://www.jetro.go.jp/canada/events/generatinginnovationwithjapan\\_ottawa19.html](https://www.jetro.go.jp/canada/events/generatinginnovationwithjapan_ottawa19.html) for more information and registration. Questions? Please contact: [Wenbo.Pan@ontario.ca](mailto:Wenbo.Pan@ontario.ca) Tel. (416) 433-4992.

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### **November 18 in Toronto: B2B meetings with Accenture, Hitachi, Mizuho Financial Group, NTT Data & Sierra Systems, SMBC Group, World Bank/IFC**

Ontario technology companies are invited to apply to the Ontario AI & SaaS Global Sourcing Program. The global sourcing program provides Ontario companies with exclusive access to major international buyers seeking to source technology from innovative information and communications technology (ICT) businesses. The program includes a morning seminar with market presentations from international buyers, as well as customized B2B meetings between the international buyers and Ontario companies in the afternoon. Incoming buyers include Accenture, Hitachi, Mizuho Financial Group, NTT Data & Sierra Systems, SMBC Group, and World Bank/IFC. They are interested in cyber security, ehealth, logistics, cloud, fintech, business intelligence, analytics/data science and other leading-edge technologies in AI and SaaS. Review the attached

buyers' profiles and apply at <https://www.surveymonkey.com/r/69HQ8PM> (buyers will select Ontario companies based on your 100-word company profile. Please ensure you use a proper profile).

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**November 18 in Toronto: 5<sup>th</sup> annual Canadian FinTech & AI Awards**

The 5th Annual Canadian FinTech & AI Awards Gala Dinner takes place November 18, 2019 and is an annual celebration recognizing Canadian innovation and innovators in financial technology and artificial intelligence. The Awards bring in over 2,000 executives in banking, finance, technology, law, accounting, innovation and regulation for a networking reception and 650 senior leaders for a Black-tie gala Awards dinner. Partners include Canadian Bankers Association, Scotiabank, HSBC, CIBC, ICICI Bank, and Visa. Judges include BNP Paribas, LG, Standard Chartered Bank, Barclays, Lloyds Banking Group, DBS Bank, Rolls-Royce, and many more. Tickets and more information at [www.fintechawards.org](http://www.fintechawards.org).

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**November 20: Smart Cities Business Seminar**

The Ontario Ministry of Economic Development, Job Creation and Trade, in partnership with the Trade Commissioner Service - Consulate General of Canada in Miami would like to invite you to the Smart Cities Business Seminar at the Ontario Innovation and Trade Centre. This seminar will inform attendees on smart cities opportunities in Florida as well as showcase Ontario innovation. This seminar is also a pre-recruitment event to the Florida Smart Cities Roadshow scheduled for February 2020. Contact [Sheri.Dosunmu@ontario.ca](mailto:Sheri.Dosunmu@ontario.ca)

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**December 9-13: Ontario/Canada IoT Road Show/ Trade Mission to Japan and Korea**

Up to 8 Ontario ICT (IoT, 5G) companies are welcome to join the trade mission and road show to Japan and Korea. Japan may become the first country in the world to roll out 5G wireless networks as its capital, Tokyo, prepares to host the 2020 Olympic and Paralympic Games. Through a brief workshop and a series of company site visits to large Japanese ICT multinational such as Canon, Panasonic, NEC, SoftBank, etc., Ontario delegates will be provided with a unique opportunity to discover new business trends emerging in the Japanese IoT market in the 5G era. Pre-arranged B2B meetings will be hosted for mission members to have deeper discussion with their potential clients and partners. An outreach program to Seoul will be organized for interested companies. Participation fee: \$1,000 CAD per company. Please contact [Wenbo.Pan@ontario.ca](mailto:Wenbo.Pan@ontario.ca) or 416-433-4992 for more information.

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**January 27-30: Ontario Export Business Mission to Cybertech Israel 2020**

The Ministry is organizing a mission to Cybertech Israel, a world-renowned event in the cybersecurity sector providing an unparalleled platform for companies, governmental institutions, and organizations from all over the world to maintain and develop technological partnerships and display their latest solutions at the forefront of global innovation. The Israeli cybersecurity sector is worth half a billion dollars annually, second only to the United States, and many leading multinational corporations have established R&D facilities in Israel to develop security solutions for the global market. Attending Cybertech Israel as part of an Ontario delegation represents an excellent opportunity for Ontario companies active in the cybersecurity sector. The event provides access to key players in Israel and other international markets including new customers and potential technological partners. The mission package includes turn-key solutions including fully equipped space with individual company signage within the Ontario pavilion, a sector/industry briefing, B2B meetings and a networking reception organized in collaboration with the Canadian Embassy in Tel Aviv – Registration fee \$2,250 CAD. If you are interested in participating in the mission, please contact: [Philipp.Kornitzky@ontario.ca](mailto:Philipp.Kornitzky@ontario.ca), Tel. (416) 428-2569.

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**February 24-28: Ontario cyber security mission to RSA (1 spot left at level 1, and 8 open for level 2)**

The Ministry, in partnership with the Canadian Trade Commissioner Service invites you to join our cyber security trade mission to RSA Conference 2020 ([www.rsaconference.com](http://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 are two participation levels : Level 1 is open to twelve (12) Ontario companies and includes turn key exhibit space (#1565) as well as a business development program including sector/industry briefings, B2B and networking. (1 spot left). Level 2 is for eight (8) companies from any province who will receive access to the show and the business development program. Priority registration will be given to first time participants on an Ontario export business mission to the USA. Ontario companies seeking level 1 must be approved by RSA. Payment must be processed once your company is confirmed.

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