



2018 SYMPOSIUM

ON THE CANADIAN DEFENCE AND SECURITY MARKET

OCTOBER 22

HOTEL MORTAGNE, BOUCHERVILLE

Quebec's event for the defence industry as a whole!

An initiative of



Canada Economic Development for Quebec Regions

Développement économique Canada pour les régions du Québec

Organized by



Official Media Sponsor



Contact us for more information:
DEC.RIT-ITB.CED@canada.ca | @CanEconDev

2018 Symposium on the Canadian Defence and Security Market

Develop your export markets

7:00	Registration opens
7:30	Breakfast - Networking
8:10	<p>A word from the Master of ceremonies Caroline Hilt, Communications Director, CED</p> <p>Welcoming remarks Suzanne Benoît, CEO, Aéro Montréal Richard Blanchet, CEO, STIQ Nancy D'Agostino Director of Government Affairs Canada Economic Development for Quebec Regions</p>
8:30	<p>Opening Speech Lieutenant-General (Ret) Charles Bouchard, Chief Executive, Lockheed Martin Canada</p>
9:00	<p>Value Proposition Guide 2.0: expectations and outcomes Panelist: Dominique Kowlessar, Director, Innovation, Science and Economic development Canada (ISED)</p>
9:45	<p>Canadian Coast Guard Modernisation update Panelist: Henri Legros, Deputy Project Manager, Polar Icebreaker</p>
10:15	Break - networking
10:45	<p>Leveraging Defence procurements Sector specialists:</p> <ul style="list-style-type: none"> • Investment Plan and Defence Capabilities Blueprint : Julie Charron – Associate Assistant Deputy Minister (Finance) and Colonel Denis Boucher • Canadian Army projects: Colonel Chris Renahan • Royal Canadian Navy Projects: Commander Miguel Gowigati • Royal Canadian Air Force Projects: BGen Michel Lalumière
12:30	<p>Keynote lunch Speech: Manon Brassard Deputy Minister/President, Economic Development Agency of Canada for the Regions of Quebec Speaker: Normand Lalonde, Vice President, Business Development, Soucy Defence</p>



Développement économique Canada pour les régions du Québec

Canada Economic Development for Quebec Regions





2018 SYMPOSIUM

ON THE CANADIAN DEFENCE AND SECURITY MARKET

OCTOBER 22

HOTEL MORTAGNE, BOUCHERVILLE

Quebec's event for the defence industry as a whole!

An initiative of



Canada Economic Development for Quebec Regions

Développement économique Canada pour les régions du Québec

Organized by



Official Media Sponsor



Contact us for more information:
DEC.RIT-ITB.CED@canada.ca | [@CanEconDev](https://twitter.com/CanEconDev)

14:00	Concurrent Workshops (Session 1)
	<p>1. NRC : The how to's of forming a research consortium <u>Moderator:</u> Sylvain Labonté, Senior project Manager, NRC</p> <p><u>Panelists:</u> Dominique Kowlessar, ISED, Steve Carkner, Revision Military</p> <p>2. The U.S. Defense and National Security Market - Pathways and Barriers to Entry <u>Moderator:</u> Daniel Kelly, Partner, McCarter & English</p> <p><u>Panelists:</u> Sean Slater, Logistic Specialties Inc. (LSI), Zack Hadzismajlovic, McCarter & English, Denis Couillard, Ultra Electronics</p> <p>3. Social Innovation and inclusion: Build capacity through procurement <u>Moderator:</u> Nancy D'Agostino, Director Governmental Affairs, CED</p> <p><u>Panelists:</u> David Acco, Acosys, Ruth Vachon, Réseau des femmes d'affaires du Québec, Nathalie Paré, CAMAQ</p>
14:45	Break - networking
15:00	NRC (off-site workshop, limited seating) Visit of NRC Facilities and its Security Materials Technology Program
15:15	Concurrent Workshops (Session 2)
	<p>1. How to succeed in international markets <u>Moderator:</u> Étienne Lapalme, DC Aerospace, D&S, Global Affairs Canada</p> <p><u>Panelists:</u> Margarita Motta (South America), Tim Vaesen (Europe), Anis Ouanes (Asia-Pacific)</p> <p>2. How to protect your intellectual property <u>Panelist:</u> Xavier Genest, Intellectual Property Advisor, Canadian intellectual Property Office (CIPO)</p>
	Closing Remarks CED
16:30	Networking Cocktail Prime contractors, SMEs, industrial associations, research consortiums, federal departments involved in procurement and defence and security
18:00	End of Symposium 2018



Développement économique Canada pour les régions du Québec

Canada Economic Development for Quebec Regions

