

SME DAY OTTAWA

2017



TOP PROJECTS & REQUIREMENTS*

UPDATED OCTOBER 16, 2017

Below are the requirements that our B2B Table Hosts (OEM's) have identified as "Top Projects/Needs" and will be looking to connect with SME's with capabilities in these areas.

B2B Table Hosts

| OEM Company | Top Priorities & Projects |
|---------------------------------------|--|
| Alion Science & Technology | Naval architecture and marine engineering services, Detail design of ships (3D Product Model), Marine related R&D programs we can invest in |
| Airbus | Systems and equipment & cabin and interiors suppliers; Avionics, communications, navigation, flight controls systems; Manufacturers with space capabilities or experience related to these kinds of programs and standards; AS9100 Quality certified; Small and Medium Enterprises; Innovation projects and out-of-the-box ideas with applications in the aerospace industry |
| CAE | CAE's focus is Training, Simulation and Support Services. SME's best-suited are those with Courseware, Multi-Media, Infrastructure Support, and IM/IT Support capabilities. |
| L3 MAS | L3 MAS is Canada's Leading In-Service Support Provider and is working on several Air Force and Naval opportunities where the support of Canadian SMB's is invaluable. We are currently forecasting requirements in the following fields: Software solution providers with an emphasis on Integrated Data Environments; and Companies with knowledge in the fields of Integrated Logistic Support and Logistic Support Analysis. All companies must be registered under the Controlled Goods Program. |
| IMP Aerospace & Defence | IMP Aerospace & Defence is a full-service ISS provider targeting Canadian Army, Navy, Airforce and Export markets. IMP has in-house aerospace structural manufacturing, wire harness manufacturing and avionics R&O capabilities. We are currently looking for SME Value Proposition contributions for the Cormorant Mid Life Update, in addition to increased SME participation in our supply chain supporting other programs. |
| Seaspan | Electric Propulsion System, Frequency Converter Cubicle, Life Boat and Handling Equipment, Drop Keel System, Domestic Fresh Water System, Chilled Water System, Closure Systems, Anchor Handling Equipment, Trawl Deck Equipment, Sewage Treatment Plant, Ballast Treatment Plant, Roll Stabilisation System, Fire Detection and Waste Heat Recovery and Hot Water & Tank Heating System. |
| Thales Canada | Ship repair, HM&E Services, Rigging/Crane services, Propulsion, Steering system, HVAC systems, internal communication systems, fitting and fixtures, marine diesel-electric, generators and other systems, Marine Electrical Engineering, IT/Network Security, Ship Motion Analysis, Finite Element Analysis, Human Factors Engineering, Production (Cont) |

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| | (cont'd) Drawings, Marine industry and related technologies, Training related to ship repair or shipbuilding, Controlled Goods Directorate registration. |
| Leonardo DRS | DRS TCL has 2 facilities in ON and NS supporting the following product lines: SIRIUS Naval Long Range IRST/SHINCOM secure red/black voice, Tactical interior voice, WANDSS high-speed, voice/data switching/Airborne Deployable Flight Recorders available for military/commercial aircraft/Advanced Manufacturing build to print in the military, aerospace and space markets/Power conversion, power conditioners & converters, rectifiers and battery chargers, and uninterruptible power supplies. |

Below are the descriptions of federal/regional programs, innovation, development and financial programs that SME's can consult with at SME Day Ottawa 2017:

B2G Table Hosts

| Organization / Program | Services Offered / Program Description |
|--|--|
| ACOA (Atlantic Canada Opportunities Agency) | The Atlantic Canada Opportunities Agency (ACOA) is a federal department with a mandate to advance regional economic development in Atlantic Canada. Specifically, ACOA is Atlantic Canada's regional voice in Canada's Industrial and Technological Benefits (offset) policy and strategically positions Atlantic Canada's aerospace, defence, and marine industries to leverage opportunities with prime contractors on defence procurements. |
| CanExport Program (Global Affairs Canada) | CanExport is a 5 year \$50 million program with the mandate to provide financial contributions to Canadian SMEs looking at exporting their goods and/or services into new markets. CanExport provides SMEs with matching contributions (50-50 cost sharing) of between \$10,000 and \$99,999 toward export development costs. A broad range of activities are eligible and is open to companies in all sectors with the exception of those already covered by the Agrimarketing program. |
| CED-Q (Canada Economic Development for Quebec Regions) | With its wide network of federal, provincial and industrial partners, CEDQ can help you identify business opportunities and develop in the defence industry by: informing you about major Crown projects and opportunities; organizing regional tours, industry days, trade missions; taking part in trade shows to promote Quebec's capabilities and attract contractors; market research in preparing calls for tenders and value propositions from the Industrial and Technological Benefit Policy. |
| CADSI (Canadian Association of Defence and Security Industries) | Meet with a representative from CADSI to explore your membership benefits and upcoming local and international events. See online schedule of CADSI reps via the online B2G Booking Tool. |
| DRDC – IDEaS Program (Innovation for Defence Excellence & Security) | IDEaS will establish research clusters to stimulate collaboration, and bring together academics, industry and other partners to form collaborative innovation networks. |

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| NRC – Concierge Service | Concierge is a Government of Canada program that provides free support for navigating government innovation resources to small businesses conducting research and development. Our Innovation Advisors work one-on-one with SMEs to chart programs to support growth and innovation objectives. Concierge is developed, implemented and operated by the National Research Council of Canada's Industrial Research Assistance Program (NRC IRAP) in collaboration with federal and provincial partners. |
| ITBB – Air, Land, Marine, Air/Fighter (4 separate B2B tables being hosted) | The ITB Branch's objective is to leverage economic benefits for Canada through major defence and Coast Guard procurements, using the ITB Policy, including Value Proposition. This involves working with DND, PSPC and RDA's to develop and implement procurement strategies that create jobs and opportunities for economic growth. There are many procurements in which SME's may potentially obtain business opportunities. The areas of interest are Aerospace, Marine, and Land procurements. |

**Not a complete list. Please check the Online B2B/G Meeting tool for all hosting organizations.*