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## TECHNOPÔLE WAS AT CANSEC 2006



CANSEC 2006 was held at the Ottawa Congress Center on April 5<sup>th</sup> & 6<sup>th</sup>. The eighth edition of the exhibition was highly successful with 6000 registered guests visiting the over 50,000 square foot exhibition space.

CANSEC 2006 featured product presentations and capability displays of Canada's leading edge defence and security technologies to a wide audience for the purpose of giving to participants the possibility to demonstrate the industrial capabilities and service offerings designed to further Canada's objectives in meeting domestic and international security imperatives.

## FAST FACTS:

√ **Lyrtech Inc.**, a worldwide leader in digital signal processing (DSP) technologies, is pleased to announce the closing of the acquisition of the business assets of Innovator Electronic Assembly, a Montreal based company that provides advanced electronic manufacturing services.

Miguel Caron, President and CEO of **Lyrtech** declared: "The fit between **Lyrtech** and Innovator is a natural one. **Lyrtech** engineers and designs, Innovator builds, and the profile of each company's target clients is the same. With the acquisition of Innovator, **Lyrtech** will be adding state-of-the-art manufacturing capabilities, and will be positioned as one of the few companies in Canada able to offer clients a one-stop shop for the design, engineering and manufacture of advanced DSP components and end-products."

**PLEASE LET US KNOW AND WE'LL BE GLAD TO ADVERTISE YOUR AWARD / NEWS**

Some of Technopôle's members, who attended the event, were pleased to promote their defence & security products and services to a wide audience including over 50 Government agencies and Departments with interests in security, public safety, risk mitigation, threat response and emergency planning.

For Technopôle Defence & Security, the event was the occasion to exchange information about business opportunities and to recruit new members.

Members who exposed at the event:

- GENERAL DYNAMICS CANADA
- DRDC
- THALES CANADA INC.
- MACDONALD, DETTWILER & ASSOC.
- SNC TECHNOLOGIES
- BLACK CORAL



On the picture from Technopôle Defence and Security: Mrs. Isabelle Gaudet, Strategic Analyst and Mr. Alain Fecteau, President

## "How to do business with" what a beginning !

On May 5<sup>th</sup> was held our first conference "How to do business with". About forty people attended at the DRDC-Valcartier's presentation made by Mr. Christian Carrier, Deputy Director General with the theme "Impact: change the course of actions". This conference helped the participants to learn more about DRDC and its operations.

The next edition of "How to do business with" will occur on June 14<sup>th</sup> 2006. It will be possible for our members to meet Mr. François Dutil, Vice-président des services au sein de DMR Conseil. This event will be held at 7.30 am at the "Cercle de la Garnison" where a breakfast will be served. For further information or to reserve your place, please contact Mélanie Mathieu at [melanie.mathieu@pole-qca.ca](mailto:melanie.mathieu@pole-qca.ca) or 681-9700 x 235.

## Call for papers

The Precision Strike Association will sponsor its sixteenth annual Precision Strike Technology Symposium on October 17-19 2006 at The Johns Hopkins University Applied Physics Laboratory, in Laurel, Maryland, under the theme: Capabilities Required for Global Strike—Technology Implications for the Future.

The association is looking for papers on those desired topics: weapons, effects, targeting, C4ISR. You can submit your abstract before June 16<sup>th</sup>. You can find more information about the association and the symposium on the following website :

<http://www.precisionstrike.org/events.htm>

## Studies and reports

Here is a link to consult the latest *Report on business opportunities in the USA Northeast market* commissioned by the Consulate General of Canada in New York and the Consulate General of Canada in Buffalo. This report is intended to help Canadian companies pursue business from government buyers at the federal, state and local levels in the Homeland Security market in the north-eastern United States. It includes hard-to-find information on potential barriers and how to avoid them; details on how governments buy, at all levels; links to competitive intelligence on past awards, current contractors and future spending; and top tactics that winning companies are using today. The States covered include New York, New Jersey, Connecticut, Pennsylvania and West Virginia. Please note that this report is available only in French through internet but we can send you an English edition by email. [http://www.dfait-maeci.gc.ca/can-am/new\\_york/Word\\_files/Final%20--%20Northeast%20USA%20Homeland%20Security%20Market%20Briefing%20fre.doc](http://www.dfait-maeci.gc.ca/can-am/new_york/Word_files/Final%20--%20Northeast%20USA%20Homeland%20Security%20Market%20Briefing%20fre.doc)

The Expert Panel on Commercialization released its latest report, entitled *People and Excellence: The Heart of Successful Commercialization*. It covers a comprehensive package of 11 recommendations to provide a strong starting point for Canada to achieve its full potential. At the core of these recommendations is the development of a business-led Commercialization Partnership Board (CPB). The CPB would create a new role for the private sector as a full partner in charting the course for, and developing policy related to, commercialization. The report is available online at [www.strategis.ic.gc.ca/commercialization](http://www.strategis.ic.gc.ca/commercialization)

## If you missed it...

The 2006 C4ISR Symposium held on April 24 - 27, 2006 in San Diego, outlined clear examples of the importance of shared information and the need for increased situational awareness through C4ISR support software and systems. Examples from Baghdad to the recent Katrina disaster in New Orleans were studied at the 2006 Symposium.

Canadian companies should understand the increasing importance of C4ISR systems to the US Military and Homeland Security departments and agencies. Dr. Linton Wells, Principal Deputy Assistant Secretary of Defense painted an excellent picture in describing the amount of resources committed and supply opportunities available over the next number of years to C4ISR systems. He said, "C4ISR requirements will have the same strategic purpose and amount of committed resources as current major combat operations". Symposium presentations are now available on the Armed Forces Communications and Electronics Association (AFCEA) San Diego Chapter website at [www.afcea-sd.org](http://www.afcea-sd.org).

## TRAINING

Solutions Antenne, an organisation dealing with government tenders, invites you to an “**advanced training for selling to American government**” that will be held on June 15<sup>th</sup> in Gatineau. It will be provided by Ms. **Judy Bradt** president of **Summit Insight**, a highly respected consulting firm. You will also have the opportunity to meet Ms. Judy Bradt on an individual basis in the afternoon for a period of one hour. For more information on Summit Insight, please consult: [www.summitinsight.com](http://www.summitinsight.com). For more information on this event or for your registration please contact Mrs. Mireille Dupuis at 1-877-595-0694 ext 10 or by email at [mireille@solutionsantenne.ca](mailto:mireille@solutionsantenne.ca).

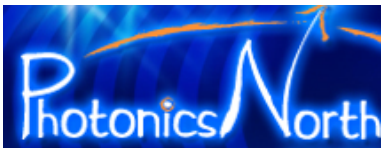
## CONFERENCES AND TRADESHOWS

Here is a series of particularly interesting events in defence and security. We intend to participate in some of them.

4<sup>TH</sup> EDITION OF THE INDUSTRY SPACE DAYS (ISD 2006) held on May 29 - 31, Pays-Bas.  
<http://www.isd2006.com/>

IS 2006- 16TH ANNUAL CANADIAN CONFERENCE ON INTELLIGENT SYSTEMS held on May 31-June 2<sup>nd</sup> 2006 in Victoria.  
[http://www.precarn.ca/events/IS2006/index\\_en.html](http://www.precarn.ca/events/IS2006/index_en.html)

QUEBEC PHOTONICS NORTH 2006, International Conference on Application of Photonic Technology, held on June 5 - 8, 2006 in Quebec City.  
[http://web.hospitalite.com/clients/pn2006/SplashScreen\\_2006.html](http://web.hospitalite.com/clients/pn2006/SplashScreen_2006.html)



To help all our micro and small enterprises and not-for-profit organizations, our member the Quebec Photonic Network is organizing a 10x20 exhibition space at Photonics North 2006 which will be held in Quebec City Convention Center. Meet people from the industry who are coming from everywhere around the world, increase your exposure, create new business links and improve Quebec's photonic industry impact.



### Conference objectives:

To present the latest accomplishments, future directions and innovations in optics/photronics. Presentations will address and explore advances in science and technology that will impact on the increased use of photronics in the 21st century. We especially encourage participants from universities and companies with truly innovative technologies, systems, concepts and analyses from interesting new perspectives of using optics and photronics.

Hurry, places are limited. To reserve, please contact Mr. Michel Walters, event coordinator at 418-522-8182. For more information, please click on the link above.

SMI'S FIGHTER TRAINING held on June 7-8, 2006 in Thistle Victoria , London, United Kingdom.  
<http://www.smi-online.co.uk/events/overview.asp?is=1&ref=2343>

MILSAT “Maximizing Military Operations Through Enhanced Satellite Communications” held on June 12-14, 2006 at Sheraton Suites Old Town Alexandria, Washington, DC.  
<http://www.marcusevans.com/MILSAT>

EUROSATORY held on June 12 - 16, 2006, in Paris.  
<http://www.eurosatory.com/EN/Default.asp>

**CONFERENCES AND TRADESHOWS (Cont'd.)**

**SOLDIER TECHNOLOGY 2006** The Sixth Premier Soldier Modernisation Forum held on June 20 - 22, 2006 at the Ibis Hotel in London.

<http://www.wbr.co.uk/soldiertechologyeurope/index.html>

**THE SECURITY SUMMIT 2006** held on June 28- 29 2006, in San Diego, USA.

<http://www.thesecuritynetwork.org/>

**JOINT SEARCH AND RESCUE 2006**, held on July 25-26, 2006, at Hilton Arlington, Arlington, VA

<http://www.iqpc.com/cgi-bin/templates/genevent.html?event=10298&topic=221>

**CACP CONFERENCE AND TRADESHOW** held on August 20 - 23, 2006 in Saint-John, Newfoundland

[http://www.cacp.ca/english/conferences/Newfoundland\\_06/Update%20Feb\\_3\\_06/CACP%20Exhibitor%20Package\\_rev.pdf](http://www.cacp.ca/english/conferences/Newfoundland_06/Update%20Feb_3_06/CACP%20Exhibitor%20Package_rev.pdf)

**25TH ARMY SCIENCE CONFERENCE**, entitled "Transformational Army Science & Technology - charting the future of Science & Technology for the soldier" held on November 27-30, 2006, in Orlando, Florida.

<http://www.asc2006.com/>

We are presently organizing an active presence in 2 major tradeshows, AUSA and Technet North 2006. For the interested members, you will be invited to join us under various forms. More details will be sent to you shortly.

**TECHNET NORTH 2006** held on September 19 - 21, 2006 in Ottawa.

[www.technetnorth.com](http://www.technetnorth.com)

**2006 AUSA ANNUAL MEETING & EXPOSITION** held on October 7 - 11, 2006 in Washington D.C.

<http://www.ausa.org/www/AM2006.nsf/Home?OpenForm>

**To help you make a good impression:**

Plan your next trip to an international trade show with the help of Team Canada Inc's valuable online guide, *Successful International Trade Show Marketing*. Available at :

<http://exportsource.ca/tradeshow>.

**PLEASE LET US KNOW IF YOU ARE INTERESTED IN ANY OF THESE EVENTS OR IF YOU KNOW OF ANY SPECIAL EVENTS TO ADD IN OUR NEXT NEWSLETTER !**



## TECHNOPÔLE'S CURRENT MEMBERS

- ABB Analytical Solutions
- Black Coral Inc.
- Cadex
- Cargolution
- Com-Lab Inc.
- Creaform 3D
- D-Fense Ltd.
- DMR Conseil (Fujitsu) Inc.
- DRDC - Valcartier
- General Dynamics Canada
- Gentec Inc.
- Groupe CGI
- GTDS
- Idelix Software Inc.
- Laval University
- Leadmark Consulting Group
- Lyrtech inc.
- MacDonald, Dettwiler & Assoc. (MDA)
- National Optic Institute (INO)
- Obzerv Technologies Inc.
- OptoSecurity
- Pôle Québec Chaudière-Appalaches
- Quebec Photonic Network
- Robo Motio
- Seaquest Technologies
- SNC Technologies inc.
- Telops
- TeraXion
- Thales Systems Canada
- Urgence Consult
- Valcom Consulting
- Valcom Manufacturing
- Xpert Solutions
- Xeos Imagerie Inc.

## TECHNOPÔLE'S CONTACT INFORMATION

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