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## Procurement opportunities from Vancouver 2010

The Quebec Chamber of commerce is organizing a conference presented by a delegation of the Vancouver Organizing Committee for the 2010 Olympic Games (VANOG) on November 22<sup>nd</sup>. The goal of this activity is to be introduced to the procurement process and to be aware of the specific needs VANOC faces for this international event.

It is a good way for TDS' members to introduce their technologies to the committee. More details about this business opportunity will be sent to you soon.

## Technopôle Defence & Security attended AUSA 2006

From October 9<sup>th</sup> to the 11<sup>th</sup> was held the « 2006 AUSA Annual Meeting & Exposition » in Washington D.C. This famous event is organized every year by the Association of the United States Army »(<http://www.ausa.org/webpub/DeptHome.nsf/byid/JRAY-6UDKVM>).



Technopôle Defence & Security attended this exhibition as a visitor and take advantage of this opportunity to develop its ties with the North American market. Three specific goals were pursued through this active TDS' participation:

- Establish business contact with the American prime contractors concerned by recently announced Canada's major acquisition programs, addressing Industry Canada Industrial and Regional Benefits (IRB) policy.
- Evaluate export & technology transfer opportunities with foreign embassies. According to this approach, we met the people from the Australian embassy and this relationship will be pursued through an economic development mission in Australia in November.
- Gathering information and analyzing the Defence & Security targeted markets through technology evolution.

To learn more about these TDS' actions in business development or to be aware of next events TDS will attend to, please register to our Annual General Assembly held on November 20-21, 2006 (Details and agenda are provided on page 2).

## TDS Annual General Assembly

As you probably know, the “**Technopôle Defence & Security General Assembly 2006**”, will be held on November 20-21<sup>st</sup> in Québec City, at the [Manoir du Lac Delage](#). This 2-day event will allow your organisation to further develop its business network, to establish business relations with potential partners, to attend several conferences and to participate to some networking activities, as detailed in the agenda below.

### Monday, November 20<sup>th</sup> 2006

8.30: Board Meeting **(for Board Administrators only)**

**\*\*\*All TDS' members are expected at 12.00 \*\*\***

12.00: Opening & greetings followed by a networking lunch

14.00: Annual General Assembly meeting

15.30: Coffee Break

15.45: Conference: Public Security Technology Programs presented by Defence R&D Canada - Centre for Security Sciences

17.00: Quebec's Public Security Department presentation

17.30: Cocktail

18.00: Dinner

Overnight stay at Le Manoir du Lac Delage

Tuesday November 21<sup>st</sup>, 2006 Conference day open to Technopôle's members and other enterprises

8.30: Industry Canada Industrial and Regional Benefits Program presentation

10.00: Coffee break

10.30: Cross-Border Commerce Group presentation called “Opening of the American market”

12.00: Lunch

13.00: How to do business with Oerlikon Contraves Canada?

14.00-16.00: Private business meetings with Oerlikon (reservation required)

14.00: Board meeting **(for the new elected Administrators only)**

### Participation fee:

#### Members:

**Two days of conferences, meals and services charges included.** With such a low price (50\$ per night), we strongly recommend that you stay overnight and take advantage of the Manoir du Lac Delage facilities.

175 \$ per member **with** a one night accommodation.

125 \$ per member **without** accommodation

#### Non-members:

**Conference Day on Tuesday November 21<sup>st</sup>, 2006.**

150\$ per person including three conferences, lunch and services charges.

We suggest to our members, who might not be available to attend this event, to identify another co-worker that could participate and represent the organization at this important event. Thank you very much for your anticipated participation to this important event. For any information, do not hesitate to contact Sonia Lebel at [sonia.lebel@technopoleds.org](mailto:sonia.lebel@technopoleds.org).



## Perspective STS website

The Science and Technology council recently announced the on-line publishing of its "Grand Public" site on Perspectives STS. This new site allows a wide public to understand the methods and results of the Perspective STS project, started in 2003 by the Quebec Science and Technology council. This project emphasizes the scientific and technological research contributions to help meet the big challenges that the Quebec society faces. For more information, their website is [http://www.perspectives-sts.qc.ca/spip.php?page=defis&id\\_article=10](http://www.perspectives-sts.qc.ca/spip.php?page=defis&id_article=10)

## What's new with TDS' members?

### INO and Optosecurity partnership

The National Optic Institute (INO) has agreed to provide Optosecurity an exclusive worldwide license for full use, commercialization and further development of the digital version of the Optical Correlator.

Updated by the INO research and development team over the past several years, the Optical Correlator is a unique and innovative optical device. Specialized in security applications, Optosecurity will introduce the new technology into its products to enhance the consistency and performance of threat detection - improving public safety against terror and criminal threats.

This is a second technology transfer from INO to Optosecurity Inc. INO played an early role participating in Optosecurity through a first technology transfer in 2004.



### A « branch » in Calgary for Pôle Québec Chaudière-Appalaches:

To take advantage of the actual economic boom in Calgary, 17 companies from the Quebec City area decided to put together a branch office in Alberta's capital. In fact, this pilot project is lead by Quebec City's economic development organization: Pôle Québec Chaudière-Appalaches. The total of the potentials contracts, for this group of companies that are from the industrial & commercial construction sector, is evaluated to more than 10 billions dollars. If the success of this initiative is confirmed, maybe the innovative technology companies in the Defence & Security sector might want to create a similar project...Who knows?

### Nearly 645 000 \$ for Quebec Photonic network



On September 20<sup>th</sup>, The Honourable Jean-Pierre Blackburn, Minister of Labour and Minister of Canada Economic Development, today announced the awarding of \$643,608 in non-repayable funding to help support the activities of the Quebec Photonic Network (QPN). This contribution from Canada Economic Development will serve to finance a portion of the QPN's activities over the next two years. QPN is a non-profit industrial cluster whose mandate is to contribute to the advancement of the province's optics-photonics industry.

### Creaform founder honoured by BDC



BDC honoured top young business people from across Canada at the Young Entrepreneur Awards (YEA) ceremony which was held on October 17<sup>th</sup> in Moncton. The winner for Quebec was Martin Lamontagne, 33 years old from Creaform. Martin founded Creaform four years ago as a distributor of reverse engineering products. The company soon gained a foothold in Europe and opened a subsidiary - Euroform - in Paris. In 2005, Creaform launched its own product - the Handyscan 3D™, an easy-to-use, hand-held 3D laser scan camera. That same year, Creaform doubled in size and saw its export volumes go from 9% to an astounding 51% of sales. With a one-of-a-kind product, superior customer service and a growing international reputation, "the future looks very bright," says Martin. Martin has also won the Development Canada Export Excellence Award. Congratulations!

## CONFERENCES &amp; TRADESHOWS

Here is a list of interesting events in defence and security.

### November 2006

GSPX 2006, 4<sup>th</sup> INTERNATIONAL SIGNAL PROCESSING CONFERENCE, held from October 30<sup>th</sup> to November 2<sup>nd</sup>, 2006 in Santa-Clara, CA. <http://www.gspx.com/modules.php?name=gspx2006>

3RD ANNUAL SEA SHIELD: PROJECTING DEFENSE THROUGHOUT THE GLOBAL SEAS, held on November 6<sup>th</sup>- 8<sup>th</sup> in Washington DC. <http://www.marcusevans.com/events/CFEventinfo.asp?EventID=11250>

UVS CANADA 2006 CONFERENCE: BEYOND THE NEW FRONTIERS, held on November 6<sup>th</sup>- 10<sup>th</sup>, 2006 at Le Château Montebello, Montebello, Quebec. [http://uvscanada.org/c06\\_overview.html](http://uvscanada.org/c06_overview.html)

ENHANCING MARITIME SECURITY AND SURVEILLANCE CAPABILITIES, held on November 7<sup>th</sup>- 8<sup>th</sup>, 2006 in Montreal, Quebec. <http://www.strategicforaonline.com/event1.php?id=2>

BOEING INDUSTRY DAY TORONTO, November 7<sup>th</sup> - 8<sup>th</sup>, 2006 in Toronto, Ontario.  
<http://www.defenceandsecurity.ca/public/docs/2006/November/Boeing/BoeingDayTO.htm>

MATINÉES SCIENCE AND TECHNOLOGY, «Single Class Surface Combatant Project», November 8<sup>th</sup>, 2006 at RDDC Valcartier, [http://www.valcartier.drdc-rddc.gc.ca/e/matinees\\_e.asp?lang=e&page=32](http://www.valcartier.drdc-rddc.gc.ca/e/matinees_e.asp?lang=e&page=32)

COMDEF CONFERENCE “TECHNOLOGIES FOR BORDERS SECURITY, DEFENSE AND COMMERCE”, held on November 13<sup>th</sup> - 14<sup>th</sup>, 2006 at the Sheraton Hotels and Suites, Tucson, United States. [www.ideaa.com/comdef06tucson](http://www.ideaa.com/comdef06tucson)

GLOBAL MILSATCOM, held on November 13<sup>th</sup> - 15<sup>th</sup>, 2006 at Millennium Conference Centre, London, UK, <http://www.smi-online.co.uk/events/overview.asp?is=1&ref=2420>

SOFTWARE DEFINED RADIO TECHNICAL CONFERENCE & PRODUCT EXPOSITION 2006, on November 13<sup>th</sup> - 17<sup>th</sup>, 2006 at the Wyndham Orlando Resort, Orlando, Florida. <http://www.sdrforum.org/sdr06/main.html>

MEXICO FIRE AND SAFETY EXPO, held on November 15<sup>th</sup> - 17<sup>th</sup>, 2006 at the Centro Banamex, Mexico City. <http://www.nfpafireandsafetymexico.com/>

COMBAT ID EUROPE, held on November 15<sup>th</sup> - 17<sup>th</sup>, 2006 in Brussels, Belgium, <http://www.marcusevans.com/events/CFEventinfo.asp?EventID=11290>

NATO ENLARGEMENT, held on November 20<sup>th</sup> - 21<sup>st</sup>, 2006 in Dubrovnik, Croatia, <http://www.smi-online.co.uk/events/overview.asp?is=1&ref=2471>

25TH ARMY SCIENCE CONFERENCE, entitled “Transformational Army Science & Technology - charting the future of Science & Technology for the soldier” held on November 27<sup>th</sup> - 30<sup>th</sup>, 2006 in Orlando, Florida. <http://www.asc2006.com/>

GLOBAL APPROACHES TO SECURITY AND TECHNOLOGY STRATEGIES, organized by the Conference Board of Canada, held on November 28<sup>th</sup> - 29<sup>th</sup>, 2006 at the Crowne Plaza Hotel, Ottawa. <http://www.conferenceboard.ca/conf/nov2006/security/overview.asp?zbrandid=400&zidType=CH&zid=814541&zsubscriberid=74446919>

## CONFERENCES AND TRADESHOWS

*December 2006*

NATO DEFENCE PROCUREMENT - SMI Conferences, held on December 4<sup>th</sup> - 5<sup>th</sup>, 2006 at the Palace Crowne Plaza Hotel in Brussels, Belgium. <http://www.smi-online.co.uk/events/overview.asp?is=1&ref=2475>

BUILDING A SECURE WORLD held on December 5<sup>th</sup> - 6<sup>th</sup>, 2006 in the National Hall, Olympia, London, United-Kingdom. <http://www.counterterrorworld.com/>

3RD ANNUAL C4ISR INTEROPERABILITY : ACHIEVING INTER-AGENCY INTEROPERABILITY IN A MULTI LEVEL SECURED ENVIRONMENT, held on December 5<sup>th</sup> - 6<sup>th</sup>, 2006 at the Ronald Reagan Building and International Trade Center, Washington DC, USA. <http://www.marcusevans.com/events/CFEventinfo.asp?EventID=11446>

NDIA - THE INTERSERVICE/INDUSTRY TRAINING, SIMULATION AND EDUCATION CONFERENCE (I/ITSEC), held on December 4<sup>th</sup> - 7<sup>th</sup>, 2006 at the Orange County Convention Center, Orlando Florida. <http://www.iitsec.org/>

NETWORK ENABLED CAPABILITIES: EXPLORING NETWORK ENABLED CAPABILITIES TO ACHIEVE DECISION SUPERIORITY, held on December 5<sup>th</sup> - 6<sup>th</sup>, 2006 in Brussels, Belgium. <http://www.marcusevans.com/events/CFEventinfo.asp?EventID=10885>

MATINÉES SCIENCE AND TECHNOLOGY, «If structures are so smart today, why are the pyramids still standing?», December 6<sup>th</sup>, 2006 at RDDC Valcartier, [http://www.valcartier.drdc-rddc.gc.ca/e/matinees\\_e.asp?lang=e&page=32](http://www.valcartier.drdc-rddc.gc.ca/e/matinees_e.asp?lang=e&page=32)

BIOMETRICS 2006 - ADVANCED IDENTIFICATION SYSTEMS, held on December 6<sup>th</sup> - 8<sup>th</sup>, 2006 at the Doubletree Hotel & Conference Center Crystal City - Washington, DC USA. <http://www.intertechusa.com/conferences/conferenceDetail.aspx?displayDetail=overview&WCID=152>

INTERNATIONAL SECURITY, SAFETY & FIRE EXHIBITION 2006, held on December 9<sup>th</sup> - 12<sup>th</sup>, 2006 at the Pragati Maidan Exhibition Centre, New Delhi. <http://www.indiatradeshpromotion.org>

*January 2007*

HOMSEC 2007, the 1st International Homeland Security Show, January 9<sup>th</sup> - 12<sup>th</sup>, 2007 in Madrid, Spain. <http://www.homsec.es/>

2ND ANNUAL CBRN CONFERENCE: ADVANCING PREPAREDNESS, RESPONSE, AND DECONTAMINATION CAPABILITIES FOR CBRN THREATS, held on January 9<sup>th</sup> - 10<sup>th</sup> at the Sheraton Premiere at Tysons Corner, USA <http://www.marcusevans.com/events/CFEventinfo.asp?EventID=11460>

INTERSEC MIDDLE EAST, held on January 21<sup>st</sup> - 23<sup>rd</sup>, 2007 at the Dubai International Convention and Exhibition Centre, Dubai, UAE. <http://www.intersecexpo.com/index.html>

FUTURE MRO IN CIVIL AVIATION, held on January-29th - 30th, 2007 at the Hatton, London, U.K. <http://www.smi-online.co.uk/events/overview.asp?is=1&ref=2510>

## TECHNOPÔLE'S CURRENT MEMBERS

- ABB Analytical Solutions
- Black Coral Inc.
- Cargolution
- Comlab Inc.
- Creaform 3D
- DMR Conseil (Fujitsu) Inc.
- Defence R&D Canada
- General Dynamics Canada
- Gentec Inc.
- Groupe CGI
- Idelix Software Inc.
- Laval University
- Lyrtech inc.
- MacDonald, Dettwiler & Assoc. (MDA)
- National Optic Institute (INO)
- Obzerv Technologies Inc.
- Oerlikon Contraves Canada
- OptoSecurity
- Pôle Québec Chaudière-Appalaches
- Quebec Photonic Network
- RoboMotio
- Seaquest Technologies
- SNC Technologies inc.
- Telops
- TeraXion
- Thales Systems Canada
- Urgence Consult
- Valcom Consulting
- Valcom Manufacturing
- Xeos Imagerie Inc.

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