

Inside This Issue:

- CANSEC 2007..... Page 1
- Mission Raytheon..... Page 1
- Upcoming Seminar..... Page 2
- Past & Upcoming events..... Page 3
- What's new about TDS members..... Page 4
- Conf. and Tradeshows..... Page 5
- Technopôle's members Page 6
- Contact information Page 7

TDS Calendar:

March 7th-9th:

AUSA Winter Symposium & Exhibition 2007 "At War & Transforming", Fort Lauderdale, Florida.

March 13th-14th:

Raytheon Mission, Boston, MA, co-organized by TDS and MDEIE.

March 20th:

"How to attack the lucrative USA defence market?", Château Bonne Entente, Québec.

Seminar co-organized by TDS, CCC, DFAIT and Pôle Québec Chaudière-Appalaches.

April 11th-12th:

CANSEC 2007, Ottawa.

Get ready for CANSEC 2007

Take advantage of CANSEC 2007 to enhance your products & services exposure and to develop your business network!

To be held at the Ottawa Congress Centre, on **April 11-12, 2007**, CANSEC 2007 is organized by the Canadian Association of Defence & Security Industries (CADSI). The event will feature product presentations and capability displays of Canada's leading edge defence and security technologies to a wide audience that includes Government agencies and Departments with interests in security, public safety, risk mitigation, threat response and emergency planning.

For the 9th edition of CANSEC Exhibition, **Technopôle Defence and Security** will be one of the numerous exhibitors. Please keep us informed of your attendance to the show in order for TDS to better represent its members and to set out business meetings and networking opportunities. Do not hesitate to meet us, we will be at booth # 1111.

An attractive offer of technologies & services to be presented to Raytheon

Following the Technopôle Defence & Security and the Ministry of Economic Development, Innovation and Export Trade from Québec invitation to participate to a mission in Boston to meet Raytheon's buyers, 41 companies submit their profile in order to attend to this business development activity. We would like to thank each company for its interest towards Raytheon and this mission.

The profiles' evaluation made by Raytheon conducted to identify 22 companies whose expertise, technology, products, services and R&D capabilities might fulfill Raytheon's current needs. Those 22 companies, among which 6 TDS' members, will take part to the mission to be held on March 13th and 14th.

Upcoming seminar: How to attack the lucrative USA defence market?

You want to sell your products to the Department of Defense (DOD) from United States? What are the current new technology requirements of the US Army and how to get access to these business opportunities? How the Canadian Commercial Corporation (CCC) and the Canadian Department of Foreign Affairs and International Trade (DFAIT) can help you to develop this new market?

To answer these questions, Technopôle Defence & Security, in collaboration with the Canadian Commercial Corporation and the Canadian Department of Foreign Affairs and International Trade and Pôle Québec Chaudière-Appalaches invites you to the "How to attack the lucrative USA defence market?" seminar :

Tuesday March 20th, 2007
From 8:00am to 5:00pm
Château Bonne Entente,
3400, chemin Sainte-Foy, Quebec City (Québec) G1X 1S6
Fees: \$90 per person (taxes to be included)

Agenda:

Please note that most of the speeches will be given in English.

- 8h 00** Registration and continental breakfast
- 8h 30** Opening: **Alain Fecteau**, president, Technopôle Defence & Security
- 8 h 35** Greetings: **Anouk Bergeron-Laliberté**, directrice adjointe, Ministère des Affaires étrangères et Commerce International (MAECI)
- 8 h 45** How to sell to DOD and the CCC role: **Norm Weir** and **Alex Cassol**, Canadian Commercial Corporation
- 9 h 45** Coffee break
- 10 h 00** Successful solutions to access to US Army Request for proposal: **Judy Bradt**, president, Summit Insight, Washington DC
- 12 h 00** Networking lunch
- 13 h 30** Identification of US Army current needs for Canadian new technology solutions: **LTC Fernando Torrent**, Commandant, US Army International Technology Center-Americas
- 14 h 30** Guide on export control from the Canadian Department of Foreign Affairs and International Trade: **Bernard Charland**, Agent de permis, division du Contrôle à l'exportation (MAECI)
- 15 h 30** Coffee break
- 15 h 45** Panel with all the speakers of the day
- 16 h 45** Closing remarks: CCC

Register online at:

http://www.pole-qca.ca/html/francais/pole_informe/calendrier_details.php?act_id=1054

A Canadian pavilion at the Homeland Defense Symposium

The recruiting has started for the Homeland Defense Symposium to be held on October 2nd-4th, 2007 in **Colorado Springs**. For the event, the Canadian Consulate will organise an important Canadian pavilion (12 booths are secured), a cocktail, as well as other networking activities. The price of a 10' by 10' exhibition booth is \$1 850. In exclusivity, last year exhibitor received an invitation to attend once again the Canadian pavilion. They got a reservation priority but a « first arrive, first serve » policy will be applied next. For further details about the event, visit www.nhdf.org. To reserve a booth in the Canadian Pavilion, please contact Mr. Philippe Taillon, Trade Commissioner, Consulate General of Canada in Denver at (303) 626-0662 or at Philippe.Taillon@international.gc.ca

U.S. Air Force (USAF) IT Conference & Expo.

The Canadian Consulate General/Atlanta is pleased to encourage Canadian ICT companies to participate in the annual **U.S. Air Force(USAF) IT Conference & Expo.** on August 13th-15th, 2007. This event has taken place for the past 20 years in Montgomery, Alabama.

The USAF is the largest user of ICT in the world. It is the largest customer of Microsoft, Symantec, Sun Microsystems, Dell and numerous other IT vendors. Last year conference had an emphasis on security and wireless products, but includes all aspects of ICT. Additional opportunities include technical presentations at well attended specific breakout sessions. Atlanta-based Trade Commissioner will meet individually with Canadian exhibitors and provide individual counselling and introductions. We welcome any type of association or provincial trade mission. Please register directly with the organizers at: <http://www.mc2-afitc.com/afitc2007.htm>

For additional details, please contact Steve Adger Flamm, Trade Commissioner, Canadian Consulate General in Atlanta, Georgia at (404) 532-2018 or at steve.flamm@international.gc.ca

AUSA and Sea-Air-Space tradeshows: Canadian companies wanted

For the first time, the Canadian government will attend two of the most important tradeshow in Defence in United States: AUSA 2007 Winter Symposium and Exhibition on March 7th-9th, 2007 and Sea-Air-Space Exhibition 2007, on April 3rd-5th, 2007. TDS will attend AUSA 2007 and hope that its members will join the team.

Canadian companies and TDS' members who wish to take part to one of these events, as an exhibitor or as a visitor, will benefit from many services from the Canadian government: access to its booth, handing out of brochures, networking cocktail, invitation to conferences given by American companies, Trade commissioner, etc. Furthermore, for each of these tradeshows, the Canadian government booked a meeting room available to Canadian companies who want to discuss business in private.

For further information, about the services available to TDS' members at AUSA or Sea-Air-Space, please contact Isabelle Gaudet at isabelle.gaudet@technopoleds.org.

Past event:

What are DND and US Army current requirements?

TDS launched its new Ottawa seminar series to coincide with the Armed Forces Communications Electronics Association (AFCEA) Executive Breakfast series. The first edition of this event has been held on February 20th, 2007 at the Ottawa Rideau Club.

As the guest speaker of the AFCEA Breakfast, **MGen Mike Ward**, DND Chief of Force Development, presented an "Update on DND strategic planning and future requirements in C4ISR development". He concentrated on the activities to modernize and transform the Canadian Forces and the processes used to do this. One of the main issues that he discussed was the change to a command-centric environment where all of the force development efforts done by the Environmental Chiefs are being closely coordinated to ensure an integrated capability and its necessary support. He reviewed some the current, near future and long-term capability development activities and gave a short description of the C4ISR Campaign Plan.

The breakfast was followed by a TDS's seminar themed "Mission and Vision of the US Army International Technology Center for Canada", to be given by **LTC Fernando Torrent**, Commander of the US Army International Technology Center-Americas (Canada) whose objective is to support the identification, acquisition, integration and delivery of foreign technology solutions to the warfighter to ensure technological superiority on the battlefield. Please note that LTC Fernando Torrent will be one of the speaker of our "How to attack the lucrative USA defence market?" seminar to be held in Quebec City on March 20th (see schedule on page 2).

This first edition of the Ottawa seminar series was a success. Many thanks to all the attendees!

What's new with TDS' members?



Obzerv announces a 650 K\$ contract with DRDC



Obzerv Technologies announced in January that it has been awarded by DRDC (Defence Research and Development Canada) a 650 K\$ CAD contract to develop and integrate an active-range-gated camera payload into an L-3 Wescam MX-20 Multi-Spectral Imaging turret. This contract is a valuable part of the AIMS (Advanced Integrated Multi-Sensing Surveillance) TDP (Technology Demonstration Project) that covers improvement of tactical surveillance and SAR sensing capabilities for the Canadian Forces. The targeted platforms are FWSAR, CP-140 as well as UAV's.

Obzerv active range-gated cameras have recently been deployed at key strategic locations for coastal surveillance and are producing detailed identification of ships at long ranges, beyond 10 kilometers, and through airborne obscurity such as mist and fog. Mr. Bonnier, Obzerv's President comments: "Last Fall, three ARGC-2400 cameras (formerly the ARGC-2400) were integrated seamlessly to existing radar stations within a National Security surveillance project in South-East Asia. While the radar is dedicated for the detection and location of unusual activity and threats, the ARGC-2400 cameras classify and identify these targets. No other technology has this capability. Now that Obzerv active-imaging cameras have proven effectiveness for land-based applications, we want to provide our customers this new breakthrough identification capability from airborne stabilized platforms for search and rescue and defence applications."

Thanks to the DALIST laser source illuminator, the night vision cameras developed by Obzerv provide more capability to perform long-range identification. Compared to thermal cameras, that are based on the temperature contrast of objects, Obzerv cameras collect the reflection of the laser pulse from targets, which allows any registration marks to be read and low contrast scenes to be clearly assessed. Operating day and night, the active imaging system becomes extremely valuable and uniquely effective during overcast nights and in degraded weather conditions (snow, fog, rain), conditions frequently encountered under coast guard, antiterrorism, and search and rescue missions.

Optosecurity announces \$15.4 million financing



Optosecurity announced in February the closing of its Series B Financing, including \$10.54 million in venture capital from a syndicate of investors led by BDC Capital, Desjardins Capital régional et coopératif, Fondation CSN and Innovatech Quebec, as well as a \$4.85 million banking facility from National Bank of Canada. Since June 2005, Optosecurity has secured a total of \$20.43 million of financing. The second round of investment announced on February 15th will be used for marketing, business development, product development and for preparing scalable manufacturing processes to meet expected wide-scale demand of Optosecurity's new and patented security products, scheduled for launch in 2007.

Eric Bergeron, President and CEO of Optosecurity, said, "Optosecurity has quickly become recognized as a fast moving innovator, bringing a new intelligence paradigm to the Z-ray industry based on a deep understanding of video signal processing, physics and hardware design. We're now preparing to move our products from the lab to the field. The confidence and support of our new and existing investors now positions us to scale our company to meet the tremendous business opportunities that we've identified. Although our first target market is airport checkpoints, our products are also designated to upgrade equipment in other markets providing scalable multi-tiered business opportunities without requiring supplementary and costly R&D efforts."

What's new with TDS' members?

Dear members,

Do not hesitate to send us the good news about your company so we can add it in the next edition of our newsletter.

A wide variety of information can be published: new contract announcement, conclusion of partnership agreement, new product development, awards, appointment, etc.

Please contact Sonia Lebel at sonia.lebel@technopoleds.org

Lyrtech obtains a new contract with Texas Instruments



At the beginning of February, Lyrtech Inc. was selected by Texas Instruments (TI) for the design and manufacture of a new evaluation module (EVM). This contract places Lyrtech on TI's short list of preferred third-party companies developing EVM products. Central to Lyrtech's growing relationship with TI was the success of the Professional Audio Development Kit (PADK). It paved

the way for a number of other joint projects such as the Small Form Factor (SFF) Software-defined Radio (SDR) development platforms, the Hands-free Car Kit (HFCK), and the development of boards for TI's own software tools development.

As a result from these projects, Lyrtech has gained presence with top-tier enterprises such as Motorola, Tyco Electronics, Visteon, Siemens, and Harris. Referrals from Texas Instruments have so far led to over six important contracts for development in the audio, smart vision, and wireless communications markets.

"Lyrtech's established expertise in the integration of advanced digital signal processing solutions has been an important asset for Texas Instruments, as we seek to offer customers complete system solutions," stated Joseph Rigazio, General Manager, Catalog DSP and Emerging End Equipments at Texas Instruments. "Their ability to complete all phases of design and operations significantly improves our customers' ability to quickly reach production and take advantage of market opportunities."



Present your company profile & products in Vancouver at the QPN permanent booth

Quebec Photonic Network is now organizing a permanent technological show case window in the heart of Vancouver, at the Vancouver Business Centre. QPN booth will be equipped with a large plasma screen and will be presenting your products and services on a continuous basis. Your presentation will be based on an annual agreement with the QPN and your content can be change on demand. The Vancouver Business Centre is a world class organisation, more than one million visitors annually; it is a powerful Canadian show case aiming toward Asia.

Your cost of \$1000.00 will guaranty your presence for one full year's service. For further details, please contact the Quebec Photonic Network at 1-866-344-1677 or consult its website at: www.quebecphotonic.ca

CONFERENCES AND TRADESHOWS

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

March 2007:

CADSI ANNUAL WINTER WARM-UP RECEPTION, to be held on March 1st, 2007, at the Ottawa Congress Center - Colonel By Room, Ottawa.

<http://www.cdia.ca/public/index.asp?action=events.Details&evtID=%7B1FA8E6A3-A4C2-443E-B1A7-A4DC9E349EE3%7D>

DEFENSE MAINTENANCE AND REPAIR, "Exploring Initiatives from the Depot to the Battlefield", to be held on March 6-8, 2007, Washington D.C.

<http://www.marcusevans.com/events/CFEventinfo.asp?EventID=11679>

AUSA WINTER SYMPOSIUM & EXHIBITION 2007 "AT WAR & TRANSFORMING", to be held on March 7-9, 2007, at the Broward County Convention Center, Fort Lauderdale, FL.

<http://www.ausa.org/webpub/DeptIndustry.nsf/byid/JRAY-6VCJJZ>

NAVAL EXPEDITIONARY FORCES SYMPOSIUM AND EXPO, to be held on March 13-15, 2007, at the Virginia Beach Convention Center, Virginia Beach, VA.

http://www.defensetradeshows.com/NAVEXFOR07_General_Info.html

NATIONAL LOGISTICS CONFERENCE - NDIA, to be held on March 19-22, 2007, Miami, Florida.

http://tradeshow.alibaba.com/trade_shows/358561/National_Logistics_Conference_NDIA.html

AUSTRALIAN AEROSPACE AND DEFENCE EXPOSITION, to be held on March 20-25, at Avalon Airport, Victoria, Australia.

www.airshow.net.au/expo2007

ROAD AND RAIL SECURITY SYMPOSIUM AND EXPO, to be held on March 26-27, 2007, Charleston, SC.

http://www.defensetradeshows.com/RRSECURITY07_General_Info.html

INDUSTRIAL FIRE WORLD CONFERENCE & EXPOSITION, to be held on March 26-30, 2007, Beaumont, Texas.

www.fireworld.com

MILITARY TECHNOLOGIES CONFERENCE, to be held on March 27-28, 2007, at the Hynes Convention Center, Ballroom, Third Level, Boston, Massachusetts.

<http://mtc06.events.pennnet.com/>

"ASYMMETRIC WARFARE ACHIEVING DOMINANCE IN THE FACE OF UNCONVENTIONAL WARFARE", to be held on March 27-29, 2007, Washington D.C.

<http://www.marcusevans.com/events/CFEventinfo.asp?EventID=11869>

Coming soon:

SEA AIR SPACE 2007, to be held on April 3-5, 2007, Washington DC.

<http://www.sasexpo.org/2007/>

SPIE DEFENSE & SECURITY SYMPOSIUM 2007, to be held on April 10-12, 2007, Orlando, Florida.

<http://www.spie.org/conferences/calls/07/dss/>

CANSEC 2007, to be held on April 11-12, 2007, at Ottawa Congress Center, Ottawa.

<https://www.defenceandsecurity.ca/cansec2007/index.htm>

TECHNOPÔLE'S CURRENT MEMBERS

- ABB Analytical Solutions
- Analytic Systems
- Black Coral Inc.
- Cargolution
- Comlab Inc.
- Creaform 3D
- DMR Conseil (Fujitsu) Inc.
- Defence R&D Canada (DRDC)
- General Dynamics Canada
- Gentec Inc.
- Groupe CGI
- GTDS
- 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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