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Welcome to our new members

Technopôle Defence and Security is proud to announce the recruitment of two new members:

BPR Énergie
<http://www.bpr.ca/>

Développement économique - CLD Gatineau (DE - CLDG)
http://www.directiongatineau.ca/home/index_e.php

Quebec Pavillion at Eurosatory 2008: Last few places still available

Technopôle Defence & Security, in collaboration with the Quebec Ministry of Economic Development, Innovation and Export Trade (MDEIE) invites Quebec companies to position themselves among the key actors in land, air/land Defence and Security by sharing a booth for **Eurosatory 2008** (www.eurosatory.com), to be held on June 16-20, 2008 in Paris, France.



Each participating company will get:

- an exhibit space of approximately 2m x 2m including a table and two chairs
- a signboard for company logo and name
- Electricals and power supply
- a brochure display
- Registration fees to Eurosatory
- Company entry in the exhibition catalogue
- Access to Eurosatory 2008 One-to-One Business Meetings
- Etc.

Thanks to the MDEIE financial contribution, we can offer this unique exhibition opportunity for the special price of \$ 3 750 per company.

For more information or to register, please contact Sonia Lebel at sonia.lebel@technopoleds.org or at (418) 844-2454.

Places are limited, book now!

BUSINESS DEVELOPMENT

Working Successfully with ITAR in U.S

In working with Québec suppliers over the past few years, the Québec Government Office in Los Angeles has found that International Traffic in Arms Regulations (ITAR) continue to pose a significant challenge to doing business in the American defence and homeland security market.

The Québec Government Office in Los Angeles would like to make the process a little easier for Québec companies to manage. With this in mind, it provides Québec's suppliers and bidders with an easy to understand guide about how to work successfully within the ITAR regulations.

This guide was prepared by Larry Christensen and Matthew Goldstein, attorneys licensed to practice in Washington, D.C. This Guide, in addition to clarifying when and where ITAR applies, can be used to make Québec entities more competitive in bidding on contracts.

You can access the useful *Working Successfully with ITAR in U.S. Guide* for free on the Québec Government Office in Los Angeles website at www.quebec-losangeles.org and by clicking on the "Special Report on ITAR" link.

For more information, you can also contact Mrs Melissa Isom, Business Development Manager at the Québec Government Office in Los Angeles by telephone at (310) 824-4173 or by email at: melissa.isom@mri.gouv.qc.ca.

C-130J IN-SERVICE SUPPORT (ISS) COMPETITIONS

Lockheed Martin Aeronautics is pleased to inform you that it is planning a series of competitions to identify potential Industry Partners to participate in the delivery of a 20 year In-Service Support program for the fleet of C-130J Hercules aircraft Canada has recently purchased.

It is Lockheed Martin's intent to publish notices of interest for the competitions in MERX (www.merx.com) during the first and second quarters of 2008. To be eligible for consideration potential bidders must be registered in the Canadian Controlled Goods Program.

Although firm plans are still being developed, currently Lockheed Martin is planning to release Request for Proposal for the following tasks and will include all the sub-tasks required to propose and deliver the total requirement to Lockheed Martin in order to meet the requirements of the Canadian Forces:

- Third Line Maintenance including:
- Modification Installation
- Mobile Repair Parties (Deployed)
- Contractor Field Team Assistance at MOB
- Design of Non-standard Repairs
- Design of Non-federated Modifications
- ASIP and CPCP Monitoring and Trending
- C-130J Interactive Electronic Technical Publication (IETP) System Design and Development, Language Translation (English to French), and maintenance of the IETP to the Canadian Forces configuration
- Component Part (spare LRU) Repair of Reparables
- In Country Supply Chain Management Functions
- Procurement of Pack-Up Kit containers
- Replenishment of consumable spares and material
- Repair, calibration and recertification of Support and Test Equipment
- Furnishings and equipment for contractor occupied facilities

For future inquiries, please visit www.merx.com/lmco or use the reference number PR145285 under the Private tenders section at www.merx.com. The Request for Proposal will be available on Merx as well when released.

Feedback about TDS activities

National Security and Afghanistan : themes of the annual seminary of the CDA

On February 21st and 22nd, TDS participated at the annual seminary of the Conference of Defence Associations (CDA) in Ottawa. The first day was themed "The interests of national security of Canada in a changing world" and the theme of the second day was "Afghanistan over and above: the impact on the regular and the reserved armed forces of Canada".

A panel moderated by Mel Cappe, President of the institute of research in public politics discussed about Afghanistan: A governmental approach. Mr. Thomas d'Aquino, Chief of management and president of the Canadian Counsel of business managers, invited as a speaker for the breakfast treated the following subject: "Security and Prosperity imperatives: Canada's National Interest in a Changing World". Another panel moderated by Mr. Ian MacDonald, Institute of research in public politics, described the future challenges for the Afghanistan mission. A third panel moderated by Mr. Christopher Westdal, former Russian Ambassador, debated the contemporary worldwide security issues.

And finally, The Prime Minister of Canada the honourable Stephen Harper presented and discussed about the bill of law banked on the morning of February 21st in the House of Commons to extend the Canadian mission in Afghanistan until 2011.

The Conference of Defence associations is the oldest and the most influential advocacy group in Canada's defence community, representing thirty one associations from all parts of the country. It is a non-partisan, independent, non-profit organization. The CDA aims its efforts in a particular field, that of the stakes of security and of the defence. The CDA expresses its ideas, its opinions with a view to influencing government security and defence policy.

Watch the CDA website to access the presentations and abstracts: <http://www.cda-cdai.ca/>

The Key Success Factors in Teaming with American Defence and Security Prime Contractors

The seminar "The Key Success Factors in Teaming with American Defence and Security Prime Contractors", organized by Foreign Affairs and International Trade Canada, the Embassy of Canada to the United States of America in Washington, and Canada Economic Development, in collaboration with Technopôle Defence & Security has been held on February 7th.

More than 60 attendees benefit from the expertise and the advices of the renowned speakers: Mrs. **Judy Bradt**, Principal of Summit Insight, Mrs **Ludmilla Parnell**, Marketing Director (Small Business Partnerships) for General Dynamics Information Technology, Mr. **Paul T. Luther**, Partner, Baker Boots and Mr. **Francois Bégin**, Principal for Olive, Edwards & Cooper. This seminar has been much appreciated from the participants.



On the left picture, from left to right: Mr. Paul T. Luther, Mrs Claudette Lemieux, Trade Commissioner Defence & Security, Foreign Affairs and International Trade Canada, Mrs Judy Bradt and Mr. François Bégin.
On the right picture: Mrs Ludmilla Parnell during her presentation.

What's new with TDS' members?



TDS and UrgenceConsult, exhibitors at the *Salon de la sécurité civile et des mesures d'urgence 2008*

Close to 70 exhibitors were present at the second edition of the *Salon de la sécurité civile et des mesures d'urgence 2008* held on February 19 and 20th at the Hôtel des Seigneurs in St-Hyacinthe. This exhibition helped the 600 participants of the *Colloque sur la Sécurité civile*, organized by the Quebec Minister of Public Security, to discover the Quebec companies and organizations active on the civilian security market.

Among the exhibitors, Technopôle Defence and Security and UrgenceConsult, a company well-known for the successes of its data processing tools for the management of emergency events, crisis situations and disasters such as Neptune4.



Above, some proud partners : Mr. Jimmy Perron from NSim Technology, Mr. Mike Savoy and Mrs Soledad Recatala from UrgenceConsult and Mr. Henry Paul Roy from Mavix



Above : Mr. Mike Savoy presenting Urgence Consult technologies to a visitor.

Below: Mrs Isabelle Gaudet and Mrs Sonia Lebel from TDS with Mr. François Légaré, Conseiller sénior Affaires municipales et Sécurité publique at DMR.



ENGINEERING.com to Sell Creaform's Handyscan 3D

On February 15th, ENGINEERING.com and Creaform announced a partnership that will give ENGINEERING.com distribution rights to Creaform's line of Handyscan 3D laser scanners for the educational market in North America.

Creaform's line of Handyscan 3D scanners represents the first portable, accurate and low cost handheld laser scanners on the market. These scanners help engineers improve their design and inspection capabilities through the manufacturing process, making them ideal for use in reverse engineering, inspection and analysis, and the creation of digital mock-ups.

"Engineering schools throughout North America have been looking for a way to acquire data from physical products to create 3D models", said John Hayes, President of ENGINEERING.com. "The Handyscan is the first product we've seen that can fit the needs and the budgets of engineering schools."

On February 18, 2008, ENGINEERING.com began distribution of the Handyscan 3D scanners through its website at www.engineering.com and through its sales and support center. Creaform will be responsible for installation, training and post sales support.

CONFERENCES AND TRADESHOWS

Here is a list of upcoming events related to defence and security:

March 2008:

MILITARY TECHNOLOGIES CONFERENCE, to be held on March 11-12, 2008, San Diego Convention Center, San Diego, CA.

<http://mtc08.events.pennnet.com/fl//index.cfm>.

OCEANOLOGY INTERNATIONAL, to be held on March 11-13, 2008, at the London ExCel, London, UK.

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

MILITARY SENSING SYMPOSIUM, to be held on March 12-14, 2008, in Orlando, Florida, United States. Visit the NATO RTO website and search in the right menu for SET-130, Military Sensing Symposium.

<http://www.rta.nato.int/>

SPIE DEFENSE AND SECURITY SYMPOSIUM, to be held on March 16-21, 2008, Orlando, Florida, USA.

<http://www.spie.org/x1375.xml>

SEA AIR SPACE 2008, to be held on March 18-20, 2008, Washington DC, USA.

http://www.navyleague.org/meeting_events/

National Workshop on Interoperability: "Making Canadian Police and Public Sector Provider Interoperability a Priority", to be held on March 26-28, 2008, at the Fairmont Chateau Laurier, Ottawa, Ontario.

<http://www.cprc.org/citiq/index.cfm?page=news#>

April 2008 :

ISC West: International Security Conference West, to be held on April 2-4, 2008, in Las Vegas, Nevada, USA.

<http://www.iscwest.com/App/homepage.cfm?moduleid=4415&appname=180>

DRDC Ottawa's Technology Exploitation Network on Radar, to be held on April 3, 2008, in Ottawa.

http://131.136.253.133/html/ten_e.html

CANSEC 2008, to be held on April 9-10, 2008, at the Ottawa Congress Centre.

<https://www.defenceandsecurity.ca/public/index.asp?action=events>.

7th Annual International Public Safety/Counterterrorism Conference - International Port Security and Critical Infrastructure Protection: Private/Public Partnerships to Detect, Protect and Respond, to be held on April 14-15, 2008, at the Marriott Seattle Waterfront Hotel, Seattle, Washington.

<http://www.rebootconference.com/publicsafety2008>

Disaster Management 2008 Exhibition and Conference, to be held on April 16-18, 2008, in New Delhi, India.

http://tradeshow.alibaba.com/trade_shows/1857/Disaster_Management_2008_Exhibition_and_Conference.htm
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CADSI Air Force Outlook, to be held on April 22, 2008 at the Ottawa Congress Centre.

<https://www.defenceandsecurity.ca/public/index.asp?action=events>.

IDEB 2008, to be held on April 28-30, 2008, in Bratislava, Slovakia.

www.ideb.sk

TECHNOPÔLE'S CURRENT MEMBERS

- ABB Analytical Business Unit
- Analytic Systems
- Black Coral
- BPR Énergie
- Cargolution
- Carleton University
- Comlab Inc.
- Connexion Technic (Con-Tec)
- Creaform 3D
- DMR, a Fujitsu Consulting company
- Defence R&D Canada (DRDC)
- Développement économique - CLD Gatineau
- General Dynamics Canada
- General Dynamics Ordnance and Tactical Systems Canada
- Groupe CGI
- GTDS
- HEDZOPT
- Laval University
- Lyrtech inc.
- MarinVent Corporation
- Nanowave Technologies
- National Optic Institute (INO)
- Neosoft Technologies
- Obzerv Technologies Inc.
- OptoSecurity
- PDS Group
- Pôle Québec Chaudière-Appalaches
- Prelco Group
- Quebec Photonic Network
- RoboMotio
- Solacom
- Telops
- TeraXion
- Thales Systems Canada
- UrgenceConsult
- Valcom Consulting
- Valcom Manufacturing
- Xeos Imaging Inc.

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