

Details of the Canadian delegation – version 26-07-2024

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Dejero Labs - www.dejero.com

About the organisation

Dejero provides reliable internet and real-time video connectivity solutions for critical communications. Dejero's award-winning Smart Blending Technology combines multiple networks – including cellular, satellite, and broadband – into one uninterrupted connection. The result is enhanced reliability, expanded coverage, and greater bandwidth for its global customers. Communicate and transmit worry-free with a resilient, blended connection organizations can rely on when every second counts.

Mission objectives

- 1) Establish contacts with industry experts in some of the challenge areas such as Smart Industry, Smart Energy and Safety/Security to help us further learn and understand their unique challenges/requirements as it pertains to connectivity.
- 2) Establish relationships with technical representatives from similar/complementary companies with the goal to work together on developing innovative network-edge solutions that meet the industry needs in some of the challenge areas.

Preferred partners

- 1) In terms of technology we are looking to meet companies who are developing/have developed software solutions that rely on network connectivity to be effective. Integrating these solutions with our Smart Blending Technology to give the solution a reliable network connection is a strong fit as it delivers a more overall robust solution in real-world environments. Examples we have seen include real-time audio/video streaming, AI technologies, and mission-critical applications requiring a persistent cloud connection.
- 2) We are also looking to meet companies who develop integrated IT/OT solutions for their customers that depend on reliable network connectivity at the edge.

International experience

Dejero products are designed to work around the world. Through a combination of international Dejero staff and foreign partners Dejero products are sold globally including to the EU, UK and Japan.

About the organisation

iTMethods' main products include the DevOps SaaS Platform, which automates and optimizes software development and delivery for enterprises by unifying DevOps tools into a secure toolchain. The iTMethods AI WorkBench Platform is a managed service for AI/ML tools, with a scalable infrastructure, enterprise-grade security, and automated deployment. Primary customers are large enterprises needing robust, scalable solutions and who will benefit from streamlined processes, enhanced efficiency, and enterprise-grade security/compliance.

Mission objectives

- 1) We aim to collaborate with Canadian and foreign organizations to create co-innovation opportunities; allowing us to get acquainted with new, global markets.
- 2) Engage in collaborative R&D projects to advance our AI WorkBench platform, focusing on tool integration, scalability, and security. This could involve meeting new ISV vendors that are looking for a company to manage their solution with the capabilities that we offer, or even new customers who want to offload their operational overhead by bringing in an MSP (Managed Service Provider).
- 3) Leverage the mission to gain insights and access to international markets, fostering growth and global competitiveness.
- 4) Contribute to the development of innovative solutions that address key challenges faced by enterprises in AI/ML deployment and management.

Preferred partners

- 1) Independent Software Vendors (ISVs): companies that develop specialized software solutions and are looking for managed service providers to enhance their offerings, either through integration/automation or even through joint go-to-market.
- 2) Enterprise Clients: large enterprises that need robust, scalable solutions for managing DevOps and AI/ML workflows.
- 3) R&D collaborators: research institutions and tech companies interested in co-developing innovative solutions, specifically data scientists and other specialists who can help optimize and enhance our AI workbench product.
- 4) Engage with thought leaders and attend talks to gain insights into the latest trends and innovations related to artificial intelligence and machine learning.

International experience

Our work on the DevOps SaaS Platform has engaged various international enterprise clients, helping them integrate and optimize their DevOps tools and workflows.

We have also leveraged partnerships with leading cloud providers such as AWS and Microsoft Azure, which are pivotal in our strategy to scale our platforms globally. These collaborations have enabled us to build and deploy scalable, secure, and compliant solutions for clients worldwide. "

VerticalScope - www.verticalscope.com

About the organisation

VerticalScope Inc. specializes in digital media and online community management, offering robust platforms for user engagement, content creation, and community management. Their main products and services include managing and developing niche enthusiast communities, providing advertising solutions, and user analytics. VerticalScope serves a diverse customer base, including individuals seeking specialized community interactions and businesses aiming to reach targeted audiences through niche advertising. Their competitors are other digital media and online community platforms.

Mission objectives

- 1) Leverage advanced technologies to enhance our digital media platforms and online community management tools.
- 2) Exchange knowledge and best practices with innovative companies and research organizations.
- 3) Identify potential investments and acquisition opportunities to expand our commerce and forum portfolio.
- 4) Strengthen our network with Canadian and foreign SMEs, researchers, and industry associations to drive future growth and innovation.
- 5) Investigate technology platforms and partners that could integrate with our technology stack.

Preferred partners

- 1) Digital Communities and Social Platforms: Partners specializing in user engagement, community management, and content moderation.
- 2) Healthcare Technology Firms: Partners like RateMDs that focus on digital health solutions, patient reviews, and healthcare provider networks.
- 3) Personalization Technology Providers: Innovators in AI and machine learning that enhance user experience through personalized content and recommendations, relevant to platforms like RFD and VarageSale.
- 4) Advertising Technology Companies: Firms developing advanced, data-driven ad tech solutions for delivering personalized and targeted ads to improve user experience and advertiser ROI.
- 5) Enterprise Analytics Partners: Companies that offer advanced sentiment analysis and user content analytics to help enterprises understand and leverage user-generated content for strategic insights.

International experience

We have acquired and partnered with several international companies. This includes acquiring forums, working with international software partners, and launching communities in the UK and in other European countries.

Canadian Space Mining Corporation - www.csmc-scms.ca

About the organisation

Founded in 2020, CSMC is a vision-oriented space corporation focused on developing dual-use technologies; those that solve long-term problems in space while also meeting immediate challenges here on Earth. The company is composed of both technical and commercial leaders with extensive experience in developing and commercializing advanced technologies, with the success of multiple commercial exits. CSMC is currently focused on three verticals: sustainable resource management, clean energy, and healthcare.

Mission objectives

One of CSMC's core ethos is that "it takes a village"; a philosophy that has been instrumental to our growth and success to date. The company's objective for this program is to continue to grow our international network of world-class collaborators, drawing on the best innovation from around our planet to further our mission to reach beyond.

Preferred partners

CSMC's projects require partnerships spanning government, research, and commercial actors; contributing to innovative technologies, services, international policy, and end users of our technology.

International experience

Our projects have included collaborating with foreign agencies as well as large strategic multi-nationals who have pulled in groups from across Europe to support our technical work.

ISA Cybersecurity - www.isacybersecurity.com

About the organisation

ISA Cybersecurity (ISA) is one of Canada's leading cybersecurity companies. We have over 30 years of experience developing and delivering innovative solutions and services across every domain of cyber, including Governance, Risk, Compliance and Strategy; Assurance Services; Threat Protection; and Detection, Response and Recovery.

Mission objectives

We anticipate the mission will help us extend our global contact network of executives and leading technologists; raise the profile of ISA in the European theatre; establish the basis for securing government funding or investment in our exciting initiative; and reveal opportunities for collaboration or partnership with interested and qualified parties. We look forward to meeting and learning from fellow SMEs and other participating organizations, while sharing our knowledge and experience as well.

Preferred partners

From a technology perspective, we are particularly interested in speaking to organizations with expertise in the areas of data governance, LLM design and architecture, and platform delivery. From a business perspective, we look forward to meeting organizations that can assist in accelerating our speed to market and help us realize our goal bringing this made-in-Canada model to the rest of the world. We view cybersecurity as a team effort, so we feel that any opportunity to exchange ideas and approaches with participating organizations can pay dividends.

International experience

While our focus is on supporting Canadian customers and infrastructure with our made-in-Canada services and solutions, we continue to be open and interested in expanding our international customer base. We currently have customers in the United States, the Caribbean, and the United Kingdom.

Translucent Computing / Kubert - www.mykubert.com

About the organisation

Kubert offers a comprehensive Kubernetes management solution through its Kubert Toolkit and AI Agent. The Toolkit includes 15+ open-source tools, automated workflows, and observability features, while the AI Agent automates routine DevOps tasks, enhancing engineering team efficiency and accelerating time-to-market. Our main customers are organizations facing challenges with Kubernetes adoption and complexity. Competitors include traditional DevOps tool providers and emerging AI-driven solutions.

Mission objectives

Our objectives for this mission are to expand our market presence, form strategic partnerships, and showcase and present mission-specific solutions deriving from our AI-driven Kubernetes management offerings. We aim to validate our Kubert Toolkit, AI agent, and domain expertise within both domestic and new international markets, working with organizations to develop innovative, and large-scale technological AI-driven capabilities.

Preferred partners

Connect with companies and organizations specializing in cloud-native technologies, AI, MLOps and DevOps, particularly those working on large-scale Kubernetes-based projects. Ideal partners include cloud service providers, DevOps automation firms, AI research institutions, and large enterprises transitioning to Kubernetes or enhancing their existing cloud infrastructure. We are also interested in engaging with managed Kubernetes service providers, AIOps companies, and organizations focusing on cybersecurity, scalability, and cost optimization.

International experience

We have collaborated on joint projects with international organizations and engaged with multinational partners for a variety of commercial activities. Additionally, we have provided consulting services to clients in the US, Europe, and Asia, demonstrating our ability to operate and deliver solutions in diverse global markets.

Mobile Innovations - www.mobinnoco.com

About the organisation

Mobile Innovations specializes in developing operational and administrative mobile, cloud, and generative AI solutions specifically tailored for Law Enforcement Agencies. Outside of law enforcement they have successfully launched and supported products for municipalities, trucking and logistics firms, First Nations, healthcare organizations, and fire departments, and paramedic units. They are renowned for its agile development prowess and ability to rapidly adapt to new requirements without disruption.

Mission objectives

- 1) Identify three prospective companies for establishing collaborative relationships, facilitating the exchange of ideas between researchers. This initiative aims to accelerate the identification of effective development approaches and market strategies. Having engaged with two ITEA partners based in Spain and Portugal, we found the information exchange valuable. We anticipate that face-to-face interactions with multiple companies will enhance efficiency, foster faster decision-making, and yield more enduring outcomes.
- 2) Seek to arrange meetings with ITEA staff members to gain a comprehensive understanding of the research scope available. They aim to explore mechanisms for leveraging the research outputs generated through the ITEA project effectively.

Preferred partners

Mobile Innovations is eager to engage with companies of comparable size, focusing on mobility, cloud, and AI solutions for large enterprises, aligning closely with our customer profile. We see potential synergies particularly with healthcare and logistics firms due to shared challenges in mobile user engagement and dispatch logistics. Establishing robust relationships with such entities across different markets promises strategic partnerships and collaborative opportunities, leveraging mutual strengths in resources, expertise, and market presence.

International experience

Mobile Innovations possess extensive practical experience in the UK and US markets, collaborating effectively with partners to mutual advantage.

Operto Guest Technologies - www.operto.com

About the organisation

Operto is a global leader in smart property management, enhancing guest experiences and optimizing operations for hotels, vacation rentals, and serviced apartments in over 60 countries. Specializing in smart technology, Operto offers smart locks, energy management, and automation for seamless, contactless check-ins and effective communication. Their platform automates tasks, integrating access control, noise monitoring, digital check-in, guest verification, messaging, and housekeeping management, saving operators time and supporting business growth.

Mission objectives

Meeting potential partners, vendors, and customers to expand our ecosystem and strengthen our market presence. Engaging with industry leaders and experts will enable us to stay ahead of technological

advancements, improve our product offerings, and continue delivering exceptional value to our customers. This mission is a strategic opportunity to build relationships, gain insights, and drive our company's growth and innovation.

Preferred partners

We aim to connect with other tech companies to learn best practices and foster collaborative growth. We seek to gain technical expertise in hospitality, IoT, and tech to enhance our smart property management solutions.

International experience

Operto has extensive international experience in collaborating with global partners and engaging in foreign markets. We work with numerous international Property Management System (PMS) and lock partners. Operto has successfully acquired companies in Spain and the US, further expanding our international footprint. These collaborations and acquisitions have enabled us to enhance our smart property management solutions and serve a diverse, global customer base effectively.

Aequilibrium Software - www.aequilibrium.com

About the organisation

Aequilibrium is one of Canada's top Digital Agencies providing digital consulting and implementation services:

- 1) Digital transformation: strategy, experience design, platform deployment and customization, and custom web and mobile software development
- 2) Innovation: XR (VR training, digital twins), AI, and Cloud.

Mission objectives

- 1) Identify opportunities for partnerships and collaboration and co-creation of IP.
- 2) Network and build connection.
- 3) Learn and validate market fit

Preferred partners

Our expertise is in digital transformation and innovation. Smart Industry is a niche, with the focus on the smart and connected worker (VR+AI for immersive and personalized training at scale), AgileVR to improve collaboration and productivity among agile distributed teams, and digital twins that can reflect complex systems with large-scale heterogeneous data and interactions.

We have expertise in tech, financial services (credit unions, banks, and fintechs), retail, eHealth, gaming and entertainment, government, and real estate. "

International experience

We partner with global organizations like Microsoft, Salesforce, Unity, and Backbase. Our client base is distributed in Canada, the USA, LATAM, and Europe. Our executive team has European roots and travel/work frequently from Europe.