

# CANADA



**Let us handle the introductions**  
The Canadian Trade Commissioner Service  
[tradecommissioner.gc.ca](http://tradecommissioner.gc.ca)



## VIRTUAL TRADE MISSION TO SOUTH KOREA November 5, 2020

### CANADIAN DELEGATION PROFILES



Government of Canada  
Trade Commissioner Service

Gouvernement du Canada  
Service des délégués commerciaux

Canada

## CANADIAN DELEGATES

Advanced Intelligent Systems Inc.....	4
AltumView Systems Inc.....	5
Applied Brain Research Inc.....	6
AQST Canada Inc.....	7
BioMedica Diagnostics.....	8
Braintoy Inc.....	9
CaseWare IDEA .....	10
Conavi Medical Inc.....	11
Cyberworks Robotics Inc.....	12
Deeplite Inc.....	13
Downtown.AI .....	14
e-Magic Inc. ....	15
EPIC Semiconductors .....	16
EZ-Robot .....	17
Funartech .....	18
Immune Biosolutions .....	19
Infrastructure Data Solutions, Inc. ....	20
Invision AI .....	21
KA Imaging .....	22
Lemay.ai Inc. ....	23
Mapsted Corp. ....	24
MDA.....	25
Micro Engineering Tech Inc. (METI).....	26
Mirametrix, Inc.....	27
Octasic Inc.....	28
OVA Inc. ....	29
Plotly Technologies Inc. ....	30
Variational AI Inc. ....	31
Ventripoint Diagnostics .....	32

WeavAir .....	33
Wedge Networks, Inc.....	34
Xiris Automation Inc.....	35

# Advanced Intelligent Systems Inc.

**Mr. Afshin Doust**

CEO

+1 604-339-4422

[afshin@ai-systems.ca](mailto:afshin@ai-systems.ca)

101-8331 Eastlake Drive  
Burnaby, BC V5A 4W2  
Canada

**Mr. Saeed Govahi**

Chief Marketing Officer

+1 604-671-1885

[sgovahi@ai-systems.ca](mailto:sgovahi@ai-systems.ca)

**Website / Site web**

[www.ai-systems.ca](http://www.ai-systems.ca)

**Business Sectors / Secteurs d'activité**

Automotive

Robotics

Technology

**Experience and Key Clients /****Expérience et clients clés**

New exporter; not currently  
exporting.

Key clients include customers in the  
agriculture, healthcare and hospitality  
industries.

Firm was approached by potential  
clients from South Korea following  
past participation in IPM Expo in  
Germany.

**Objectives / Objectifs**

Find joint venture partner(s).

Find investment opportunities.

**Profile / Profil**

At AIS, we are a group of innovative, entrepreneurial and  
accountable individuals who empower each other to "create  
a practical robot for every task."

We do this by enhancing and adding to our library of  
proprietary modules to reduce costs and time to produce  
new robots significantly. This will help us create scalable  
robotic ecosystems that can tackle labour shortages and  
help automate dangerous or repetitive tasks.

**Unique value proposition / Proposition de valeur unique**

Our goal is to help our clients with shortage of labor for the  
dangerous and difficult jobs by creating practical robots for  
every task. We start by having a pilot lunch in local industry  
partners (Van belle Nursery in Abbotsford BC) and move into  
other local businesses after 3 months. We already have  
order for 5 robots in local nurseries and letter of interest for  
40 more robots from US and Europe. We stopped accepting  
orders until we deploy the first 5 units.

**Target Client / Clientèle visée**

Agriculture, Horticulture, Healthcare, Hospitality, Retail and  
warehousing industry

# AltumView Systems Inc.

**Mr. John Wu**

COO

+1 604-537-5108

[jbwu@altumview.com](mailto:jbwu@altumview.com)

607-220 Brew Street

Port Moody, BC V3H 0H5

Canada

**Website / Site web**

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

**Business Sectors / Secteurs d'activité**

Consumer Products

Information and Communications

Technologies (ICT)

Life Sciences

Digital Health

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter, but new to this market. Currently exports to China, Taiwan, Japan, and USA.

Key clients include AUO, Mio Corporation, CohuHD. Previously worked with Wonderful Platform or 1thefull in Korea.

**Objectives / Objectifs**

Find a sales representative/  
distributor/agent.

Find investment opportunities.

Exposure to new business prospects.

Immediate export sales.

**Profile / Profil**

AltumView is a Canadian AI company, focusing on the development of smart technologies and service platforms for elderly care and rehabilitation.

Our Cypress product helps seniors living independently by providing ease of mind for family members. Seniors' real-time activities can be monitored while privacy is 100% protected with only stick-figure output. It can detect many seniors' common health issues at an early stage, and automatically responds to many life-threatening incidents in real-time.

**Unique value proposition / Proposition de valeur unique**

Privacy preservation is the key feature, which allows the sensor to be installed anywhere – even in bathrooms. It can monitor seniors' activities in real time, showing a stick figure in the mobile app. Detection of many unusual behaviours, such as falls or waving a hand for help, is implemented to generate immediate alerts. Fall risk assessments can also be performed to prevent falls. All of these can be implemented in the sensor without a need to stream video or send pictures.

**Target Client / Clientèle visée**

Need to discover.

# Applied Brain Research Inc.

**Mr. Peter Suma**

Co-CEO

+1 416-505-8973

[peter.suma@appliedbrainresearch.com](mailto:peter.suma@appliedbrainresearch.com)

118 Woodbend Crescent

Waterloo, ON N2T 1G9

Canada

**Website / Site web**

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

**Business Sectors / Secteurs d'activité**

Information and Communications

Technologies (ICT)

Artificial Intelligence

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter currently doing business in South Korea but interested in expanding network. Currently exporting to Europe and USA.

Key clients include Intel, BP, BMW, the US National Security Agency, Air Force, DARPA.

**Objectives / Objectifs**

Build on existing relationships.

Exposure to new business prospects.

Immediate export sales.

**Profile / Profil**

We reduce the power needed to run edge and cloud temporal AI (speech, video, sensor, camera, time-series data) from 40% to up to 94% and make leading-edge embedded autonomous systems by doing more with less compute.

**Unique value proposition / Proposition de valeur unique**

The world's lowest power edge voice system at 8 micro-watts using our patented new AI time-series network called an LMU. It works for ALL time-series AI (voice, video, sensor, control AI signal processing).

**Target Client / Clientèle visée**

Cell phone makers, auto makers, wearables and IoT makers.

# AQST Canada Inc.

**Mr. Gurvinder Chohan**

CEO

+1 514-706-3475

[gurvinder.chohan@aqstspace.ca](mailto:gurvinder.chohan@aqstspace.ca)

300 rue Joseph-Carrier

Vaudreuil-Dorion, QC J7V 5V5

Canada

**Website / Site web**

[www.aqstspace.ca](http://www.aqstspace.ca)

**Business Sectors / Secteurs d'activité**

Aerospace

Defence and Security

Information and Communications

Technologies (ICT)

Space

AI

Smart Cities

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter, but new to this market. Currently exports to Asia and USA.

Key clients include various government agencies (defence, etc.) and operators.

Previously worked with ADP and KARI, including SI (Satrec Initiative) for defence projects.

**Objectives / Objectifs**

Find a sales representative/  
distributor/agent.

Find joint venture partner(s).

Exposure to new business prospects.

Immediate export sales.

**Profile / Profil**

AQST (Advance Quantum Scientific Technology) provides an open platform to accelerate the rapid growth and integration of companies, technologies and services to support the space industry. AQST Canada is one of the innovative companies providing solutions for space. We are developing space-based earth observation using AI and on-board processing.

**Unique value proposition / Proposition de valeur unique**

AQST develops space-based solutions using AI components.

**Target Client / Clientèle visée**

Most Korean space, defence, aerospace, and telecommunication companies.

# BioMedica Diagnostics

**Mr. Darryl McKeever**

Director, Global Business Development

+1 414-809-6264

[dmckeever@biomedicadiagnostics.com](mailto:dmckeever@biomedicadiagnostics.com)

94 Wentworth Road

Windsor, NS B0N 2T0

Canada

**Website / Site web**

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

**Business Sectors / Secteurs d'activité**

Life Sciences

Healthcare

Health Tech

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter currently doing business in South Korea, but interested in expanding network.

Currently works with MastBio, Naroo, Kim&Friends.

**Objectives / Objectifs**

Find a sales representative/  
distributor/agent.

Exposure to new business prospects.

**Profile / Profil**

BioMedica is your partner with core competencies in thrombosis, haemostasis and innovative technologies. We collaborate internationally with technology development companies and healthcare stakeholders to develop and manufacture customized reagents and diagnostic solutions. Our focus is on providing custom, affordable diagnostic solutions in the global, human and animal health arenas. BioMedica works hard to lower costs and reduce and mitigate risks for all stakeholders.

**Unique value proposition / Proposition de valeur unique**

BioMedica develops the tools needed for research, education and in-vitro diagnostics. With products and technologies in over 70 countries, BioMedica brings innovation, quality, and affordable diagnostic solutions to an ever-growing group of international partners focused on helping improve patient outcomes in the field of thrombosis and haemostasis. Helping people live better lives – it's not only our vision, it's what we do.

**Target Client / Clientèle visée**

OEM platform manufacturers, contract research organizations, universities/academia.



# Braintoy Inc.

**Mr. Amit Varma**

CEO

+1 403-971-2648

[amit@braintoy.ai](mailto:amit@braintoy.ai)

145–3553 31 Street Northwest  
Calgary, AB T2L 2K7  
Canada

**Website / Site web**

[braintoy.ai/](http://braintoy.ai/)

**Business Sectors / Secteurs d'activité**

Information and Communications  
Technologies (ICT)  
Artificial Intelligence

**Experience and Key Clients /  
Expérience et clients clés**

Experienced exporter, but new to this market. Currently exporting to Europe, India and South America. Key clients include technology companies with a need to build machine learning into their applications.

**Objectives / Objectifs**

Immediate export sales.

**Profile / Profil**

Braintoy is a Canadian technology company that offers a production machine learning platform called mIOS. Unlike other AI platforms that are designed for one-off snowflake modeling, mIOS empowers developers, teams, and businesses to build, manage, and monitor models at scale. Get ready to make AI, FAST!

**Unique value proposition / Proposition de valeur unique**

Data-independent ML pipe: Universal pipe for any data type – tabular, NLP, vision or time series.

Intuitive OS-style interface: The navigation is like any OS such as Windows or Mac OS, but on a browser. Users find it intuitive.

No coding required: But coders enjoy full control to customize all modeling steps.

Automated model governance: Fit-for-purpose workflow to manage model risk.

Flexible deployment options: Use mIOS on our cloud, your cloud, or deploy on-premise.

**Target Client / Clientèle visée**

Businesses and development teams who are using machine learning or have a project and want to use it. There is no specific size or industry as AI applies everywhere.

# CaseWare IDEA

**Mr. Simon Morgan**

Channel Manager

+1 613-805-0120

[simon.morgan@caseware.com](mailto:simon.morgan@caseware.com)

500-1400 St. Laurent Boulevard

Ottawa, ON K1K 4H4

Canada

**Website / Site web**

<https://idea.caseware.com/>

**Business Sectors / Secteurs d'activité**

Information and Communications

Technologies (ICT)

Software Developer

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter currently doing business in South Korea, but interested in expanding network.

Current clients include government and corporate audit departments, external audit/CPA firms, finance professionals, accountants and auditors.

**Objectives / Objectifs**

Product testing/market research.

**Profile / Profil**

CaseWare IDEA offers innovative data analysis tools for auditors, accountants, finance, and data professionals. With over 500,000 users in 130 countries and 16 languages, CaseWare products deliver tremendous value across industries and continents. Founded in 1988, CaseWare IDEA is a subsidiary of CaseWare International, an industry leader in providing technology solutions for audit, accounting and government.

**Unique value proposition / Proposition de valeur unique**

CaseWare's flagship product, IDEA® is a data analytics package, designed by auditors for auditors. IDEA replaces cumbersome tools such as Excel, offering a fast and efficient analytics solution which allows users to analyze 100% of their data, guaranteeing data integrity and providing easy analysis with over 100 audit-relevant tasks.

**Target Client / Clientèle visée**

Auditors and financial professionals in government and corporations.

# Conavi Medical Inc.

**Mr. Stefano Picone**

VP, Finance & Business Development

+1 416-483-0100

[stefano@conavi.com](mailto:stefano@conavi.com)

293 Lesmill Road

Toronto, ON M3B 2V1

Canada

**Website / Site web**

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

**Business Sectors / Secteurs d'activité**

Life Sciences

Medical Devices

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter, but new to this market. Currently exporting to Japan, China and USA.

Key clients include Japan Lifeline, China Grand Pharma and Healthcare, various hospitals in North America.

Firm has some previous business experience in South Korea.

**Objectives / Objectifs**

Find investment opportunities.

Immediate export sales.

Find a distributor.

**Profile / Profil**

Conavi Medical is a commercial-stage medical device company that develops technologies to image the heart during procedures.

**Unique value proposition / Proposition de valeur unique**

Our flagship product is the world's first intracoronary imaging system that combines co-registered ultrasound (IVUS) and optics (OCT) for a price and function of either standalone.

**Target Client / Clientèle visée**

Our technologies are used by hospitals that provide advanced cardiac care. Our ideal partner would be a distributor who also makes a strategic investment in the company.

# Cyberworks Robotics Inc.

**Mr. Vivek Burhanpurkar**

CEO

+1 705-323-5055

[vivek@cyberworksrobotics.com](mailto:vivek@cyberworksrobotics.com)

3600 Steeles Avenue East

Markham, ON L3R 9Z7

Canada

**Website / Site web**

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

**Business Sectors / Secteurs d'activité**

Information and Communications

Technologies (ICT)

Transportation

Autonomous Navigation

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter, but new to this market. Not currently exporting.

Key clients include the Government of Canada, industrial greenhouses, commercial cleaning companies, airports and hospitals.

**Objectives / Objectifs**

Find joint venture partner(s).

Find investment opportunities.

Immediate export sales.

Find OEMs of manually operated equipment to integrate proprietary technology into their products and sell globally.

Find distributors and systems integrators to sell proprietary technology to OEMs and large end users.

**Profile / Profil**

We are an early stage company in the autonomous self-driving software vertical with global partners. We have developed a highly scalable Self-Driving Technology SaaS Platform, based on low-cost off-the-shelf hardware, that transforms any manually operated third-party mobile equipment into autonomous vehicles at a fraction of the monthly operating cost of human operators. We are positioned for explosive growth as a result of our partnerships with major global players and academia.

**Unique value proposition / Proposition de valeur unique**

Our current products include tractor tugs for industrial agricultural greenhouses, power wheelchairs for hospitals/airports and ride-on floor cleaners for commercial buildings.

**Target Client / Clientèle visée**

OEMs of wheelchairs, industrial floor cleaners, tractors, UV cleaners, companies that supply advanced technology to airports, hospitals and greenhouses.

# Deeplite Inc.

**Mr. Charles Marsh**

Chief Commercial Officer

+1 514-823-0144

[charles@deeplite.ai](mailto:charles@deeplite.ai)

203-355 Peel Street

Montréal, QC H3C 2G9

Canada

**Mr. Davis Sawyer**

Chief Product Officer

+1 438-404-3588

[davis@deeplite.ai](mailto:davis@deeplite.ai)

**Website / Site web**

[www.deeplite.ai](http://www.deeplite.ai)

**Business Sectors / Secteurs d'activité**

Artificial Intelligence

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter, but new to this market. Currently exporting to USA, Europe and Taiwan.

Key clients include LG Electronics (LG Silicon Valley Lab, a department of Zenith Electronics LLC), E-SMART, Andes Technologies and 5+ clients in a proof-of-concept phase.

**Objectives / Objectifs**

Product testing / market research.

Build on existing relationships.

Find investment opportunities (VC).

Exposure to new business prospects.

**Profile / Profil**

Deeplite is focused on the optimization and acceleration of computer vision and perception AI models for edge devices and to run more cost effectively in the cloud. Our on-premise automated software is enabling multiple AI applications across a number of vertical markets, including mobility (autonomous vehicles), consumer electronics, retail, medical devices, robotics and manufacturing, chip/semiconductor manufacturers and IoT devices. The results we have produced to date are ground breaking.

**Unique value proposition / Proposition de valeur unique**

Push-button optimization: Deeplite's on-premise automated software approach enables users to simply input their pretrained CNN model, a dataset, acceptable accuracy and press run.

Unparalleled model compression: Our existing compression rates are unmatched in the market, enabling AI applications to run on a multitude of processors and edge devices.

Data privacy and security: The software is available on premise, removing any concerns of AI models and associated datasets being shared externally.

**Target Client / Clientèle visée**

Target customers are businesses and development teams that are using machine learning or have a project and want to use it. There is no specific size or industry as AI applies everywhere.

# Downtown.AI

**Ms. Molly Millar**

Director of Business Development

+1 778-318-1244

[molly@downtown.ai](mailto:molly@downtown.ai)

1200–555 West Hastings Street

Vancouver, BC V6B 4N6

Canada

**Website / Site web**

[www.downtown.ai](http://www.downtown.ai)

**Business Sectors / Secteurs d'activité**

Artificial Intelligence

Information and Communications

Technologies (ICT)

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter, but new to this market. Currently exporting to USA, United Kingdom, Australia and the Netherlands.

Key clients include the British Columbia Ministry of Transportation, Metrolinx, University of British Columbia, and Portland State University.

**Objectives / Objectifs**

Find investment opportunities.

Exposure to new business prospects.

Immediate export sales.

**Profile / Profil**

Downtown.AI leverage machine learning and mobile

location data to accurately predict the entire human movement in cities, including all modes of transportation.

Our platform allows our partners to visualize, analyze and predict the movement in cities, allowing mobility ventures to increase revenues and allowing cities and transit agencies to optimize the placement of infrastructure and services to improve the lives of millions.

**Unique value proposition / Proposition de valeur unique**

Downtown.AI leverages the power of machine learning, mobile data and GPU-driven infrastructure, to enable analyses of past traffic and crowding, near real time and the future patterns, using accurate (85 - 90% accuracy) forecasts. Downtown.AI's cloud service is a live, real time operational environment that supports real time management, operational and planning use cases. The operational and planning cloud environment can generate new insights on the fly and visualize the traffic of entire cities.

**Target Client / Clientèle visée**

Our target customer is one that has a need to understand, daily, the human movement around their city. While we do work on one-off projects, we are ideally looking for customers who need to use our platform on a daily basis and lends itself to teams of transportation planner or teams of real estate developers. We offer annual subscriptions to the platform.

# e-Magic Inc.

**Mrs. Amy Wong**

Business Development Manager

+1 647-858-6688

[awong@e-magic.ca](mailto:awong@e-magic.ca)

29 Bloomfield Trail

Richmond Hill, BC L4E 2J8

Canada

**Website / Site web**

[www.e-magic.ca](http://www.e-magic.ca)

**Business Sectors / Secteurs d'activité**

Information and Communications

Technologies (ICT)

Smart Infrastructure

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter but new to this market. Currently exporting to USA.

Current clients are commercial building owners, new builds, and customers in the healthcare and education sectors.

**Objectives / Objectifs**

Find a sales representative/  
distributor/agent.

Find joint venture partner(s).

**Profile / Profil**

We are a Microsoft partner, a ground-breaking member of the Digital Twin Consortium, and an associate member of the Project Haystack Organization. These partnerships have allowed us to gain expansive knowledge and best practices across industries.

**Unique value proposition / Proposition de valeur unique**

TwinWorX™ is a scalable, secure and high-availability platform that integrates and normalizes all telemetry data into a single platform. This results in increased operational visibility while providing real-time and historical data for visualization, command and control, alarming, trending, reporting, analytics, optimization, machine learning and AI, integration with work order, and other business systems.

**Target Client / Clientèle visée**

Building operation.

# EPIC Semiconductors

**Ms. Linda Zadeh**

CEO

236-888-8987

[info@epic-semiconductors.com](mailto:info@epic-semiconductors.com)

126-970 Burrard Street

Vancouver, BC V6Z 2R4

Canada

**Website/ Site web**

[www.epic-semiconductors.com](http://www.epic-semiconductors.com)

**Business Sectors / Secteurs d'activité**

Automotive

Clean Technologies

Consumer Products

Information and Communications

Technologies (ICT)

Life Sciences

Sensors

Semiconductors

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter but new to this market. Currently exports to USA, France, Italy and Sweden.

Current clients are top class OEM & Tier 1.

Previously worked with LG and Samsung.

**Objectives / Objectifs**

Find joint venture partner(s).

Build on existing relationships.

**Profile / Profil**

EPIC Semiconductors (EPIC) is a technology manufacturer founded in 2008 in Vancouver, Canada.

EPIC has developed a microscopic AI sensor chip (Smart Dust) featuring energy harvesting (which eliminates the use of toxic batteries) and bidirectional non-magnetic (RF-free) wireless communication. Its small size allows it to be easily embedded into everyday objects, sensing "human actions, physical forces, chemical reactions and bio-effects".

**Unique value proposition / Proposition de valeur unique**

Smart Dust is designed to overcome the major challenges facing today's sensors: Cost, power, complexity, microwave, artificial intelligence. Smart Dust itself is no larger than 0.3x0.3mm.

No other electronic component can come even close to Smart Dust, especially with the incredible features every single Smart Dust provides.

**Target Client / Clientèle visée**

Companies looking for AI chips.



# EZ-Robot

**Mr. Dylan Beesley**

Sales & Marketing Manager

+1 587-436-3573

[dylan@ez-robot.com](mailto:dylan@ez-robot.com)

314-4000 4 Street Southeast

Calgary, AB T2G 2W3

Canada

**Website / Site web**

[www.ez-robot.com](http://www.ez-robot.com)

**Business Sectors / Secteurs d'activité**

Education

Information and Communications

Technologies (ICT)

Robotics

Education

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter, but new to this market. Currently exporting to USA, Australia, UK, the EU and Russia.

Key clients include educational institutions (primary, secondary, post-secondary), DIY makers and roboticists, and educational technology resellers.

**Objectives / Objectifs**

Find a sales representative/  
distributor/agent.

Find joint venture partner(s).

Product testing / market research.

Immediate export sales.

**Profile / Profil**

EZ-Robot is dedicated to ensuring that everyone has access to high-quality, engaging education in relevant 21<sup>st</sup>-century tech skills. We provide advanced robotic hardware and software that:

1. engages as many people as possible to foster interest in STEAM subjects;
2. educates people in the fields of coding, robotics, and technological literacy; and,
3. empowers people to embrace their inner inventor to design, build and program real-world robots and applications to help solve real-world problems.

**Unique value proposition / Proposition de valeur unique**

EZ-Robot offers a modular robotics platform that is simple enough that it can be implemented as young as 4<sup>th</sup> grade (approx. age 10), yet complex enough that usage extends into high school, post-secondary and even industry!

Beginning with block-based coding and animation frames, students can quickly have success in learning the basics of programming motions and audio/visual outputs. Advanced users can integrate voice control, object recognition, machine learning and AI to build original, real-world robots.

**Target Client / Clientèle visée**

Resellers with experience in edtech sales to schools in the region, ideally with history working with the Department of Education. Our products are suitable for grades 4-12 and university-level as well (ages 10 and up).

# Funartech

**Mr. Nikolaj Van Omme**

CEO

+1 514-588-2490

[nikolaj@funartech.com](mailto:nikolaj@funartech.com)

406-4570 chemin Queen Mary

Montréal, QC H3W 1W6

Canada

**Website / Site web**

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

**Business Sectors / Secteurs d'activité**

Artificial Intelligence

Information and Communications

Technologies (ICT)

Multisector

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter, but new to this market.

Key clients include the Port of Montréal, Sushi Taxi, and MMQ.

**Objectives / Objectifs**

Find joint venture partner(s).

Product testing / market research.

Exposure to new business prospects.

**Profile / Profil**

We create algorithms and SaaS (Software as a service) systems for our clients using a combination of machine learning, operational research, statistics and other mathematics sub fields. Our solutions can be adapted to any type of sector or issue.

**Unique value proposition / Proposition de valeur unique**

Our hybrid approach allows us to maximize industrial processes by 10%, 20% or even 40% with respect to solutions for our clients. Our hybrid approach is also unlike any other in the world, so far.

**Target Client / Clientèle visée**

We largely target medium sized and large companies that care about the environment. Our solutions allow them to increase their earnings and/or reduce costs while polluting less, in most cases.

# Immune Biosolutions

**Mr. Frédéric Leduc**

CEO

+1 855-346-3449

[fleduc@ibiosolutions.com](mailto:fleduc@ibiosolutions.com)

2650 rue Maximilien-Chagnon

Sherbrooke, QC J1E 0M8

Canada

**Website / Site web**

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

**Business Sectors / Secteurs d'activité**

Life Sciences

Biotech

Health Tech

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter but new to this market. Currently exports to USA, Europe and Japan.

Current partners include J&J.

**Objectives / Objectifs**

Find investment opportunities.

Exposure to new business prospects.

Find biopharmaceutical partners for the discovery and development of new drugs based on our platform technologies.

Seeking potential investors in our upcoming Series-A funding.

**Profile / Profil**

Immune Biosolutions is a biotech company focused on the discovery, engineering and the development of humanized chicken antibodies targeting difficult proteins with a validated and unexploited therapeutic potential. At Immune Bio, we strongly believe that biologics can transform and save lives. Leveraging our technology platforms, we hack the immune system of chickens to discover and engineer the next generation of immunotherapies.

**Unique value proposition / Proposition de valeur unique**

Leveraging our AI-powered antibody discovery platforms, we create safe and high-affinity humanized antibodies in several therapeutic areas in partnerships (from academia to big pharma) by combining expertise to achieve our goals faster and efficiently, where others have failed or never dared to explore.

**Target Client / Clientèle visée**

Biopharmaceutical start-ups, SMEs and big corporations.

# Infrastructure Data Solutions, Inc.

**Mr. Serge Vanasse**

VP, Business Development

778-628-5343

[svanasse@ids.consulting](mailto:svanasse@ids.consulting)

2 Research Drive

Regina, SK S4S 7H9

Canada

**Website / Site web**

[www.ids.consulting](http://www.ids.consulting)

**Business Sectors / Secteurs d'activité**

Information and Communications

Technologies (ICT)

Infrastructure

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter, but new to this market. Currently exports to USA.

Key clients have included Canadian municipalities (Regina, Vernon, Lethbridge, Burnaby), transit operators (TransLink), the US Department of Transportation (Iowa, California, 12 US Midwest states), and the Port of Vancouver.

**Objectives / Objectifs**

Find joint venture partner(s).

Exposure to new business prospects.

Find local partners to implement its solutions and to be involved in product R&D to specifically address local legislation and policies related to infrastructure asset management.

**Profile / Profil**

Infrastructure Data Solutions Inc. (IDS) provide innovative data analytics and engineering-based optimization solutions to optimize the renewal planning of infrastructure assets managed by transportation agencies managing roads and bridges, water, wastewater, gas and electric utilities, transit agencies, and municipalities. IDS address the long-standing challenging problem of renewal and capital planning. Since its inception, IDS was recognized as an innovative company.

**Unique value proposition / Proposition de valeur unique**

Asset Optimizer is a new generation of high-performance cloud-based, GIS-enabled AI/machine learning solutions, supporting optimized investment planning of linear and non-linear infrastructure assets. It implements the industry's most advanced artificial intelligence-based algorithms to support the development of strategic asset management plans and optimal risk-based project selection to maximize assets performance, and minimize risk and life cycle costs.

**Target Client / Clientèle visée**

Target customers are any public and private sector organizations responsible for the long-term sustainability of their infrastructure. Examples are utilities (electric, gas, water, wastewater), transportation (roads, highways, bridges, tunnels), public transit (rail, bus), ports, airports and municipalities.

# Invision AI

**Ms. Allison Stockdale**

Director of Operations

+1 416-797-5773

[allison.stockdale@invision.ai](mailto:allison.stockdale@invision.ai)

2 Carlton Street

Toronto, ON M5B 1J3

Canada

**Website / Site web**

[www.invision.ai](http://www.invision.ai)

**Business Sectors / Secteurs d'activité**

Defence and Security

Transportation

Supply chain/distribution

Rail

**Experience and Key Clients /****Expérience et clients clés**

Experienced and active exporter, but new to this market.

Key clients include LG, Department of National Defence (Canada), Canadian Research Commission, Ciena, Ericsson, Ontario Ministry of Transportation, Transurban, Siemens, and Thales Group.

**Objectives / Objectifs**

Learn more about the Korean market.

Find joint venture partner(s).

Find investment opportunities.

Exposure to new business prospects.

Find sales opportunities.

**Profile / Profil**

Invision AI is a provider of next-generation artificial intelligence vision systems that are highly efficient and scalable, designed specifically for applications where speed, cost and privacy are paramount.

Invision software enables remote cameras and other sensors in the field to interpret the world around them without relying on an internet or cloud connection. We provide a full range of analytics including the detection of objects, such as people and vehicles, recognition (e.g. facial or act).

**Unique value proposition / Proposition de valeur unique**

Our system is trained in the cloud, e.g. by ingesting video where the objects and activities of interest have been manually annotated. This learning is then distilled into software efficient enough to run on inexpensive low-powered devices, including IP security cameras, drone cameras, body- or vehicle-mounted cameras, making deployment to hundreds, or hundreds of thousands of devices, technologically and financially viable today.

**Target Client / Clientèle visée**

Invision AI is aiming to partner with Korean companies for their autonomous rail, vehicle occupancy detection, and AI surveillance/security solutions.

# KA Imaging

**Mr. Amol Karnick**

CEO

+1 416-878-0449

[akarnick@kaimaging.com](mailto:akarnick@kaimaging.com)

3-560 Parkside Drive

Waterloo, ON N2L 5Z4

Canada

**Dr. Karim S. Karim**

CTO

+1 647-778-8027

[kkarim@kaimaging.com](mailto:kkarim@kaimaging.com)

**Website / Site web**

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

**Business Sectors / Secteurs d'activité**

Aerospace

Automotive

Defence and Security

Information and Communications

Technologies (ICT)

Life Sciences

**Experience and Key Clients /****Expérience et clients clés**

New exporter. Currently exporting to Australia.

Key clients include hospitals, imaging centers, and distributors.

**Objectives / Objectifs**

Find a sales representative/  
distributor/agent.

Immediate export sales.

**Profile / Profil**

KA Imaging designs and manufactures innovative digital X-ray imaging detectors and systems for healthcare, industrial, veterinary and scientific imaging markets. KA Imaging's world first portable dual energy X-ray detector called Reveal enables early disease detection at the bedside by subtracting bones and lungs from a conventional X-ray image and is a direct replacement for traditional digital X-ray detectors. Reveal is both US FDA 510(k) cleared and Health Canada approved.

**Unique value proposition / Proposition de valeur unique**

Mobile X-ray images are traditionally blurry and are difficult to read, especially by inexperienced clinicians, leading to incorrect diagnoses – especially in the emergency room and intensive care unit where access to CT and/or expert radiologists is limited (e.g. during off hours).

The Reveal X-ray detector replaces mobile X-ray detectors, and by removing bones and lungs from the X-ray image, even junior clinicians can diagnose more accurately and faster saving both money and lives.

**Target Client / Clientèle visée**

Target customers are hospitals and imaging centers.

End users are pulmonologists, radiologists, and other internists.

Since we have US FDA clearance on the Reveal product, the regulatory requirement to enter South Korea has been met, so we are actively looking for a South Korean distributor who can help bring the product into the local market.

# Lemay.ai Inc.

**Mrs. Giselle Bagatini**

AI Strategy Consultant

+1 778-512-7037

[giselle@lemay.ai](mailto:giselle@lemay.ai)

900 Lady Ellen Place

Ottawa, ON K1Z 5L5

Canada

**Website / Site web**

[www.lemay.ai](http://www.lemay.ai)

**Business Sectors / Secteurs d'activité**

Information and Communications

Technologies (ICT)

Artificial Intelligence

Professional Services

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter, but new to this market. Currently exporting.

Key clients are across the private and public sectors.

**Objectives / Objectifs**

Exposure to new business prospects.

**Profile / Profil**

Lemay.ai is a specialized consultancy that provides artificial intelligence, machine learning, and deep learning solutions to SMBs and enterprises. Our company is led by two engineers, Mathieu Lemay and Daniel Shapiro, PhD, performing research and development and rapid deployment of solutions in the field of Artificial Intelligence/Deep Learning (AI/DL).

Verticals we have experience with: Aerospace and defense, Banking and fintech, Retail and eCommerce, Consumer products and services, Government, Energy, Human resources, AgriTech, Medical and Pharmaceuticals, Logistics and Supply Chain.

**Unique value proposition / Proposition de valeur unique**

We have delivered AI/DL products to both private and public sector clients, and have performed research in the AI/DL fields of natural language understanding, automated data segmentation, sentiment analysis, recommendation systems, text/image similarity and more.

Lemay.ai is a top-tier AI supplier to the Government of Canada. We are also an NVIDIA Preferred Solutions Advisor. Currently, our bilingual team holds 5 patents, 8 certifications, and over 35 publications.

**Target Client / Clientèle visée**

Medium to large enterprises.

Clients looking for document intelligence, predictive maintenance, customer archetypes, Sensor Fusion, Video Tagging & Metadata Generation, Object Recognition (Visual and Radar), Logistics Optimization, Recommendation Engines, etc.

# Mapsted Corp.

**Mrs. Daniela Masri**

Business Development Manager

+1 365-292-2592

[d.masri@mapsted.com](mailto:d.masri@mapsted.com)

200-200 Matheson Boulevard West  
Mississauga, ON L5R 3L7  
Canada

**Website / Site web**

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

**Business Sectors / Secteurs d'activité**

Information and Communications

Technologies (ICT)

Software Solutions

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter but new to this market. Currently exporting to North America, Japan, Netherlands, Portugal, UK, Qatar, UAE, South Africa, India and Malaysia.

Key clients include Indian Railways, Dubai Mall, other partners and direct clientele.

**Objectives / Objectifs**

Find a sales representative/  
distributor/agent.

Exposure to new business prospects.

Immediate export sales.

To introduce its world leading hardware-free location technology to direct customers in South Korea and establish successful partnerships with best-in-class companies.

**Profile / Profil**

Mapsted provides advanced location-based technology solutions for mobile devices, web, and kiosk. Our seamless outdoor-indoor navigation/positioning solutions can be easily integrated into any platform. Mapsted's advanced Location Analytics Technology delivers powerful journey analysis management. Our Location Marketing Technology provides marketing segmentation and customer engagement tools that help you gain deep insights into your market segments and target alerts and notifications.

**Unique value proposition / Proposition de valeur unique**

Mapsted is the only company world-wide that provides location positioning services without the use of any external hardware. Mapsted's technology is recognized globally, and the company currently holds 70 patents.

**Target Client / Clientèle visée**

Partners and business in the retail, finance, real estate, healthcare, transportation and education spaces.



# MDA

**Mr. Ian McLeod**

Vice President, International

+1 613-355-9823

[ian.mcleod@mda.space](mailto:ian.mcleod@mda.space)

9445 Airport Road

Brampton, ON L6S 4J3

Canada

**Mr. Dan King**

Business Development

+1 416-451-2142

[Dan.king@mda.space](mailto:Dan.king@mda.space)

**Website / Site web**

[mda.space](http://mda.space)

**Business Sectors / Secteurs d'activité**

Aerospace

Defence and Security

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter currently doing business in South Korea, but interested in expanding network.

Currently exporting globally.

Key clients are space agencies, major space prime contractors, and government (defence and others with space/defence applications).

**Objectives / Objectifs**

Find a sales representative/  
distributor/agent.

Find joint venture partner(s)

Find investment opportunities

Exposure to new business prospects

Immediate export sales.

**Profile / Profil**

Serving the world from our Canadian home and our global offices, MDA is an international space mission partner and a robotics, satellite systems and geointelligence pioneer with a 50-year story of firsts on and above the Earth.

Today, we're leading the charge towards viable Moon colonies, enhanced Earth observation, communication in a hyper-connected world, and more. Together with our many intrepid partners, we're working to change our world for the better, on the ground and in the stars.

**Unique value proposition / Proposition de valeur unique**

MDA operates with the innovation and drive of a "New Space" company but with a 50+ year track record of successful space missions we bring unmatched experience to everything we do. With expertise in robotics, antennas, electronics, ground stations, and full mission design and operations, we can enable missions of any size.

**Target Client / Clientèle visée**

Anyone involved in space and defence. On the defence side, mostly Navy, Air Force, and Intelligence services.

# Micro Engineering Tech Inc. (METI)

**Mrs. Daihong Chao**

Business Development Manager

+1 403-457-3112

[daihong.chao@meng-tech.com](mailto:daihong.chao@meng-tech.com)

300-1716 16 Avenue Northwest

Calgary, AB T2M 0L7

**Website / Site web**

[www.meng-tech.com](http://www.meng-tech.com)

**Business Sectors / Secteurs d'activité**

Automotive

Energy

Information and Communications

Technologies (ICT)

Autonomous Driving

Smart Cities

3D Scanning

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter but new to this market. Currently exporting to the Middle East.

Key clients are Strategymind and DXC Technology in Germany, Seabed in the Netherlands, Navdata in Finland and Russia, BICAD in China, Midad in Saudi Arabia, Logicbus and MRO Labstech in Mexico, and MEEG in Egypt.

**Objectives / Objectifs**

Find a sales representative/  
distributor/agent.

Exposure to new business prospects.

Establish new R&D partnerships.

Establish a B2B distribution network  
that will service system integrators.

**Profile / Profil**

Micro Engineering Tech Inc. (METI) is an innovative system integrator that focuses on using its experience and intellectual property to provide software as a service for engineering, mining, energy, and autonomous/connected vehicle sectors.

We listen to our customers' problems and work with them to find solutions. METI is a pioneering digital transformation solutions and services provider.

**Unique value proposition / Proposition de valeur unique**

METI has extensive experience in laser scanning, radar, cameras, UAV, GNSS, data analytics, AI, IoT, navigation solutions, SaaS, cloud-based solutions for creating connected HD maps and localization solutions for autonomy and capital asset management.

Solutions are multidimensional, by integrating 3D derivative products from HD maps with METI's IoT platform called Smart Infinity Dimensions ( $S^\infty D$ ), to serve smart cities, autonomous applications, energy, and complex structures.

**Target Client / Clientèle visée**

Our target customers are primarily OEM user companies such as auto firms (Tier 1 and 2), technology firms, transportation firms, rental firms, robotics firms, mobile mapping firms, indoor surveying firms, and virtual reality (VR) firms.

# Mirametrix, Inc.

**Mr. Denis Lavallée**

CEO

+1 646-352-2117

[Denis@mirametrix.com](mailto:Denis@mirametrix.com)

700-460 Sainte-Catherine Street West  
Montréal, QC H3B 1A7  
Canada

**Website / Site web**

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

**Business Sectors / Secteurs d'activité**

Artificial Intelligence

Information and Communications

Technologies (ICT)

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter currently doing business in South Korea, but interested in expanding network.

Currently exporting to USA, China, Japan and Korea.

Key clients include Lenovo, LG Electronics, NEC and TPV.

**Objectives / Objectifs**

Find a sales representative/distributor/agent.

Exposure to new business prospects.

Build on existing relationships.

Find joint venture partner(s).

**Profile / Profil**

Software company leading a new generation of technological innovations and advancements in AI & Computer Vision. Global technology leaders in consumer electronics and automotive partner with us to fast track AI programs and to bring to market the concept of smarter devices and vehicles. Our core offering includes a hardware-agnostic and software-only platform powered by the most advanced Attention Sensing (3D face, eye and gaze tracking) and object detection technologies.

**Unique value proposition / Proposition de valeur unique**

Mirametrix provides a faster go-to-market strategy with a market-proven technology and a team of world-class AI experts with a track record of success. As a software-only and vertical-agnostic platform with the lowest edge-computing footprint, the technology enables smarter devices across all markets. Our cross-disciplinary expertise help our partners bridge the gap between fundamental research in AI and software engineering for the delivery of commercial-grade software products.

**Target Client / Clientèle visée**

We operate in two markets: consumer electronics and automotive.

In consumer electronics, target customers include OEM/ODM companies looking for AI capabilities for the design/development of "smarter devices".

In automotive, target customers include OEM/Tier 1s companies looking for AI capabilities for the design and development in Driver/In-Cabin Status Monitoring solutions.

# Octasic Inc.

**Mr. Jay Park**

Sr. Director / Business Dev. Manager

+1 514-282-767

[jay.park@octasic.com](mailto:jay.park@octasic.com)

30-2901 rue Rachel Est

Montréal, QC H1W 4A4

Canada

**Website / Site web**

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

**Business Sectors / Secteurs d'activité**

Defence and Security

Information and Communications

Technologies (ICT)

Telecommunications

**Experience and Key Clients /****Expérience et clients clés**

New exporter. Currently exporting to North and South America and Europe.

Key clients are telecommunication service providers and BTS equipment manufacturers.

Some business experience in South Korea with limited sales.

**Objectives / Objectifs**

Find a sales representative/  
distributor/agent.

Find joint venture partner(s).

Exposure to new business prospects.

Immediate export sales.

**Profile / Profil**

Founded in 1998 and headquartered in Canada, Octasic develops innovative programmable processors for mobile wireless markets such as proprietary 4G/5G-based networks. Octasic's Opus-based processor technology, programming tools, software and reference code reduce costs, mitigate risk, accelerate time to market, and allow developers to focus engineering resources on their areas of differentiation.

**Unique value proposition / Proposition de valeur unique**

With 20 years of technology development in low-power programmable System-on-Chip solutions, Octasic products deliver a low-power, low-latency "5G Small Cell on a Chip" for both commercial and private networks. The company's leading quality VoIP, HD video and multi-standard wireless basestation multi-core DSP solutions are based on Opus, a unique asynchronous DSP architecture.

Our products are from software, SoC silicon, PCB board level and equipment at telecommunication industry.

**Target Client / Clientèle visée**

Companies who work with the telecommunications and defense industries.

Telecommunication base station equipment companies for our 5G/4G/3G/2G software and SoC.

Law enforcement and government sectors for our security telecommunication equipment.

ip-PBX manufacturing companies or ip-PBX R&D firms.

# OVA Inc.

**Mme Lucie Rivard**

Co-Founder & COO

+1 418-571-8828

[lrivard@ova.ai](mailto:lrivard@ova.ai)

910-2590 boulevard Laurier

Québec, QC G1V 4M6

Canada

**Website / Site web**

[www.meng-tech.com](http://www.meng-tech.com)

**Business Sectors / Secteurs d'activité**

Aerospace

Defence and Security

Education

Information and Communications

Technologies (ICT)

Virtual reality and augmented reality

Artificial Intelligence

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter but new to this market. Currently exporting to Japan, USA, China and Taiwan.

Key clients include Nikon, Hydro-Québec, the Royal Canadian Navy, Bombardier, the Canadian Armed Forces, Northwell Healthcare, Taktik 360, Ellicom, LCI College, and Desjardins.

**Objectives / Objectifs**

Product testing / market research.

Build on existing relationships.

Find investment opportunities.

Continue discussions with VCs.

**Profile / Profil**

Most mixed reality (XR) content that exists today has been developed by teams of highly talented and technical individuals with experience using professional 3D engines or with backgrounds in programming. The steep learning curve and difficulty of building XR has limited the amount of available content. StellarX, powered by OVA, is the best sandbox available for non-programmers to develop their own XR environments, and allows them to build through simple drag-and-drop creation.

**Unique value proposition / Proposition de valeur unique**

Our patent-pending product, StellarX, can let people create their own interactions from within virtual or augmented reality, which you can't find in other solutions. This state-of-the-art visual scripting system lets non-pro-users carry out simulation, training scenarios, virtual collaboration, prototyping or design thinking.

**Target Client / Clientèle visée**

Subject matter experts.

# Plotly Technologies Inc.

**Mr. Alexandre Bernier**

Vice President, Finance

+1 514-229-6639

[Alexandre@plot.ly](mailto:Alexandre@plot.ly)

118-5555 avenue de Gaspé

Montréal, QC H2T 2A3

Canada

**Mr. Jingning Zhang**

Marketing

[Jingning@plot.ly](mailto:Jingning@plot.ly)

**Website / Site web**

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

**Business Sectors / Secteurs d'activité**

Information and Communications

Technologies (ICT)

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter, but new to this market. Currently exporting to USA, United Kingdom, Germany, Singapore, Australia, the Netherlands, Saudi Arabia, Norway, Indonesia, Switzerland, Italy, Spain and Ireland. Key clients include large global corporations, research organizations and government.

**Objectives / Objectifs**

Find a sales representative/  
distributor/agent.

Find joint venture partner(s).

Product testing / market research.

Exposure to new business prospects.

Immediate export sales.

**Profile / Profil**

Plotly Technologies is the developer of Dash Enterprise, the world's most trusted framework for building artificial intelligence, machine learning and data science web applications. Dash is the fastest, most flexible and scalable way to deliver advanced and predictive analytics to decision-makers solving for the world's most pressing problems.

Plotly is behind the analytics of tomorrow's industries: autonomous vehicles, clean energy, quantum computing, advanced materials and therapeutics.

**Unique value proposition / Proposition de valeur unique**

Plotly Technologies allows data science teams to build and deploy analytic web applications in their programming language of choice (Python, R, or Julia) at 5% the cost. Dash Enterprise enables all advanced analytics use-cases: machine learning, natural language processing, computer vision, etc. Dash allows moving faster by deploying and updating applications without IT support. It scales effortlessly to support mission-critical applications.

**Target Client / Clientèle visée**

Our target customers are data science program leaders and chief technology officers at any company heavily investing in advanced analytics and artificial intelligence.

Our end-users are data science developers and company executives.

# Variational AI Inc.

**Mr. Handol Kim**

Co-Founder & CEO

+1 604-761-7199

[handol@variational.ai](mailto:handol@variational.ai)

201–577 Great Northern Way

Vancouver, BC V5T 1E1

Canada

**Website / Site web**

[www.variational.ai](http://www.variational.ai)

**Business Sectors / Secteurs d'activité**

Life Sciences

Artificial Intelligence

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter, but new to this market. Currently exporting to USA.

Key clients include the US Food and Drug Administration, adMare BioInnovations, and Vancouver Prostate Centre.

**Objectives / Objectifs**

Exposure to new business prospects.

Find partnerships.

**Profile / Profil**

Variational AI discovers novel small molecule drugs for targets that are efficacious, safe, and synthesizable.

Our goal is to compress early-stage discovery into months versus years to redefine the economics of drug development.

**Unique value proposition / Proposition de valeur unique**

Variational AI's proprietary generative AI algorithm, Enki, has demonstrated the world's best published AI/machine learning algorithmic performance in molecular property prediction and optimization.

Enki is currently being validated through application to a range of cancer, infectious disease (SARS-CoV-2), and central nervous system targets.

**Target Client / Clientèle visée**

Korean biopharma companies developing small molecule drugs.

# Ventripoint Diagnostics

**Dr. Alvira Macanovic**

Vice-President

+1 647-201-3327

[amacanovic@ventripoint.com](mailto:amacanovic@ventripoint.com)

605–2 Sheppard Avenue East

Toronto, ON M2N 5Y7

Canada

**Website / Site web**

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

**Business Sectors / Secteurs d'activité**

Life Sciences

Medical Devices

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter, but new to this market. Currently exporting to USA and Europe.

Key clients are hospitals.

**Objectives / Objectifs**

Find a sales representative/  
distributor/agent.

Find joint venture partner(s).

Build on existing relationships.

Find investment opportunities.

Exposure to new business prospects.

Immediate export sales.

**Profile / Profil**

Ventripoint Diagnostics is a medical device company engaged in the development and commercialization of a breakthrough non-invasive diagnostic tool to monitor patients with heart disease and congenital heart problems for both pediatrics and adults.

The Ventripoint team has made excellent progress in developing our technology and securing regulatory approval in Canada, USA and Europe, and was poised to enter a growth phase driven by international sales. We are looking to expand out into other countries.

**Unique value proposition / Proposition de valeur unique**

The VMS+ is the first cost effective and accurate system for measuring the function of all 4 chambers of the heart and is the only approved way to provide volumetric cardiac assessment with accuracy equivalent to MRI.

**Target Client / Clientèle visée**

Our target customers are cardiologists and echosonographers in hospitals.



# WeavAir

**Ms. Natalia Mykhaylova**

CEO

+1 416-276-4495

[natalia@weavair.com](mailto:natalia@weavair.com)

709-2067 Lakeshore Boulevard West  
Toronto, ON M8V 4B8  
Canada

**Website / Site web**

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

**Business Sectors / Secteurs d'activité**

Aerospace

Automotive

Clean Technologies

Defence and Security

Energy

Information and Communications

Technologies (ICT)

Air quality monitoring

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter currently doing business in South Korea, but interested in expanding network.

Currently exports to Korea, Singapore and Germany. Key clients are transportation companies.

**Objectives / Objectifs**

Find joint venture partner(s).

Product testing / market research.

Build on existing relationships.

Find investment opportunities.

Exposure to new business prospects.

Meet distribution partners and R&D collaboration partners.

**Profile / Profil**

Proactive end-to-end solution for air distribution systems that prevents the spread of contamination and infection, while reducing operational and maintenance costs. WeavAir offers continuous data-driven solution composed of plug-and-play multi-sensor IoT devices that measure 20 different metrics at 95% accuracy and predictive software to enable fast and accurate decisions and autonomous systems.

**Unique value proposition / Proposition de valeur unique**

WeavAir helps operators save up to 30% of operation and maintenance costs, save up to 60% of energy, and make better decisions to control of the spread of airborne contaminants and infections like COVID-19, while reducing liability and downtime.

**Target Client / Clientèle visée**

Building managers and maintenance service providers of industrial and healthcare buildings, because of their high operations and maintenance costs.

# Wedge Networks, Inc.

**Mr. Rob Fong**

Chief Operating Officer

+1 403-276-5356

[rob.fong@wedgenetworks.com](mailto:rob.fong@wedgenetworks.com)

T1-104—110 12 Avenue Southwest  
Calgary, AB T2R 0G7  
Canada

**Website / Site web**

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

**Business Sectors / Secteurs d'activité**

Information and Communications

Technologies (ICT)

Cybersecurity

Software Development

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter but new to this market. Currently exports to Asia, the Middle East, Europe, North Africa and North America. Key clients include the Rhea Group, Edgecore Technologies, Massila Tech, Bangkok Systems, and Ingram Micro. Limited experience in South Korea: in 2019 the company had a local representative engaging with potential partners.

**Objectives / Objectifs**

Find a sales representative/  
distributor/agent.

Find joint venture partner(s).

Exposure to new business prospects.

Immediate export sales.

Re-establish channels.

**Profile / Profil**

Wedge is a real-time threat prevention solutions company.

Its innovative technology platform, WedgeARP™, is a software-defined orchestrated network security system.

Deployed in data centers by enterprises, governments and managed security service providers, WedgeARP™ inspects, detects, and blocks in real time malware and cyber threats (known, unknown and customized) through its patented Deep Content Inspection tech, optimization algorithms combined with AI on an orchestrated platform.

**Unique value proposition / Proposition de valeur unique**

Similar to the situation facing the potential overwhelming of healthcare resources resulting from today's ongoing global pandemic with the coronavirus, information technology and security operations resources have already passed the point of being overwhelmed. This concept, described as the "EXPANDING SECURITY GAP"—not enough people, time or money to effectively deal with the problem—is where Wedge can help.

**Target Client / Clientèle visée**

Financial, government, healthcare and critical infrastructure. Organizations that wish to protect their business continuity/integrity, manage compliance requirements, protect assets/data and protect their reputation.

# Xiris Automation Inc.

**Mr. David Garrard**

Director - APAC

+6-013-324-0628

[dgarrard@xiris.com](mailto:dgarrard@xiris.com)

C5-1016 Sutton Drive

Burlington, ON L7L 6B8

Canada

**Website / Site web**

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

**Business Sectors / Secteurs d'activité**

Aerospace

Automotive

Energy

Industrial Machinery

Oil and Gas

Shipbuilding

**Experience and Key Clients /****Expérience et clients clés**

Experienced exporter currently doing business in South Korea, but interested in expanding network.

Currently exporting to USA, Germany, France, UK, China, Japan, Spain, Italy, Brazil, Sweden, Singapore, Australia and Mexico.

Key clients include steel tube manufacturers and companies that make or use automated welding systems.

**Objectives / Objectifs**

Build on existing relationships.

Exposure to new business prospects.

Immediate export sales.

**Profile / Profil**

Xiris has been developing machine vision products for process and quality control for 30 years. Building trusted relationships and solving complex problems while we innovate quality-driven weld monitoring and inspection systems has placed Xiris as the global leader in our market. Delivering best-in-class defect detection and mitigation solutions leads to customer ROI and market share. We service transport, aerospace, tube mills, shipbuilding, heavy fabrication, additive manufacturing, and R&D.

**Unique value proposition / Proposition de valeur unique**

Xiris Automation has been able to develop specialty optical solutions that attenuate the extreme brightness of metal fabrication processes without losing the background details. Our proprietary camera technology allows detailed real-time close up monitoring of welding and other metal deposition processes – including additive manufacturing. Our supporting software allows innovative manufacturers to interface these cameras to machine control processes, AI and IoT backends.

**Target Client / Clientèle visée**

Companies that do a lot of welding with automatic welding equipment, for example, ship building, pipe manufacturing, oil and gas infrastructure building (refineries, drilling platforms, etc.), power generation construction and repair.