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**SOLICITATION AMENDMENT  
MODIFICATION DE L'INVITATION**

The referenced document is hereby revised; unless otherwise  
indicated, all other terms and conditions of the Solicitation  
remain the same.

Ce document est par la présente révisé; sauf indication contraire,  
les modalités de l'invitation demeurent les mêmes.

**Comments - Commentaires**

**Vendor/Firm Name and Address**

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**Issuing Office - Bureau de distribution**

Defence Communications Division. (QD)

11 Laurier St./11, rue Laurier

Place du Portage, Phase III, 8C2

Gatineau, Québec K1A 0S5

<b>Title - Sujet</b> (CJIM) capital project C.003040	
<b>Solicitation No. - N° de l'invitation</b> W8476-216393/A	<b>Amendment No. - N° modif.</b> 002
<b>Client Reference No. - N° de référence du client</b> W8476-216393	<b>Date</b> 2022-03-21
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$QD-028-28467	
<b>File No. - N° de dossier</b> 028qd.W8476-216393	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> Eastern Standard Time EST <b>on - le 2022-12-30</b> Heure Normale du l'Est HNE	
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Garate, Oscar	<b>Buyer Id - Id de l'acheteur</b> 028qd
<b>Telephone No. - N° de téléphone</b> (876) 355-3354 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

**Instructions: See Herein**

**Instructions: Voir aux présentes**

<b>Delivery Required - Livraison exigée</b>	<b>Delivery Offered - Livraison proposée</b>
<b>Vendor/Firm Name and Address</b> <b>Raison sociale et adresse du fournisseur/de l'entrepreneur</b>	
<b>Telephone No. - N° de téléphone</b> <b>Facsimile No. - N° de télécopieur</b>	
<b>Name and title of person authorized to sign on behalf of Vendor/Firm</b> <b>(type or print)</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/</b> <b>de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

## **Amendment # 2**

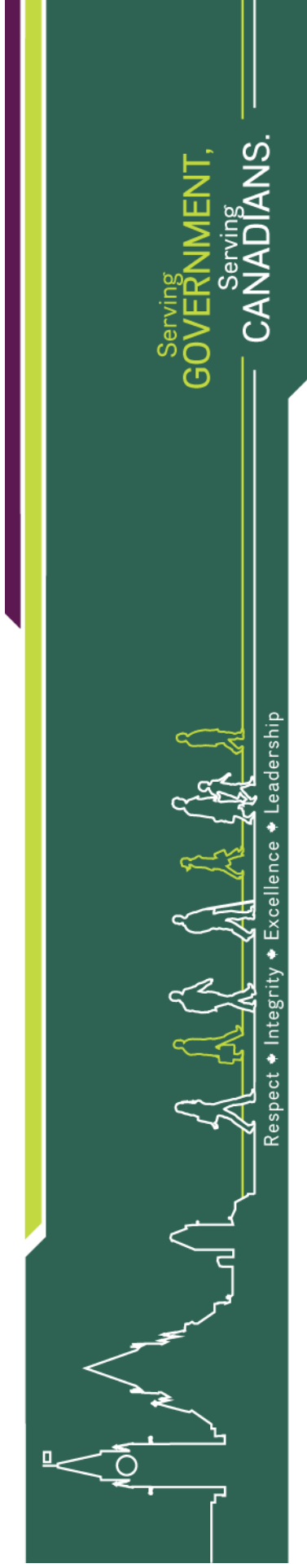
**This Administrative Amendment # 2 is raised to add the following:**

- a. Industry Day deck in English and French.
- b. Industry Day participants list.

## **Modification # 2**

**Cette modification administrative # 2 est émise pour ajouter ce qui suit :**

- a. Présentation de la journée de l'industrie en anglais and français .
- b. Liste de participants a la journée de l'industrie.



# Combined Joint Intelligence Modernization (CJIM) Project

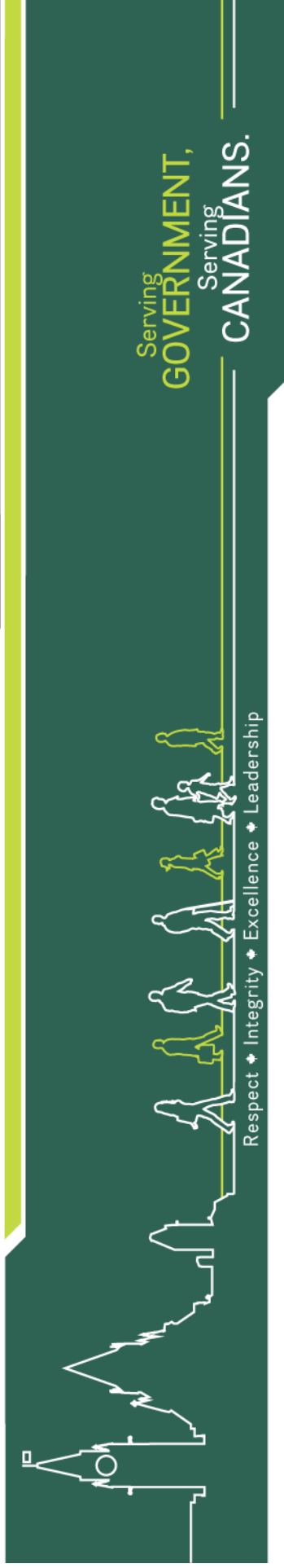
# *Industry Day*

## 23 February 2022



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# Welcome & Process Overview

## Oscar Garate

Public Services and Procurement Canada  
Land & Aerospace Equipment Procurement & Support  
Sector (LAEPSS) QD Division

[oscar.garate@pwgsc.gc.ca](mailto:oscar.garate@pwgsc.gc.ca)

[oscar.garate@tpsgc-pwgsc.gc.ca](mailto:oscar.garate@tpsgc-pwgsc.gc.ca)



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# One-on-One

## Meetings with Suppliers

- Wednesday 23 February 2022
- Thursday 24 February 2022
- Friday 25 February 2022
- Monday 28 February 2022

**Invitations to be received on Tuesday, February 22<sup>nd</sup>**

Teleconferencing, MS Teams

# Agenda

- 1100 – 1105h Welcome
- 1105 – 1120h Overview – Major Nadir Masood,  
Deputy Project Manager (DND)
- 1120 – 1135h Requirements – Major Olivier Lafrenière-Abel,  
Project Director (DND)
- 1135 – 1200h Industrial and Technological Benefits – Lexi  
Zamojski, Project Officer (ISED)

# Request for Information (RFI) Package

The CJIM Project RFI is structured in the following manner:

Part 1: Purpose, Background, Schedule, Contact, Submission

Part 2: CJIM Project description and Sustainment approach

Part 3: Questions & Response Templates

## Annex A – REQUIREMENT

Appendix 1: Application of the Industrial and Technological Benefits (ITB) Policy

Appendix 2: Acronyms, Abbreviations and Terminology

Appendix 3: Applicable Documents

## Annex B – INDUSTRY RESPONSE TEMPLATE

**Response Matrix (Excel) is available upon request**

# Industry Day

The intent of this RFI process is to seek information from Industry, to assist the CJIM Project:

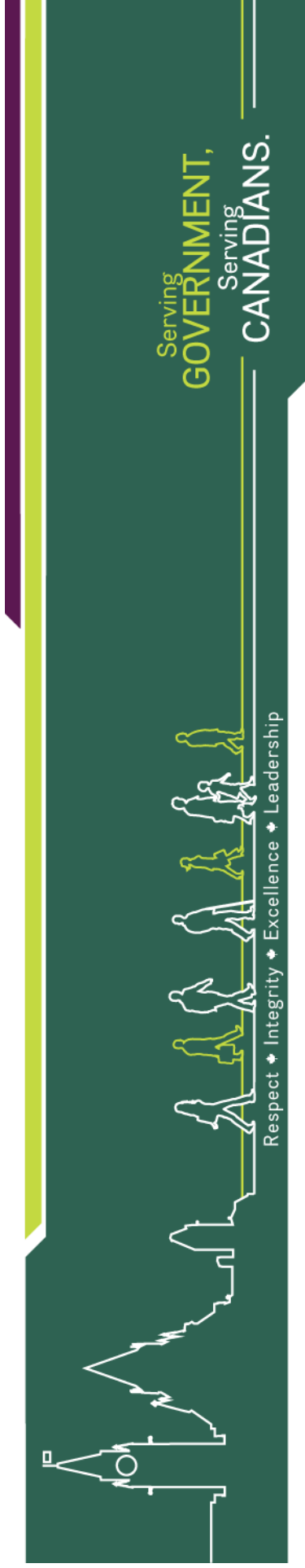
- ✓ Provide Industry with initial information related to the Combined Joint Intelligence Modernization (CJIM) project;
- ✓ Request information and feedback regarding indicative cost estimates;
- ✓ Determine the capability of Industry to satisfy the requirements;
- ✓ Obtain feedback on any issues that would impact any resulting solicitation or DND's requirements;
- ✓ Inform and engage industry on the Industrial and Technological Benefits (ITBs) Policy, including Value Proposition (VP)



# Industry Engagement

The RFI process with industry allows:

- Canada to refine the requirement based on technical feasibility, set realistic budgets, develop an informed procurement approach and contracting nuances
- Industry to provide crucial feedback on the requirement, procurement approach and offer potential alternatives



# CJIM Overview

## **Major N. Masood**

D/Project Manager

Combined Joint Intelligence Modernization

Department of National Defence

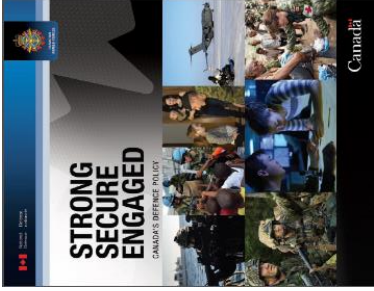


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# CJIM Objectives

- Deliver multi-source intelligence deployable capabilities;
- Address capability gaps in intelligence operations at the Top Secret security classification; and
- Increase capabilities to address allied and coalition interoperability requirements

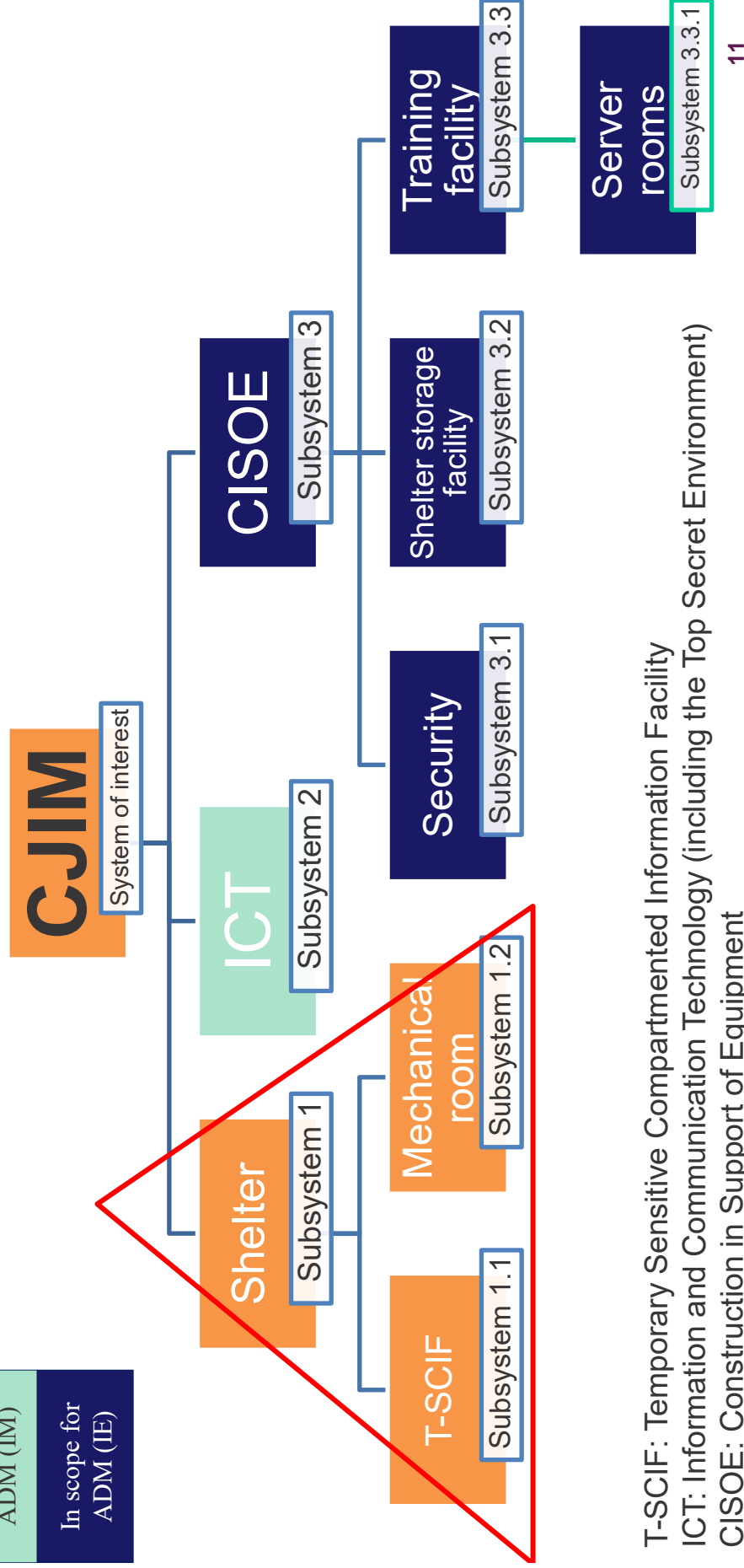


# CJIM subsystems

- **Subsystem 1:** Deployable and scalable shelter system accredited for TS operations to enable rapidly deployable Intelligence capabilities.
- **Subsystem 2:** Information systems (up to Top Secret classification)
- **Subsystem 3:** Facility for storage of shelters and associated information systems.

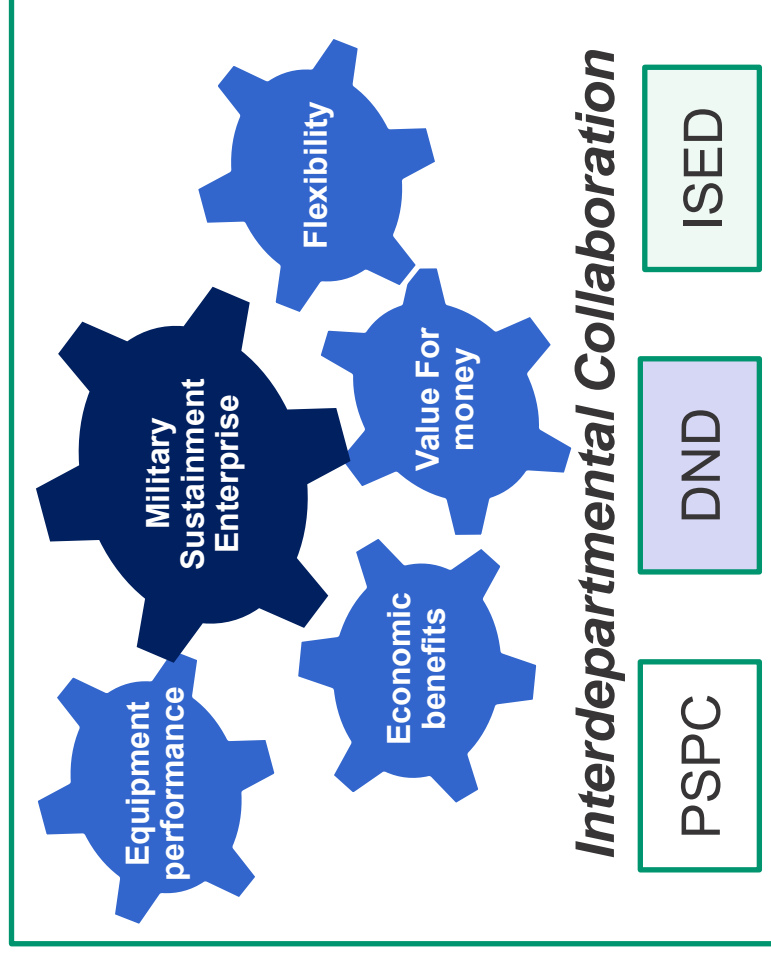
# High-level System Diagram

In scope for DLCSPM
In scope for ADM (IM)
In scope for ADM (IE)



T-SCIF: Temporary Sensitive Compartmented Information Facility  
 ICT: Information and Communication Technology (including the Top Secret Environment)  
 CISOE: Construction in Support of Equipment

# Sustainment



**Performance.** Defence equipment that is operationally ready and mission capable.

**Value for money.** The required outcomes (i.e. fitness for purpose and quantity) are procured at a price commensurate with the market rate for comparable procurements.

**Flexibility.** An adaptable and scalable support system that can readily be adjusted to changes in operational requirements and/or operating budgets.

**Economic benefits.** Leverage industrial benefits from defence procurements to create jobs and economic growth for companies in Canada.

The effectiveness of a sustainment solution will be judged by the degree to which the principles have been optimized.

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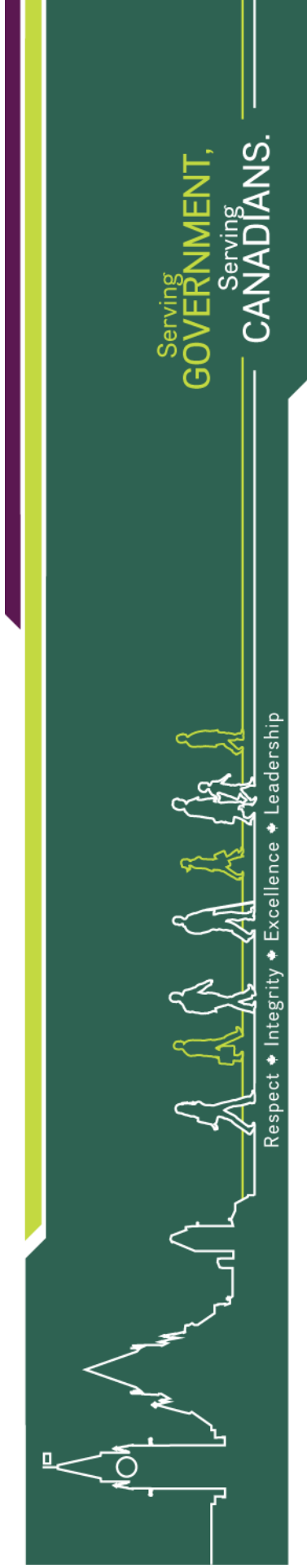
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# Sustainment

- Maintenance
- Supply (spare parts)
- Configuration management
- Engineering support, technical data packages, maintenance manuals
- Lifecycle, repair and overhaul
- Training
- Details in Annex A (para 6)



# Costing Requirements



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# Objectives of the Costing

## Annex B

- Request detailed costing information and feedback from industry to gather indicative cost estimates.
- Establish indicative cost estimates associated with potential solutions.
- Allow Canada to prepare its documents for the Project Approval.

# Requested Cost Details

The purpose of the CJJM costing annex is to:

Ask respondents to provide indicative or better pricing for as many questions and activities as possible in the annex.

- Pricing information on various components and subcomponents of your Combined Joint Intelligence Modernization solution.
- Respondents are also asked to identify if a specific cost element has not been provided and if so for what reason (e.g. it is included in the price for another item).

Please provide as much detail and explanation as possible in your response.

- The more detailed the information provided the better
- This will facilitate and assist cost concurrence activities
- Please provide a breakdown, to the lowest level possible, of the cost of the CJJM solution your firm suggests that would enable Canada to meet all of the requirements laid out in the RFI main document.

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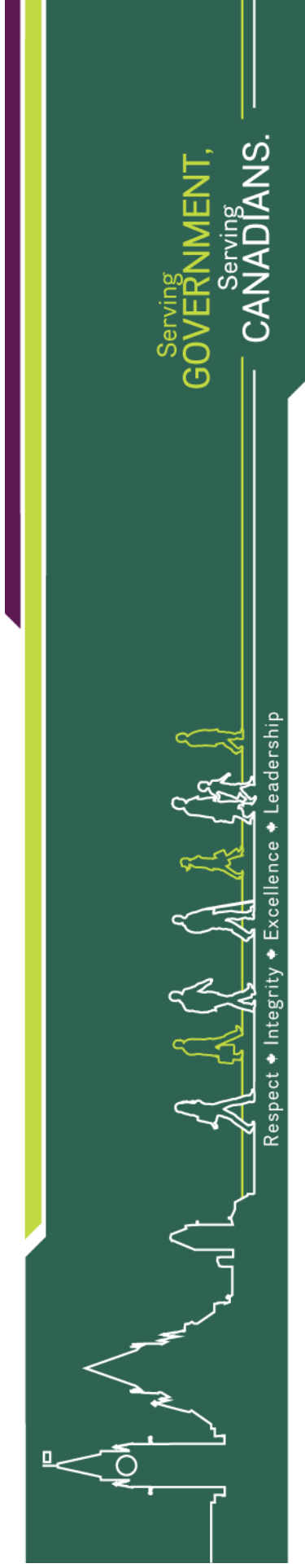
# Annex B – Acquisition Costs

- Costing information requested from the Industry for key Project deliverables:
  - Shelters
  - ISS
- Cost related to any other CJIM components required to meet the specifications.

# Annex B – Sustainment Costs

- Costing information requested from the Industry for the sustainment of key Project deliverables:
  - Shelters
  - ISS
- For the Sustainment Requirements – Please provide your best annual cost breakdown based on the various aspects related to sustainment of the scalable shelters.

Please describe your proposed deliverable(s), associated annual costs with margins of accuracy and life cycle duration.



# Requirements Overview

## Major Olivier Lafreniere-Abel

Project Director

Combined Joint Intelligence Modernization Project

Canadian Army



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## **\*Disclaimer\***

The CJIM Project is in Options Analysis and, as such, the scope and requirements described within are subject to refinement.

The contents of this presentation may feature market items as representative images for the sole purpose of describing potential capability.



# Capability Gap

In the last decades of operations, the CAF has struggled to rapidly and effectively equip deployed intelligence centers with the intelligence Information and Communication Technology (ICT) Systems and secure workspaces essential to the provision of Intelligence support.

# Capability Deficiency

- » Deploy intelligence facilities at TS level for expeditionary and domestic operations
- » Force generate operators to support intelligence fusion at the TS level



# Requirements Specs

- Scalable shelters system able to accommodate from 4 to 90 person. The total number of shelters needed is estimated at 40 based on a 4 person per shelter configuration. This specific configuration is not a requirement.
- Able to be operate all over the world in all climatic conditions
- Deployable shelters able to meet security standard to allow the processing, storage and discussion of TSSA information.
- Transportable using military vehicles and airplanes.
- Equip with its own power generator able to provide AC, heating and power for all electronic materials.



# High Level Mandatory Requirements (HLMR)

1. Security - Shelters and auxiliary systems
2. Persistent - Shelters and auxiliary systems
3. Mobility - Shelters and auxiliary systems

# **HLMR #1**

## **Security (Shelters and auxiliary systems)**

- The ability to sustain operations while physical security and EMSEC are maintained as per the Sensitive Compartmented Information Facility (SCIF) Construction Standard, Canadian Security Standards and Instructions (CSSI) and ITSG-2.

## **HLMR #2**

### **Persistence (Shelters and auxiliary systems)**

- The ability to support operations in temperatures ranging from -46C to 49C including hot and humid conditions with an uptime of 99%.

## **HLMR #3**

### **Mobility (Shelters and auxiliary systems)**

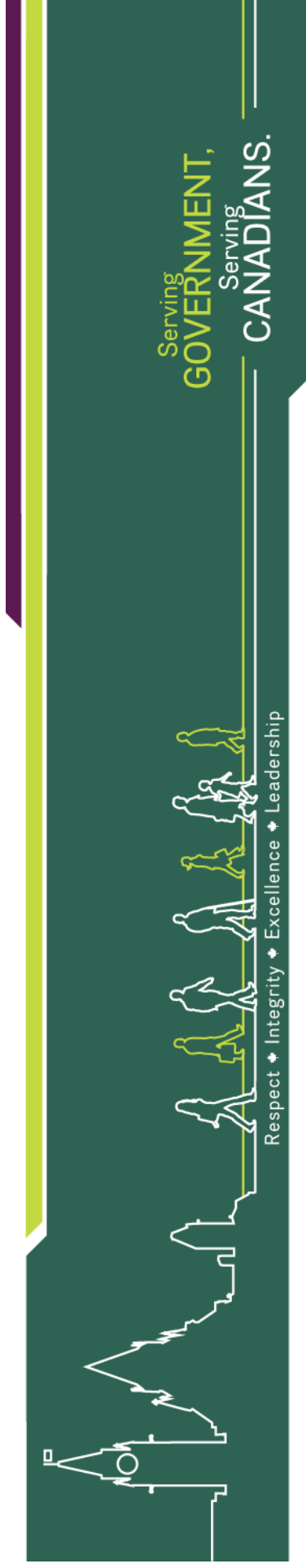
- The ability to provide Intelligence systems for up to 90 persons that can be transported using standard military and commercial transportation methods (truck, rail, ship, plane).

# CJIM Schedule

<u>Procurement Milestones</u>		<u>Target</u>
Industry Engagement - RFI		2022
Milestone 2 – Requirements available to be released as a Draft RFP package.		Q2 2023
Milestone 3 – Final RFP released.		Q4 2023
Contract Award(s) in accordance with the approved Project Procurement Strategy.		Q2 2024
Delivery		Q1 2026

# Requested Support from Industry

- Your expertise in Intelligence shelter configuration.
- The Project team wish to know what you have or will have ready to deliver for IOC (2027-2031 timeframe)
- Costing to support our estimates towards next Project approval gateway



# Industrial and Technological Benefits / Value Proposition

Lexi Zamojski

Project Officer

Innovation, Science and Economic Development Canada



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# Outline

- The Industrial and Technological Benefits Policy
- Value Proposition
- Key Industrial Capabilities (KICs)
- Industry Consultation
- Key Resources and Advice
- Next Steps



# Industrial and Technological Benefits (ITB) Policy

- The Industrial and Technological Benefits (ITB) Policy has been in place since 1986. In 2014, it was renamed and transformed to include the Value Proposition (VP)
- ISED is responsible for administering the ITB Policy at every step of the defence procurement process, in coordination with our federal partners.
- Requires that companies awarded defence procurement contracts by the Government of Canada undertake business activities in Canada equal to the value of the contract.

# The Value Proposition

- Under the ITB Policy, contractors bidding on major defence contracts must submit an economic proposal to Canada called a Value Proposition (VP).
- The VP includes a bidder's commitments to understand work in Canada, and will account for a minimum of 10 percent of the overall score.
- The VP is developed in conjunction with our federal partners and with industry **on a procurement by procurement basis**, these program-specific, targeted commitments and business activities through a Value Proposition (VP) aim to also benefit Canada and encourage growth of the domestic defence industry.

# The Value Proposition



## DIRECT DEFENCE SECTOR WORK

Support the long-term sustainability and growth of Canada's aerospace and defence sectors



## CANADIAN SUPPLIER DEVELOPMENT

Support the growth of prime contractors and suppliers in Canada, including small and medium business (SMBs) in all regions of the country



## RESEARCH & DEVELOPMENT

Enhance innovation through R&D in Canada



## EXPORTS

Increase the export potential and international competitiveness of Canadian-based firms



## SKILLS DEVELOPMENT & TRAINING

Fill skills and training gaps within the Canadian economy to support a more innovative Canada

# The Value Proposition

On a procurement-by-procurement basis, there is flexibility to:

- Increase the minimum 10% weight of the VP
- Weigh individual evaluation criteria differently
- Apply all or some of the evaluation criteria
- Add additional evaluation criteria
- Apply mandatory requirements
- Develop different rating grids

Informed by:

*Industry  
engagement*

*Research and  
analysis*

*3<sup>rd</sup> party experts*



# The Value Proposition

The VP bid proposal is prepared by the prime contractor and typically consists of:

## **Mandatory Requirements**

- Ex: A commitment of 15% of bid price for work with SMBs

## **Rated Criteria**

- Based on Commitments under the Value Proposition Pillars

## **Identified Transactions**

- Equal to no less than 30% of bid price

# Key Industrial Capabilities (KICs)

- **Key Industrial Capabilities (KICs)** were introduced in April 2018 to ensure that defence procurements can better drive innovation, exports and the growth of firms through the ITB Policy.
- **KICs represent areas of emerging technology** with the potential for rapid growth, **established capabilities** where Canada is globally competitive, and areas where domestic capacity is essential to national security.
- **KICs are defined as the skills, technologies, and supply chains required to support the growth of these capabilities.** They are broader than the companies associated with the end solution; they include the post-secondary institutions that develop skills and research, the SMEs that form part of the value chain, and intellectual property that is developed in Canada.

# Key Industrial Capabilities

- Advanced Materials and Defence System Integration have currently been identified as applicable KICs for the CJIM project. Complete definitions of these KICs can be found in the RFI or [on our website](#).
- Industry is encouraged to provide feedback on the inclusion of these KICs, and is encouraged to recommend any other KICs which may be applicable.

## EMERGING TECHNOLOGIES

- **Advanced Materials**
- Cyber Resilience
- Remotely-piloted Systems and Autonomous Technologies

- Artificial Intelligence
- Space Systems

## LEADING COMPETENCIES & CRITICAL INDUSTRIAL SERVICES

- Aerospace Systems & Components
- **Defence Systems Integration**
- Ground Vehicle Solutions
- Marine Ship-Borne Mission and Platform Systems
- Shipbuilding, Design and Engineering Services
- Training & Simulation
- Armour
- Electro Optical / Infrared Systems
- In-Service Support
- Munitions
- Sonar & Acoustic Systems

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# Industry Consultation

- The CJIM project **is being considered** for application of the ITB Policy, including Value Proposition
- The Government of Canada is seeking industry feedback to support the development of the potential economic leveraging approach for the CJIM project.
- Industry engagement questions related to the ITB Policy and Value Proposition were published on [buyandsell.gc.ca](http://buyandsell.gc.ca) in advance of the CJIM Industry Day.
- We encourage all potential suppliers to provide comments. Written feedback regarding the ITB/VP questions is to be submitted to the PSPC Contracting Authority.

# Key Resources and Advice

## Know the VP and where you fit

This is the road-map for potential opportunities for Canadian industry and stakeholders. **Go to the ITB Website to understand the policy and process**

[www.Canada.ca/itb](http://www.Canada.ca/itb)



## Engage Government of Canada resources

**Talk to your Regional Development Agency (RDA) representative and engage with Global Affairs Canada's Trade Commissioner Service**

[https://www.ic.gc.ca/eic/site/086.nsf/eng/h\\_00140.html](https://www.ic.gc.ca/eic/site/086.nsf/eng/h_00140.html)



## Connect with Potential Suppliers & Research Organizations

Gather additional intelligence and make contacts through trade associations, industry days, conferences and trade shows, including through CADSI and AIAC

<https://www.defenceandsecurity.ca/>

<http://aiac.ca/>



# Final remarks



# After Industry Engagement

After analyzing Industry feedback, Canada will:

- Establish realistic and achievable requirements
- Develop accurate project budgets
- Gather information for draft Request(s) for Proposal (as applicable)

Objective is to gather the most realistic information possible to achieve these goals – but your help is needed.

Canada (PSPC - DND - ISED) is open to further discussion and technical demonstrations on a case by case basis (depending on availability and schedule) – and arranged through PSPC.

## Next steps

- DRAFT-RFP (Request for Proposal) to solicit feedback on the final requirements, procurement strategies and evaluation plans.
- Procurement Strategies are being developed. Industry Engagement and Options Analysis will help to influence the development of those procurement strategies for acquisition of the initial equipment and services as well as for the long-term sustainment support for the life of the equipment.

# Q & A'S

No information identified as Commercial Confidential, industry sensitive or proprietary will be shared

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# *Thank You*



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# INDUSTRY DAY

23 February 2022 11:00

# COMBINED JOINT INTELLIGENCE MODERNIZATION

W8476-216393

#	Company	Participant	Position	e-mail	Location
1	Atlantic Canada Opportunities Agency	Sam Fotia	Deputy Director	<a href="mailto:sam.fotia@acoa-apeca.gc.ca">sam.fotia@acoa-apeca.gc.ca</a>	Ottawa
2	Frequentis Canada	Michael Parker	Head Engagement and Innovation	<a href="mailto:Michael.Parker@frequentis.com">Michael.Parker@frequentis.com</a>	Ottawa
3	Babcock Canada	Richard Summers	Head of Future Programs	<a href="mailto:Richard.Summers@babcockinternational.com">Richard.Summers@babcockinternational.com</a>	BC
4	Weatherhaven	Alberto Moreno	Chief BD Officer	<a href="mailto:amoreno@weatherhaven.com">amoreno@weatherhaven.com</a>	BC
5	Weatherhaven	Kurtis Wadley	Sr. Director Product Management	<a href="mailto:kwadley@weatherhaven.com">kwadley@weatherhaven.com</a>	BC
6	Weatherhaven	Vance Chou	Head of Estimating	<a href="mailto:vchou@weatherhaven.com">vchou@weatherhaven.com</a>	BC
7	Weatherhaven	Sweena Chatha	Sr. Director Sales & Marketing	<a href="mailto:schatha@weatherhaven.com">schatha@weatherhaven.com</a>	BC
8	Comtech Satellite Network Tech. Corp	Cristi Damian	VP Business Development	<a href="mailto:cristi.damian@comtech.com">cristi.damian@comtech.com</a>	Mt
9	Canada Economic Development Quebec	Mathieu Poirier	Conseiller projects terrestres	<a href="mailto:mathieu.poirier@dec-ced.gc.ca">mathieu.poirier@dec-ced.gc.ca</a>	QC
10	Thinklogical	Charlie Jamieson	Director Business Development	<a href="mailto:charlie.jamieson@thinklogical.com">charlie.jamieson@thinklogical.com</a>	Ottawa
11	Thinklogical	Richard Cooper	VP Sales	<a href="mailto:richard.cooper@thinklogical.com">richard.cooper@thinklogical.com</a>	Ottawa
12	GDMS-Canada	Mark Thibodeau	Director ISS Programs	<a href="mailto:mark.thibodeau@gd-ms.ca">mark.thibodeau@gd-ms.ca</a>	Ottawa
13	GDMS-Canada	Austin Douglas	Senior Capture Manager	<a href="mailto:austin.douglas@gd-ms.ca">austin.douglas@gd-ms.ca</a>	Ottawa
14	GDMS-Canada	Jeff White	Land C4ISR Architecture Team Lead	<a href="mailto:jeff.white@gd-ms.ca">jeff.white@gd-ms.ca</a>	Ottawa
15	GDMS-Canada	Andy Hill	Land C4ISR Solutions Architect	<a href="mailto:Andrew.Hill@gd-ms.ca">Andrew.Hill@gd-ms.ca</a>	Ottawa
16	GDMS-Canada	Brian Botting	ITB	<a href="mailto:Brian.Botting@gd-ms.ca">Brian.Botting@gd-ms.ca</a>	Ottawa
17	GDMS-Canada	Jessica Vo	ITB	<a href="mailto:Jessica.Vo@gd-ms.ca">Jessica.Vo@gd-ms.ca</a>	Ottawa
18	GDMS-Canada	Alexander Contu	Business Development Manager	<a href="mailto:Alexander.Contu@gd-ms.ca">Alexander.Contu@gd-ms.ca</a>	Ottawa
21	GDMS-Canada	Scott Hodgins	Comercial Officer	<a href="mailto:Scott.Hodgins@gd-ms.ca">Scott.Hodgins@gd-ms.ca</a>	Ottawa
22	Fellfab	Michael Clark	Business Development Manager	<a href="mailto:Michael.clark@fellfab.com">Michael.clark@fellfab.com</a>	Hamilton
23	Surevine	Lewis Waldron	Business Development Exec	<a href="mailto:lewis.waldron@surevine.com">lewis.waldron@surevine.com</a>	UK

24	Marshall Aerospace Canada	Stephen Isaac	Program Director Land Systems	<a href="mailto:stephen.isaacs@marshalladg.com">stephen.isaacs@marshalladg.com</a>	Ottawa
25	Marshall Canada	Todd Bosik	Land System Bus-Dev Manager	<a href="mailto:todd.bosik@marshalladg.com">todd.bosik@marshalladg.com</a>	Ottawa
26	Prairies Economic Development Canada	Peter D. Hoek	Senior Analyst	<a href="mailto:peter.hoek@prairiescan.gc.ca">peter.hoek@prairiescan.gc.ca</a>	Prairies
27	Prairies Economic Development Canada	Kevin Karakochuk	Senior Business Officer	<a href="mailto:kevin.karakochuk@prairiescan.gc.ca">kevin.karakochuk@prairiescan.gc.ca</a>	Prairies
28	Evans	Paige Siewert	Business Development Specialist	<a href="mailto:psiewert@evansonline.com">psiewert@evansonline.com</a>	Calgary
29	Evans	Mohit Arora	Regional Sales Manager	<a href="mailto:marora@evansonline.com">marora@evansonline.com</a>	Calgary
30	Fed Economic Dev Ag. Southern Ontario	Robyn Hori	Senior Policy Analyst	<a href="mailto:robyn.hori@feddevontario.gc.ca">robyn.hori@feddevontario.gc.ca</a>	Ottawa
31	NORLEANS Tech	Fred Minduik	President	<a href="mailto:fminduik@norleanstech.com">fminduik@norleanstech.com</a>	ON
32	NORLEANS Tech	Kevin Shirey	Field Operations	<a href="mailto:kevin.shirey@aacorp.com">kevin.shirey@aacorp.com</a>	ON
33	LED Smart Inc	Xinxin Shan	President	<a href="mailto:ledsmart@ledsmart.com">ledsmart@ledsmart.com</a>	Edmonton
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