



econext

Accelerating Clean Growth
Newfoundland & Labrador

Caribbean Program

Fall 2022 Trade Mission to the Caribbean Region
DELEGATE PROFILES



Fall 2022 Trade Mission to the Caribbean Region

Since 2014, econext (formerly NEIA) has been collaborating closely with the Department of Industry, Energy and Technology (IET) and the Atlantic Canada Opportunities Agency (ACOA) to deliver a suite of programming for Atlantic Canadian firms to pursue international business opportunities in the Caribbean region. Our Caribbean program is comprehensive, comprising in-depth market research, information sessions, customized firm-level supports, and the coordination of incoming and outgoing trade missions to markets.

Our Fall 2022 mission will see 9 organizations touch down in Barbados, Saint Lucia and Saint Vincent and the Grenadines.

For more information, visit <https://econext.ca/caribbean-program/>



Atlantic Canada
Opportunities
Agency

Agence de
promotion économique
du Canada atlantique

Canada 



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Organizational Profile & Description of Products or Services to be Exported:

Academy Canada is a licensed, post-secondary training institution based in Newfoundland and Labrador, Canada. Established in 1985, we have become one of the largest and most diverse independent colleges in Canada. We offer over 30 diploma and certificate programs from three distinct campuses and deliver Adult Basic Education at 12 remote learning centres around the province. We have helped over 40 000 students build successful careers by delivering hands-on and relevant programs in top employment fields related to Animal Care and Nature, Business, Construction Trades, Creative Studies, Health and Personal Care, Information Technology and Justice.

We are skilled at developing relevant, practical curricula and programs for higher education including training programs for instructors and administrators. We have a vast repository of intensive instructor training courses available on topics such as teaching fundamentals, curriculum development, multiple assessments methods, student retention, inclusion, and online learning. Effective program and faculty evaluation, accreditation and compliance, and the delivery of student support services including support for students with disabilities are also among our areas of expertise. We also work regularly on projects assisting municipalities, businesses, community organizations and Indigenous groups with program/course development, and monitoring and evaluation. Courses can be prepared for delivery in-person or online through our online learning environment.

We have articulations and credit transfer agreements with other Canadian universities and colleges for over 20 programs providing a pathway to baccalaureate degrees, and have a pathway to employment in Canada with a number of programs. We welcome equally beneficial partnership agreements outlining curriculum lease or development, credit transfers, and 2+2 options.

Value Proposition:

Academy Canada trains students for real world careers. Our student-centered approach, responsiveness to industry demand, and commitment to quality makes us leaders in our field. Our graduates have achieved great success in their chosen careers and we continuously receive a 95% satisfaction rating from our students and graduates.

Export Experience:

Academy Canada has participated in 2 trade missions to the Caribbean and has an MOU with a registered educational institution in the region, other MOUs in development as well as a number of informal relationships. Our institution has held agreements with some universities in the Asia and Pacific region and hosted their students for study abroad opportunities.

Mission Objectives:

- Establish bilateral academic pathways between our institution and institutions in the Caribbean;
- Identify and establish strategic relationships with partners in the region;
- Identify and pursue contracts and training opportunities;
- Gather information and market intelligence and better understand the needs of the region.

Organization Contacts:

- Lisa Lovelady, Vice President Academic and Chief Operating Officer | llovelady@academycanada.com | 1.709.739.6767
- Beverly Moore, Online Learning Department Head | bmoore@academycanada.com | 1.709.739.6767

Website: www.academycanada.com

Atlantic Canada Opportunities Agency (ACOA)



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Agence de
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du Canada atlantique

Canada

Description of Products or Services to be Exported:

The Atlantic Canada Opportunities Agency (ACOA) works to create opportunities for economic growth in Atlantic Canada by helping businesses become more competitive, innovative and productive, by working with diverse communities to develop and diversify local economies, and by championing the strengths of Atlantic Canada. Together, with Atlantic Canadians, and national and international partners, we are building a stronger economy.

As an entry point to major North American markets, Atlantic Canada has much to offer. Related to the Caribbean, ACOA is particularly interested in exploring export opportunities in the areas of clean technology, environmental sustainability, and climate change mitigation; ocean science, technology and industries; aquaculture, wild fishery, and food security; and advanced technologies and innovation partnerships

Value Proposition:

Atlantic Canadian products are sold all around the world. ACOA provides advice, training, internships, market research, business planning and repayable financial assistance. ACOA supports training programs and seminars across the region on topics such as: trade awareness, export assessment and counseling, market information and trade missions. The Agency places special emphasis on initiatives that foster greater productivity, development and commercialization of innovative technologies, improved skills development and global competitiveness, and mutually beneficial international partnerships.

ACOA is committed to building a strong and innovative Atlantic economy and, together with our many partners in economic development, ACOA works to strengthen the Atlantic economy through:

- Enterprise development – helping improve the business climate and lending a hand for individual business start-up, innovation, modernization and expansion.
- Community development – working with communities to nurture economic growth, improve local infrastructure and develop opportunities in the local economy.

Export Experience:

Through a suite of programs and services, ACOA works with clients to become more competitive, to expand, to innovate and to develop global markets. ACOA also plays a lead role in trade development initiatives that increase the exposure of its firms in foreign markets, thereby generating new economic opportunities.

Mission Objectives:

- Gather information and build capacity to support clients engaging in trade activities in the region
- Develop a working understanding of the culture and business environment in the Caribbean
- Provide support to Atlantic Canadian companies by representing the Government of Canada in planned meetings with financing partners and potential business partners
- Develop a list of relevant opportunities/contacts and determine how to identify/pursue business
- Establish strategic relationships with government, business and trade associations in the region
- Promote increased trade between the Caribbean and Atlantic Canada

Government Contacts:

- Paul Antle, Manager of International Business Development and Entrepreneurship | paul.antle@acoa-apeca.gc.ca | 1-709-746-0979

Website: www.acoa-apeca.gc.ca

Coles Associates Ltd.



Company Profile & Description of Products or Services to be Exported:

Coles Associates Ltd. is based in Charlottetown, Prince Edward Island, Canada. We provide architectural and structural, mechanical, electrical, civil, municipal, process and transportation engineering consulting services to a diverse clientele. With over 60 years of service, we are a dynamic organization playing an active role in developing the resources of businesses and institutions to meet market demands in the 21st Century.

Our team approach is directed toward managing the Client's investment to deliver the highest quality project within established budgets, project schedule and design parameters. Our approach is directed toward creating client value through analysis, design and project management through all stages of the project. Typical clients include government, private sector clients and other professional architecture and engineering firms who wish to augment their design offerings for Institutional, Industrial and commercial projects.

Value Proposition:

In recent years, the majority of Coles' work has been concentrated within small islands and coastal environments that are facing the adverse effects of climate change. Delivering designs which are sensitive to the impacts of climate change is a critical element of the

company's offerings and expertise. As an example of the company's leadership in this field, Coles Associates Ltd. co-authored sections of the "Guidelines for the Locating & Design of Disaster Resilient Schools" for the Organization of Eastern Caribbean States in 2018.

Export Experience:

Coles Associates has worked on five continents and in 18 countries, including St Lucia, St Kitts, Antigua and Barbuda, St. Vincent and the Grenadines, Belize, the United States, Argentina, Poland, China, India and South Africa.

Caribbean Clients or Partners:

Coles has strong partnerships with firms in St Lucia and St. Vincent and the Grenadines including Amarna Consult Limited and CEDCO and has served as both a prime consultant as well as sub-contracted partner firm on various consultancies throughout the Eastern Caribbean and in Belize for more than 10 years. These include projects financed by international funding agencies such as the Caribbean Development Bank and World Bank.

Mission Objectives:

- To nurture the relationship with existing local partners and to identify new ones;
- To export our knowledge of health care and education facilities; civil and marine based infrastructure (including small craft harbours) and energy efficiency;
- To engage with both IFIs and project executing agencies to understand emerging opportunities; and
- To ultimately secure both direct contracts and sub-contracts, providing value added high-end consulting services to support client objectives.

Company Contacts:

- Douglas A. Coles, P.Eng, P.E., F.E.C., President | dcoles@caltech.ca | 1.902.629.5252
- Elliott Coles, P.Eng, F.E.C, Director of Electrical Services | ecoles@colesassociates.com | 1.902.388.5151

Website: www.colesassociates.com

Compusult Ltd.



Company Profile & Description of Products or Services to be Exported:

Compusult Limited is headquartered in Newfoundland and Labrador, Canada, with branch offices in Nova Scotia and Ontario and subsidiary offices in the US and The Netherlands. Compusult is an IT, Electronics, and Robotics firm that's been in operation for over 37 years, with extensive experience and expertise in software design and development, especially in the areas of geospatial and sensor data management applications. Compusult's customers are primarily government and defence (notably agencies and ministries responsible for natural resources and environment), as well as educational and healthcare institutions. Sales are also made to International Financial Institutions (IFIs), private sector companies and research institutions.

Areas of specialization include:

- Geographic Information Systems (GIS) / Geospatial Applications
- Web Portals
- Internet of Things (IoT) for facilities monitoring, smart cities, etc.
- Assistive Technology (AT) solutions for Persons with Disabilities
- Item Tracking Systems for asset tracking, inventory control, etc.
- Training Services and Learning Management Systems (LMS)
- Solutions for progressive recording of and reporting on the status of patients with debilitating conditions such as Parkinson's Disease

Value Proposition:

As a global leader in geospatial interoperability with broad experience in the Eastern Caribbean, Compusult's solutions-oriented approach directly contributes to digital transformation and more resilient economic and social development. Compusult's suite of standards-based applications and data management solutions are built around its core software system, Web Enterprise Suite (WES), a turnkey system able to consolidate diverse data systems efficiently and cost-effectively.

Export Experience:

Compusult has been exporting products and services since 1987. Export markets include the US and the European Union (EU), the United Kingdom, Japan, South Korea, China, Jamaica, Antigua and Barbuda, Barbados and Saint Lucia.

Caribbean Clients or Partners:

Eastern Caribbean Telecommunications Authority (ECTEL); CARICOM Development Fund (CDF); Department of Culture, Antigua and Barbuda; University of the West Indies (UWI, Mona)

Mission Objectives:

- To better understand the needs and priorities of potential clients in the region and to identify and qualify forthcoming procurement opportunities to which Compusult can ultimately respond,
- To identify potential partners with whom to collaborate on future business development, and
- To ultimately secure prime contracts and subcontracts in areas of specialization referenced above.

Company Contacts:

- Paul Mitten, VP | mitten@compusult.com | 1.709.745.7914, ext. 219 | Mobile: 1.709.749.2565

Website: <https://www.compusult.com/>



Caribbean Program

econext



Organizational Profile & Description of Products or Services to be Exported:

econext is a not-for-profit association of over 200 businesses involved in various aspects of the Blue and Green Economy in Newfoundland and Labrador, and throughout Atlantic Canada. econext contributes to environmentally sustainable economic development through the development of new enterprises; the growth of existing local enterprises; attraction of new enterprises to the region; and the creation of conditions for these activities to take place. The internationalization of firms from Atlantic Canada is a top priority for econext, and the association supports its members in exploring new, or expanding upon existing opportunities abroad, through its comprehensive suite of programs and supports.

Value Proposition:

econext has over 200 members whose products and services include: water and wastewater treatment; cleanup and remediation; waste management; renewable energy and energy efficiency; environmental protection, mitigation, and monitoring; education and training; and mapping and GIS. Given that Atlantic Canada and the Caribbean share many similar challenges and opportunities related to climate change and ocean environments, we believe that many of the solutions and capabilities developed in Atlantic Canada have the ability to support sustainable economic growth in the Caribbean, and vice-versa.

Export Experience:

Since 2014, econext been actively engaged in supporting trade development with the Caribbean. Activities have included incoming delegations, provision of expert market intelligence through workshops and information sessions, the development of over 30 market-entry strategies for firms; and coordination of nine trade missions to the region. Barbados and the Eastern Caribbean have constituted a primary focus for these activities. econext members' experience in the Caribbean includes professional services, wastewater management and sewage treatment, oil spill response, marine surveys, education and training and digitization.

Caribbean Clients or Partners:

econext is actively exploring reciprocal memberships, strategic partnerships, and event opportunities in the region with like-minded associations, trade agencies and government departments.

Mission Objectives:

- Generate awareness amongst econext members of relevant conferences, opportunities, and contacts in the region and of how to best identify and pursue business in the region.
- Establish strategic relationships with business and trade associations and environmental organizations, particularly those who publish or share procurement and supply opportunities.
- Generate awareness within the Caribbean of members' capabilities and offerings and of econext as an effective entry point to accessing Atlantic Canadian environmental services and technologies; and
- Endorse and promote the concept of bilateral trade.

Organization Contacts:

- Abbie Hodder, Chief Operating Officer & Director, International Business | abbie@econext.ca | 1.709.979.0405

Website: www.econext.ca

ESG Partners



Company Profile & Description of Products or Services to be Exported:

ESG Partners is an advisory firm headquartered in Atlantic Canada, with extensive experience in ESG capacity building, strategy development and implementation. Its clients include start-ups and early-stage investors, through to private, public and not-for-profit organizations in financial services, the energy sector, emerging technologies, utilities, manufacturing, and more. They support clients to become more resilient and competitive, attract talent and capital, create long-term value, and maximize impact across the value chain.

Areas of specialization include:

Educational and capacity building on topics such as -

- ESG in practice: how will this affect my business?
- Influential trends & regulatory environment
- ESG issues and opportunities
- Climate risk and opportunities
- Disclosures and ESG reporting

Strategy development and implementation includes topics such as -

- Materiality assessment and peer analysis
- Benchmarking and goal setting
- ESG framework and policy development
- Governance and oversight matters
- Strategic planning and Implementation
- ESG reporting and disclosures

Value Proposition:

As ESG leaders with over 15 years of experience in the Caribbean region, ESG Partners is well-placed to deliver exceptional results for clients.

The Caribbean's focus on the Green and Blue Economy is helping to transform the region through sound investment and business opportunities that support climate action and sustainable economic growth. ESG Partners supports the integration of ESG strategy in risk and decision making for both companies and investors.

Export Experience:

ESG Partners' President and Founder, Nancy Foran, has long-standing ties in the Caribbean having worked throughout the region for 15 years primarily in Barbados and the Eastern Caribbean, Trinidad & Tobago, and Jamaica.

Caribbean Clients or Partners:

- Republic Financial Holdings – ESG workshops (executive); ESG advisory
- New Energy – Caribbean ESG Financing Summit, co-hosted by New Energy and Republic Bank – emcee and “International ESG Expert”
- Current relationship with Invest Barbados, the Caribbean Climate Smart Accelerator, and various organizations and individuals with whom relationships have been formed over two decades
- Current Board Member of The Institute of Chartered Accountants of the Caribbean (ICAC)
- Previous responsibility for the Canadian accounting profession in the Caribbean
- Established programs with the University of the West Indies while working with CPA Canada and CMA Nova Scotia, Bermuda and the Caribbean

Mission Objectives:

- Understand and identify needs and opportunities with potential clients throughout the region
- Establish ESG Partners as a trusted ESG and sustainability leader in the Caribbean for capacity building and strategic advisory services
- Build on established relationships throughout the region and forge new ones
- Engage in meetings that lead to ESG Partners supporting the Barbados Green Bank, donor agencies, the financial sector, governmental agencies and associations, and the private sector SMEs

Organization Contacts:

- Nancy Foran, FCPA, FCMA, C. Dir. President & Founder | nancy@esgpartners.ca | 1.902.497-1245

Website: esgpartners.ca

Government of Newfoundland and Labrador, Department of Innovation, Energy and Technology (IET)



Description of Products or Services to be Exported:

The Department of Industry, Energy and Technology (IET) is the lead for innovation, economic development and diversification in Newfoundland and Labrador. The department focuses on creating a competitive environment to support private sector investment and business growth; and supporting industries in Newfoundland and Labrador such as mining, energy and technology. Working closely with key stakeholders, the department also develops and monitors supporting regulatory and benefits activities.

Value Proposition:

Newfoundland and Labrador (NL) is a leader in research and development and commercializing innovative technologies. Ocean technology, environmental industries, defence and aerospace, information technologies, food & beverage (agrifood and seafood), life sciences, education, and energy are all sectors of interest where Newfoundland and Labrador has strong capabilities and where government and business collaboration has often led to new opportunities. Key R&D centres in the province include the Ocean, Coastal and River Engineering Research Centre, the Fisheries and Marine Institute of Memorial University, Ocean Sciences Centre, the

Northwest Atlantic Fisheries Centre and C-CORE. NL has an area of 405,720 square kilometres with 29,000 kms of coastline and is strategically located between the world's two largest trading bodies – the EU and CUSMA regions. With eight airports (including three international airports) and four world-class seaports, NL has extensive infrastructure to support ease of access to these markets.

Export Experience:

Through a suite of programs and services, our team of international trade professionals works with clients to increase global competitiveness, minimize market expansion risks, diversify and expand export opportunities and help increase the value and volume of NL goods and services internationally. The Internationalization team works closely with clients and industry associations to identify relevant markets and align existing programs and services to meet the needs of clients to successfully access those markets.

Mission Objectives:

- Gather information on opportunities and activities in key relevant sectors of interest and identify sectors which have the best potential for mutual business development. Blue Economy would be a primary focus, as well as clean tech and infrastructure.
- Identify and meet key partners for any future NL missions to the region
- Develop a list of relevant conferences, shows, and opportunities in the region and determine how best to identify and pursue business in the region
- Support clients engaging in trade activities in the region
- Establish strategic relationships with local government, business and trade associations
- Promote increased trade between the Caribbean and Newfoundland and Labrador

Government Contacts:

- Kevin Pomroy, Provincial Trade Commissioner | kevinpomroy@gov.nl.ca | 1.709.729.1946

Website: <https://www.gov.nl.ca/iet/>



Caribbean Program

TILLER ENGINEERING INC (TEI)



Description of Products or Services to be Exported:

Tiller Engineering Inc. (TEI) is a professional Canadian engineering consulting firm founded in 2001. Based in Newfoundland and Labrador, they are a regional leader in structural engineering, project management and inspection, servicing major clients in the telecommunications, buildings, marine, and energy industries. The TEI team of experts specializes in structural engineering, analysis, design, inspections, maintenance, and monitoring of existing facilities. Conforming to stringent quality control requirements and government regulations, all technical staff are fully qualified and trained to perform aerial inspections of structures in a quality and safe manner. TEI and our partner(s) utilize comprehensive hardware and software solutions to monitor structural assets in order to minimize costs and potential human error and cut energy costs. This technology primarily focuses on the marine/coastal and telecommunication sectors and can provide an array of benefits for our clients.

Value Proposition:

TEI's value proposition rests in the provision of engineering design and inspection services to its clients in the telecom, energy, marine, and associated sectors. TEI utilizes state-of-the-art technology that allows our customers to monitor facilities (such as ports, wharves, telecommunication towers, coastal protection structures, etc.) from afar and keep a close eye on critical key performance indicators. TEI has a diverse array of skills, allowing them to contribute effectively

across a broad range of sectors and stakeholders. TEI uses innovative processes, procedures, and equipment to deliver quality solutions on time and on budget. TEI's fully trained and experienced inspection team sets it aside from its competition both at home and internationally. The firm can deploy a quick response team to respond to emergencies and failures due to extreme weather and other events.

Export Experience:

TEI has delivered services to clients in Ireland (TBC) and partnerships have been established in the Middle East. Specific to the Caribbean, TEI staff have conducted two preliminary trade missions to the region to explore opportunities in the region.

Caribbean Clients or Partners:

None at this time.

Mission Objectives:

- Identify and engage with potential clients to evaluate the region's existing marine infrastructure and renewable energy projects and explore what opportunities exist for growth.
- Identify and establish relationships with architectural, telecommunication, and/or consulting engineering firms that could benefit from TEI's services.
- Meet with regulators and utilities to explore possible opportunities for TEI to support with capacity development.
- Introduce TEI's recent software and hardware technologies that help clients monitor KPIs of their remote assets such as ports, wharves, energy sites, and telecommunication towers

Company Contacts:

- Stephen Tiller, Marketing and Business Development Coordinator | stiller@tei-inc.ca | 1-709-579-6700

Website: <https://tillerengineering.com/>

Velsoft



Company Profile & Description of Products or Services to be Exported:

Velsoft is an educational technologies (EDTECH) company that offers a powerful suite of customizable resources primarily focusing on tools and techniques for workplace learning and performance skills. For over 20 years Velsoft has been a global leader in customizable training technologies with innovations that have changed the economic model of how organizations train their people and grow their organizations.

Highlighted products and services include:

- Corporate learning management system (LMS)
- Virtual classroom technology
- Over 1200 eLearning courses
- Game-based learning development tool
- eLearning authoring and editing software
- Instant eLearning conversion technology
- Instructor-led training materials
- Corporate university platform

Velsoft has changed the workplace learning and performance (WLP) industry by listening to what trainers, operations, and HR managers want and packaging the solution in a unique way that uses technology to expand their training goals. Today, tens of thousands of organizations in more than 164 countries worldwide choose Velsoft as their vendor of choice for customizable knowledge platforms, courseware, eLearning, mLearning, SCORM conversion, and customizable instructional design and development. These companies represent some of the world's largest brands including Amazon, Microsoft, NASA, SpaceX, the United States Air Force, NATO, Pfizer, United Nations, Dell, Lockheed Martin, Revlon, Kraft, Michelin, Princeton University, FedEx, General Motors, Sandals Resorts, Mercedes-Benz, and the Executive Office of the President of the United States of America.

Value Proposition:

Velsoft is a leader in customizable training materials, enabling organizations to deliver high quality and engaging content to their staff or students using proven classroom and eLearning materials that can be edited and localized to suit any training situation or audience. Velsoft solutions enable customers to enjoy the confidence of knowing they are delivering relevant content while avoiding the extremely costly and time-consuming process of developing internal training materials. We have been successful in the Caribbean because we offer a complete solution that's powerful and easy to use but with a competitive cost.

Export Experience:

80% of our work is conducted outside of Canada and our products are used in more than 164 countries, including across the Caribbean.

Mission Objectives:

Velsoft is seeking to meet and establish partnerships with organizations that want to start or to improve their transition to online learning.

Caribbean Clients or Partners:

- OECS
- Caribbean Tourism Organization
- Massy Group
- ANSA McAL
- University of the Commonwealth Caribbean
- Angostura
- The College of Science, Technology and Applied Arts of Trinidad and Tobago
- PBST
- Richard Branson School of Entrepreneurship – Caribbean
- Trinidad Systems Ltd.
- Carib Brewery
- Jamaican Constabulary Force
- CDACT Granada
- Sital College
- Trinidad and Tobago Tourism and Hospitality Institute
- Caribbean Food Processors Institute (upcoming)

Company Contacts:

- Jim Fitt, CEO | jfitt@velsoft.com | 1.902.759.4791

Website: www.velsoft.com



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