



econext

Accelerating Clean Growth
Newfoundland & Labrador

Caribbean Program

2023 Atlantic Canada Trade Mission to The Bahamas
DELEGATE PROFILES



Atlantic Canada Trade Mission to The Bahamas

Since 2014 *econext* (formerly NEIA) - with support from the Department of Industry, Energy and Technology (IET) and the Atlantic Canada Opportunities Agency (ACOA) - has been helping Atlantic Canadian firms 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 2023 trade mission will see 9 organizations visit The Bahamas.

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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Coles Associates Ltd.

COLES

ARCHITECTURE + ENGINEERING + PROJECT MANAGEMENT

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 remote locations that are seeking either capacity relief or assistance employing renewable energy strategies. Delivering designs which are typically include hybrid offerings of small-scale renewables 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., recently commissioned a combined renewable infrastructure of PV Solar, wood pellet boiler and air to air heat pump system for a DFO installation at a remote

Labrador community. This project was the culmination of 3 years of design, installation and commissioning recognizing the limited construction season at this remote northern location.

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 Caribbean for more than 10 years. These include projects financed by international funding agencies such as the Caribbean Development Bank and World Bank. They are looking to locate similar partnerships in the Bahamas.

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 both renewable 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.

Compusult Ltd.



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

Compusult Limited is headquartered in Newfoundland and Labrador, with branch offices in Nova Scotia and Ontario and subsidiary offices in the US and The Netherlands. Compusult is an IT/ Electronics/Robotics firm with 38 years of experience in geospatial and sensor data management and acquisition applications focusing on aerospace, defence, offshore energy, and government sectors. Compusult's customers include 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 that include data visualization, analytics, and dashboards
- Internet of Things (IoT) for facilities monitoring, smart cities, etc.
- Robotics systems for environmental and coastal monitoring and other applications
- Assistive Technology (AT) solutions for Persons with Disabilities
- Item Tracking Systems for asset tracking, inventory control, etc.
- Training Services and Learning Management Systems (LMS) on our own and with our partner Training Works (www.training-works.ca).

Value Proposition:

As a global leader in geospatial interoperability with broad experience in the 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 solution that can consolidate and diverse data sources 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; UWI MONA, others.

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;
- To ultimately secure prime contracts and subcontracts in areas of specialization referenced above.



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Nova Scotia Community College (NSCC)



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

The Nova Scotia Community College (NSCC) was established in 1988 as a publicly funded post-secondary institution. NSCC has strong ties to various employers, professional associations, non-profit organizations, and other segments of the community and offers full-time, online and customized training programs through five academic schools: Access, Education and Languages; Business and Creative Industries; Health and Human Services; Technology and Environment; and Trades and Transportation. NSCC International consultancy expertise includes:

- Teacher training, competency-based education and training (CBET)
- Curriculum development for applied and TVET programming
- Technical training in applied learning program development in a range of subjects including small scale solar PV design, installation, and maintenance, solar water pump technology, energy efficiency, coastal zone management, aquaculture, fisheries, cultural and creative industries, entrepreneurship, eco-tourism, cultural tourism, tour guiding and operations, and pre-technology access programs
- Information and communications technology, libraries, e-learning and educational technologies
- Applied research in Geomatics, Renewable Energy, Environment and Agriculture, and Engineered Technologies

Value Proposition:

NSCC works actively with industry and commercial sector partners to design programs that meet workplace demands and industry standards.

Export Experience:

NSCC has extensive experience in the Caribbean through a combination of successful partnerships, projects and initiatives.

Caribbean Clients or Partners:

- Local publicly funded post-secondary institutions, industry, electrical utilities, non-profit organizations and government ministries.

Mission Objectives:

- Strengthening of relationships with existing partners and establishment of linkages with new partners leading to technical assistance projects, student and employee exchanges and other collaborative activities.

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 and partnerships have been established in the Middle East. Exploratory business development missions to the Caribbean (including the Bahamas) have been conducted but no formal partnerships have yet been formalized.

Caribbean Clients or Partners:

None at this time.

Mission Objectives:

- Identify and establish relationships with architectural, telecommunication, and/or consulting engineering firms that could benefit from TEI's services.
- Identify and engage with potential clients to evaluate the region's existing infrastructure and planned developments.
- Introduce TEI's recent software and hardware technologies that helps clients monitor KPIs of their remote assets such as ports, wharves, energy sites, and telecommunication towers.



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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
- 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.

Caribbean Clients or Partners:

OECS; CTO; Massy Group; ANSA McAL; University of the Commonwealth Caribbean; Angostura; COSTAATT; 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.

Mission Objectives:

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



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Virtual Marine



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

Virtual Marine provides state-of-the-art maritime safety training simulators and related services. Situated next to one of the most dangerous offshore environments on the planet, Virtual Marine recognized that creating realistic simulations for the safety training of offshore workers would help save lives. Founded to help offshore operators run their businesses more safely, this purpose drives them to be leaders in their field. Virtual Marine has shared its vision globally by establishing partnerships and client relationships around the world.

Virtual Marine incorporates science into advanced training systems to produce unique and high retention learning experiences. We're leading the way in simulation and virtual reality training using machine learning, artificial intelligence, and the latest digital twin technology. To achieve that goal, we continue to focus on understanding human performance, adapting the latest machine learning and artificial intelligence modeling against workplace training requirements.

The company's recent launch of the low-cost Quest™ modular virtual reality desktop simulator is diminishing barriers and enabling a wider cross-section of end-users to avail of our technology. Additionally, the innovative Quest-Lease™ program offers a new opex option to a market under increasing pressure to reduce costs and streamline the cost of delivering training.

Value Proposition:

The Caribbean region is rapidly developing its green and blue economies. As a global leader in the supply of marine simulation training, we are able to respond directly to the requirements of Caribbean clients to access modern training that is safer and greener, reduces training downtime and improves coxswain competence.

Export Experience:

Virtual Marine is an experienced exporter, with customers in nearly 20 countries worldwide, including end-users in Guyana and Trinidad and Tobago.

Caribbean Clients or Partners:

Shell Trinidad is an existing client and Virtual Marine's products are currently being used in Guyana's offshore oil and gas industry.

Mission Objectives:

- To expand our presence in the region in terms of on-board training and simulation-enhanced boat practice drills;
- To develop relationships, partnerships and solutions that will help change the face of marine safety in the Caribbean; and
- To showcase Virtual Marine's reputation in developing safer, realistic, simulation training for lifeboats and other marine situations and environments to key Caribbean entities.



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Atlantic Canada Opportunities Agency (ACOA)



Atlantic Canada
Opportunities
Agency

Agence de
promotion économique
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 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

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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 has 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.



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