

# Canadian Software Co-innovation Mission to ITEA PO Days 2024

Antwerp, Belgium



Canada 

The National Research Council of Canada Industrial Research Assistance Program (NRC IRAP) manages Canada's Eureka National Office and provides Canadian innovators with a first contact point and access to the expansive global network of Eureka.

This partnering mission is focused on connecting Canadian and international organizations with the aim of participants partnering in collaborative R&D projects under Eureka's ITEA Cluster.



## Contents

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<b>Canadian small and medium-sized enterprises (SMEs)</b>	<b>04</b>
Aequilibrium Software	04
Canadian Space Mining Corporation	05
Dejero Labs	06
ISA Cybersecurity	07
Mobile Innovations	08
Operto Guest Technologies	09
Translucent Computing/Kubert	10
VerticalScope	11
<b>Canadian organizations</b>	<b>13</b>
Canadian Trade Commissioner Service	13
National Research Council of Canada Industrial Research Assistance Program	14



## Canadian small and medium-sized enterprises (SMEs)

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### Aequilibrium Software

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Aequilibrium provides two types of services:

1. Digital Transformation: Strategy, Design, and Custom Software Development. This includes digital strategy and enterprise architecture, custom product design and development for web and mobile, platform integration and customization, rapid prototyping and market fit validation, and usability testing.
2. Innovation: AI, XR/Industrial Metaverse, and Cloud. AI services like chatbots, predictive analytics, personalization, and risk assessment. Virtual Reality (VR) to onboard and train the staff at scale, reducing time and cost, while increasing employee engagement and retention.

Aequilibrium is interested in establishing industrial co-innovation opportunities and partnering in collaborative digital transformation and innovation projects in AI, XR (VR training, digital twin, AgileVR, and collaboration for the workforce of the future), and Cloud.



## Canadian Space Mining Corporation

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

One of CSMC's core ethos is that "it takes a village"; a philosophy that has been instrumental to its growth and success to date. The company's objective for this program is to continue to grow its international network of world-class collaborators, drawing on the best innovation from around our planet to further its mission to reach beyond. CSMC's projects require partnerships spanning government, research, and commercial actors; contributing to innovative technologies, services, international policy, and end users of CSMC's technology.



## **Dejero Labs**

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

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



## **ISA Cybersecurity**

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

From a technology perspective, ISA is particularly interested in speaking to organizations with expertise in the areas of data governance, LLM design and architecture, and platform delivery. From a business perspective, the company is looking forward to meeting organizations that can assist in accelerating ISA's speed to market and help them realize their goal of bringing this made-in-Canada model to the rest of the world. ISA views cybersecurity as a team effort, and feels that any opportunity to exchange ideas and approaches with participating organizations can pay dividends.



## **Mobile Innovations**

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

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





## Operto Guest Technologies

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

Operto aims to connect with other tech companies to learn best practices and foster collaborative growth. The company seeks to gain technical expertise in hospitality, IoT, and tech to enhance their smart property management solutions.



## Kubert / Translucent Computing

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Kubert is a robust platform incorporating a Gen AI-powered DevOps Toolkit with AI agents. It boosts DevOps productivity, streamlines research, and enhances operations. The company's solution is highly adaptable, automating complex tasks, optimizing workflows, and fostering organizational innovation. By seamlessly integrating with Kubert AI Assistant, Kubert's AI agents enhance every aspect of CI/CD pipelines, Kubernetes management, security, cost control, and research—ensuring scalability, security, and compliance.

Kubert also empowers the development of Retrieval-Augmented Generation (RAGs), enriching AI-driven insights and automation while integrating dynamic knowledge bases.

The company is eager to connect with companies specializing in cloud-native technologies, AI, MLOps, and DevOps, especially those focused on large-scale productivity, research, or GenAI initiatives. Ideal partners include:

- Cloud service providers
- DevOps automation firms
- AI research institutions
- Enterprises seeking to elevate their infrastructure with advanced AI solutions

They also offer custom AI agents tailored to specific needs, enabling organizations to achieve their unique goals.



## **VerticalScope**

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VerticalScope Inc. specializes in digital media and online community management, offering robust platforms for user engagement, content creation, and community management. Their main products and services include managing and developing niche enthusiast communities, providing advertising solutions, and user analytics.

VerticalScope serves a diverse customer base, including individuals seeking specialized community interactions and businesses aiming to reach targeted audiences through niche advertising. Their competitors are other digital media and online community platforms.

VerticalScope is looking to partner with:

- Digital Communities and Social Platforms: Partners specializing in user engagement, community management, and content moderation.
- Healthcare Technology Firms: Partners like RateMDs that focus on digital health solutions, patient reviews, and healthcare provider networks.



- Personalization Technology Providers: Innovators in AI and machine learning that enhance user experience through personalized content and recommendations, relevant to platforms like RFD and VarageSale.
- Advertising Technology Companies: Firms developing advanced, data-driven ad tech solutions for delivering personalized and targeted ads to improve user experience and advertiser ROI.
- Enterprise Analytics Partners: Companies that offer advanced sentiment analysis and user content analytics to help enterprises understand and leverage user-generated content for strategic insights.



## Canadian organizations

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### **Canadian Trade Commissioner Service**

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The Canadian Trade Commissioner Service (TCS) is a federal government organization that has facilitated trade with Canada since 1895. With offices in more than 160 cities worldwide, the TCS is accessible to both Canadian and international companies looking to do business.

Canada is a world leader in science, technology and innovation (STI), with strong capabilities across a wide range of sectors. With an in-depth knowledge of global markets and insight on Canadian industry capabilities in STI, the TCS can help you find strategic procurement, investment, innovation and education partners in Canada.

Through its network of Trade Commissioners, the TCS can connect you with:

- advice on the Canadian STI landscape
- the right research and development (R&D) partners in Canada
- funding opportunities for collaborative R&D projects
- guidance on maximizing CETA benefits for your engagement with Germany & the EU



**National Research Council of Canada  
Industrial Research Assistance Program**

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The National Research Council of Canada Industrial Research Assistance Program (NRC IRAP) provides advice, connections, and financial support to help Canadian small and medium-sized enterprises (SMEs) increase their innovation capacity and take ideas to market through co-innovation with international partners. Through their international programs, they provide businesses with the support they need to successfully enter international markets and global value chains.

The NRC partners with national organizations and other government departments such as Global Affairs Canada, and collaborates with many countries and international markets including the European Union, United Kingdom, Japan, Israel, South Korea, India, and Brazil. They provide support in a number of key areas, including direct financial support to small and medium-sized businesses with international interests, business and technology partnering, and collaborative research and development projects.

