



# Tech Innovation Platform

**2016 Participant's Guide**

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**The Quebec City Conference**

Quebec City, March 9-10, 2016



Dear TIP Participant,

It is our great pleasure to welcome you to this first edition of the QCC Tech Innovation Platform (“TIP”).

Building on the experience of two platforms created by the Quebec City Conference: the Public Policy Forum on Venture Capital and Innovation (“PPF”) and the Institutional Investors Roundtable (“IIR”), the TIP aims to bring together leading stakeholders of tech innovation ecosystems (corporations, universities, investors, governments and ecosystem leadership) in order to foster collaboration and accelerate the development of these ecosystems.

The TIP is not a conference, it is a platform. Its objective goes beyond sharing information and best practices: it is to address the lingering productivity and innovation gaps and enhance the innovation agenda across the country.

Such an ambitious objective can only be achieved by joining forces and engaging the leaders of the main groups of stakeholders of the tech innovation ecosystems in structured conversations designed to lead to tangible results beyond the TIP meeting itself.

Invitations are therefore selective, focusing on high level strategic leaders who are able and interested to contribute to the elaboration of tangible collaborative solutions.

This year, the TIP will concentrate on Canadian ecosystems. However the challenges we are facing are not limited to Canada and the TIP should rapidly develop an international dimension, as was the case for the PPF.

We would like to thank all those who contributed to this forum: the Deloitte team who partnered with us to conceive, organize and moderate this event, our Advisory Committee, as well as the directors of the Quebec City Conference who have enthusiastically supported this initiative.

In closing, we would like to underline the contribution of the Governments of Quebec, Canada, Ontario, British Columbia which partnered with the Quebec City Conference to develop this platform and have provided considerable financial support.

We hope that together we shall make this first edition promising and stimulating.

We wish you a very pleasant stay in Quebec City.



**Gilles Duruflé**

President

QCC Tech Innovation Platform



**Christian Racicot**

Co-Founder & President

The Quebec City Conference



## Executive Summary

### CONTEXT

#### ***Innovation is a key driver of economic growth and a potential source of major disruptions***

Innovation is the main driver of productivity gains and economic growth in our societies<sup>1</sup>. Many economists, including Nobel Prize winner Robert Solow, have demonstrated that up to 85% of economic growth in modern economies cannot be attributed to growth of inputs (capital and labour), but rather is linked to productivity growth and innovation<sup>2</sup>.

More recently, innovation has not only been a key driver of wealth creation and technological transformation, it has also become - at an accelerating pace - a potential major source of economic disruption. It is now well understood in the general public that “software is eating the world”, as disintermediation is spreading and a growing number of sectors become disrupted by tech innovation: books, music and film distribution, advertising and media, financial services, retail, taxis and transportation, travel and hotel businesses and the list keeps growing. But the magnitude at which technology innovation is already disrupting - with the same impact - all sectors of the economy, including those perceived as “traditional” thus seemingly impermeable to “technology”, is unfortunately not well enough understood. Profound transformations in the fundamentals of our economy are coming at a speed that will make it challenging for any society to adapt.

In sum, tech innovation is not just an opportunity to create societal benefits and wealth; it is also a serious and immediate threat for societies ill prepared to face it. Societies that are preparing to take advantage of tech disruption will be well positioned to reap the benefits of innovation in terms of productivity gains, jobs and wealth creation, and will be able to minimize the costs of disruption.

So far, unfortunately, Canada is distinguishing itself from most advanced countries by its inability to adapt to a world whose wealth is increasingly driven by innovation as detailed in the next section. This is a serious and important national challenge.

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<sup>1</sup> For a discussion of the links between innovation, productivity gains and economic growth, see Jenkins Report, “Innovation Canada: a Call to Action”, chapter 2.

<sup>2</sup> Josh Lerner, Harvard Business School and National Bureau of Economic Research, “Alberta Venture Capital Review”, February 2007, pages 9-11.

### ***Canada: lagging and under prepared***

Canada is facing a well-documented and persistent productivity and innovation gap: “Relative to the United States, labour productivity in Canada’s business sector has fallen from approximately 93% of the US level in 1984, to 71% in 2009”<sup>3</sup>.

This gap is not the result of the sector composition of the Canadian economy (Canada lags behind the US in nearly every sector)<sup>4</sup>, nor of the relatively smaller size of Canadian companies<sup>5</sup>. Neither can it be attributed to workforce composition (changes in the level of education, training and experience of the workforce) nor to capital deepening (growth in the amount of capital used to support workers). Rather, it is due to a growing gap in multifactor productivity which is the aspect of productivity that is related above all to innovation of all kinds (product, process, organization and markets)<sup>6</sup>. Recent surveys also document that most Canadian businesses are under prepared to face the disruptions induced by the current rapid technology advances<sup>7</sup>.

### ***A deep rooted situation that is about to change***

There are deep historical reasons explaining “why Canadian business has never shown much inclination to adopt innovation-focused business strategies”<sup>8</sup>. These reasons mostly pertain to Canada’s role in an integrated North American economy as an “upstream supplier of both commodities and cost-competitive manufactured products” that for a long time has brought prosperity to the country.

However, the situation may be about to change:

“Now, because circumstances are becoming radically different from those that have shaped Canadian business culture and strategic behaviour for more than a century, business will have to embrace innovation-focused business strategies to compete and survive. This creates the conditions where public policies to support business innovation can be more effective than in the past because innovation policy objectives and business motivation will finally be aligned”<sup>9</sup>.

### ***Accelerating the change: focusing on tech innovation ecosystems***

Addressing every aspect of the innovation gap issue in Canada is obviously beyond the capacity of any single organization. However, one area in which this new alignment of interest for change can be particularly leveraged and that is directly related to the mission of the PPF<sup>10</sup>, is the development of vibrant tech innovation ecosystems based on open innovation models feeding a pipeline of serial entrepreneurs and high growth companies that become drivers of innovation for the whole economy.

As illustrated in the graph below, innovation ecosystems involve many groups of stakeholders: universities, venture capitalists and business angels, corporations, governments and finally institutional investors and, to succeed, they require a high level of collaboration among these groups of stakeholders.

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<sup>3</sup> Jenkins Report, “Innovation Canada – A Call to Action”, page 2-3

<sup>4</sup> Deloitte, “The Future of Productivity – Clear Choices for a Competitive Canada”, 2012, p.2

<sup>5</sup> Idem

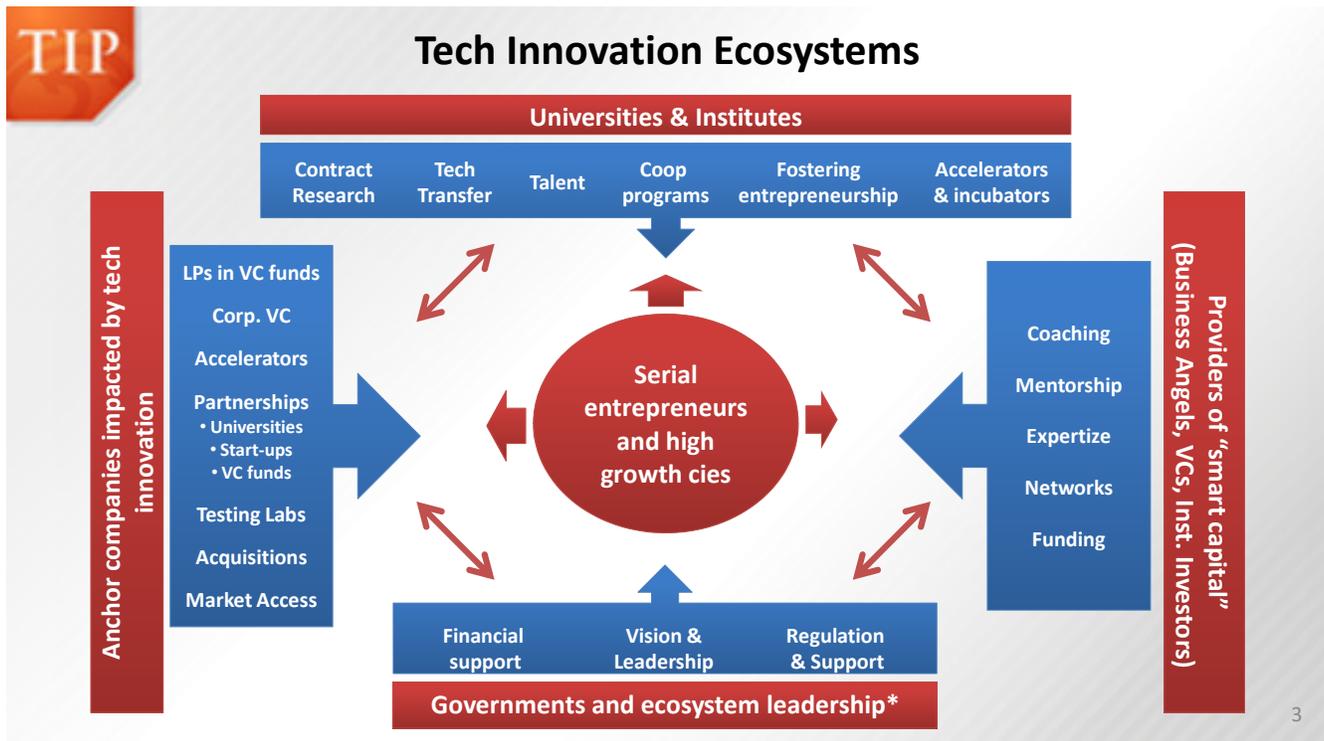
<sup>6</sup> Jenkins Report, “Innovation Canada – A Call to Action”, pages 2-3 and 2-4

<sup>7</sup> Deloitte, “Age of Disruption – Are Canadian Firms Prepared?”, 2015

<sup>8</sup> Council of Canadian Academies, « Paradox Lost – Explaining Canada’s Research Strength and Innovation Weakness », 2013, p.7.

<sup>9</sup> Ibid. p.32

<sup>10</sup> For the last eight years, the Public Policy Forum on Venture Capital and Innovation (PPF) has been focusing on the financing chain for tech start-ups <http://quebeccityconference.com/en/archives.php>



***A need for structured and continuous collaboration among stakeholders groups***

In places like Silicon Valley, there is a critical mass of start-ups, investors (VCs and business angels) and tech corporations, a culture of innovation within large corporations and a wide circulation of talent among all stakeholders. Collaboration among the main groups of stakeholders impacting the tech innovation ecosystem is intense and always reinventing itself. In most other places including Canada, the intensity of interaction among these groups is much lower; collaboration is far less efficient and best practices are adopted at a much slower pace.

Breaking the silos, building trust and finding the right way to create links has benefits for each group of stakeholders and is essential to accelerating the pace of innovation in the whole ecosystem. Such an endeavour however does not fall under the direct responsibility of any group of stakeholders in particular and if many recognize the need, it is difficult for any one organization to take the lead individually and build these bridges.

As a result, there is a need for a platform aiming at creating a structured and continued interaction among the main groups of stakeholders impacting the Canadian tech ecosystem in order to identify how collaboration could be fostered and accelerated and lead to tangible results for participants and the ecosystem.

## **TIP MISSION**

The Tech innovation platform is an independent, not-for-profit and by-invitation only platform for leading stakeholders of innovation ecosystems (companies impacted by tech innovation, universities, investors, governments and industry experts). Its mission is to support collaboration among them to:

- Reach a common view on what has to change;
- Share experience about what has worked;
- Design and implement work plans to achieve change with on-going secretarial support of TIP's resources;
- Build relationships of trust and develop communities of interest that will lead to tangible outcomes.

TIP is the successor to the Public Policy Forum on Venture Capital and Innovation ("PPF"). It remains focused on public policies and best practices related to financing and capacity building issues. However, it will differ from the PPF in the following ways:

- It is more selective in its invitations, focusing on high level strategic leaders that can participate in the elaboration of collaborative solutions;
- It aims more explicitly at developing ongoing relationships of trust among regular participants in order to support long term collaboration;
- It operates both strategically (long term), working with participants to elaborate a multiyear agenda, and in the short term to produce concrete outcomes on an ad hoc basis;
- It has the capacity to support ongoing interactions between meetings.

TIP is an independent, not-for-profit and by-invitation only platform. It is the initiative of the QCC Foundation. It follows on the steps of the PPF that since 2007 has developed a community of public policy designers and industry leaders who have convened annually to discuss how best to support and fund innovation. It also builds on the experience of the QCC in launching the Institutional Investors Roundtable ("IIR"), an independent platform exclusively set up for strategic leaders of large scale global long-term institutional investors (pension funds and sovereign wealth funds) to (i) explore ways of improving collaboration among them, (ii) consider tangible and innovative ways to co-invest, especially by leveraging one another's expertise and maximizing efficiencies; and (iii) foster relationships of trust, key to their long-term cooperation.

## **TIP FORMAT**

- (i) TIP's agenda, format, guest list and content are determined the QCC team with the support of the advisory Committee. The team will consult with participants to prepare the agenda. No participant or group of participants has disproportionate rights or influence in TIP.
- (ii) No promotional or sales activities are permitted within TIP Meetings.
- (iii) TIP is apolitical in its activities and does not engage in any political advocacy nor does it speak on behalf of participants;
- (iv) All discussions held at TIP meetings are confidential so as to allow participants to openly explore ideas and opportunities of collaboration in depth.
- (v) Sponsors of the QCC Conference are not allowed to participate in TIP meetings. They are allowed to participate in the QCC Conference on the second day but are not allowed to influence the agenda.

## **ABOUT THE QCC FOUNDATION AND THE QUEBEC CITY CONFERENCE**

The QCC Foundation is a not-for-profit organization whose mission is to support private investment activities producing societal benefit by addressing a specific need in the market place. Its modus operandi is to create customized by-invitation-only forums (including the Quebec City Conference, the IIR and the TIP) aiming at solving specific market dislocations and to support them logistically and financially.

The Quebec City Conference is an annual two-day event:

- On the first day, customized forums are held in parallel from 8:30 am to 5:30 pm. In the evening, attendees are invited to a cocktail reception and a private dinner.
- On the second day, participants are invited to continue the discussions and network with leading members of the private market investment community (institutional investors, family investment offices, international venture capital and private equity firms and leading industry experts and academics) in a format intended for high-level exchange and reflection. Private meetings among participants are facilitated while distinguished keynote guests are invited to address the group on major topics relating to private market investment.

The QCC Foundation is supported by the governments of Quebec, Ontario and Canada and by private sponsors. More information is available at: <http://quebeccityconference.com/en>.

## Useful information

### About Quebec City

Quebec City is the birthplace of French civilization in North America and is the only fortified city on the continent. In 1985, Quebec City was proclaimed “World Heritage Site” by UNESCO. As The Hilton Hotel is located in the heart of the old town, several activities are yours to discover and are at your fingertips and the Spring season is just around the corner.

### TIP Check-in and Registration – Main Lobby

A QCC Guest Service Representative will greet you in the hotel lobby upon your arrival and assist you with your check-in. TIP Registration will take place in the main lobby on March 8<sup>th</sup>. For guests who arrive on March 9<sup>th</sup> or 10<sup>th</sup>, the registration will take place on the first floor.

You will receive your nametag and agenda. All participants are required to wear their nametags at all times.

### Internet access, computers and printers

Internet access is available in guestrooms and in all meeting rooms of the hotel. Access codes are available on demand. Please refer to the information/registration desk.

The Business Center: work stations with high speed internet access, photocopy and fax services are available 24/7. Present yourself at the Front Desk for details.

### Luggage storage

Should you require a secured place to store your luggage throughout the day, please see the hotel concierge for assistance.

### Medical assistance

A doctor is available 24/7 at the Hilton. If you need any medical assistance, you can use a hotel phone and dial 0 or go to the Front desk. If possible, please also contact us at the information/registration desk.

### Questions and Information

If you have any questions or concerns, or if you need any information about the program, the agenda, your hotel reservation, nearby restaurants, etc., please refer to our information/registration desk.

# AGENDA

*Attire: business casual*

## TUESDAY, MARCH 8 – WELCOME DINNER

Time	Event	Venue
ALL DAY	TIP Guests Arrivals	Hilton Quebec
6:00 pm	<p><b>TIP PRIVATE COCKTAIL AND DINNER</b></p> <p>Welcome remarks:</p> <div data-bbox="297 760 451 919">  </div> <p>Mr. <b>Gilles Duruflé</b> <i>President</i> <b>QCC Tech Innovation Platform</b></p> <div data-bbox="297 940 451 1100">  </div> <p>Mr. <b>Umberto Delucilla</b> <i>Partner</i> <b>Deloitte</b></p>	<p>Hilton Quebec Villeray/De Tourny Lobby Level</p>

## Venue

*The Hilton Quebec*  
1100, boul. René-Lévesque Est, Québec G1R 4P3

**WEDNESDAY, MARCH 9 – TIP MEETING**

Time	Event	
7:00 am – 8:20 am	<b>BREAKFAST</b> – Buffet-style breakfast available	Hilton Quebec Kent/Saint-Louis 1 <sup>st</sup> floor

8:30 am	<b>INTRODUCTION TO TIP AND QCC</b>	Hilton Quebec Palais 1st floor
	 <p><b>Mr. Gilles Duruflé</b> <i>President</i> <b>QCC Tech Innovation Platform</b></p>	

8:40 am	<b>CONTEXT AND STATEMENT OF OBJECTIVES</b>	
	<ul style="list-style-type: none"> <li>• The productivity and innovation gap and the potential for disruption</li> <li>• Challenges of Canadian Tech Innovation Ecosystems</li> <li>• Barriers to overcome: outcomes of the Greenhouse Session</li> <li>• Objectives of the day</li> </ul>	
	 <p><b>Mr. Terry Stuart</b> <i>Chief Innovation Officer</i> <b>Deloitte</b></p>	 <p><b>Ms. Kendra MacDonald</b> <i>Partner – Innovation Quebec</i> <b>Deloitte</b></p>
	 <p><b>Mr. Gilles Duruflé</b> <i>President</i> <b>QCC Tech Innovation Platform</b></p>	

9:15 am	<b>ASSESSING CANADIAN TECH INNOVATION ECOSYSTEMS: AN INTERNATIONAL PERSPECTIVE</b>	
	Followed by an interactive Q&A session	
	 <p><b>Mr. Jean-François Gauthier</b> <i>CFO &amp; Head of Business Development</i> <b>Compass</b> Author of the Compass Global &amp; Regional Start-up Ecosystem Reports</p>	

9:50 am	<b>INVOLVING CORPORATIONS IN TECH INNOVATION ECOSYSTEMS</b>	
	Followed by an interactive Q&A session	
	 <p><b>Mr. Dave Drach</b> <i>Vice President, Partnerships</i> <b>Techstars</b> Head of the program of corporate accelerators “powered by Techstars”</p>	

**WEDNESDAY, MARCH 9 – TIP MEETING**

Time	Event
10:25 am	<b>NETWORKING BREAK</b> <span style="float: right;"><i>Hilton Quebec Grande Place – 1<sup>st</sup> floor</i></span>

**10:45 am INTRODUCTION TO THE SESSIONS ON THREE CANADIAN TECH INNOVATION ECOSYSTEMS**

Each of these sessions will be composed of

1. A panel where leading stakeholders will share the story of their ecosystem (initial vision, achievements, barriers and shortcomings, how to overcome these barriers) from different perspectives.
2. A pitch by a leader of the ecosystem building team to present their vision of the future and key proposed next steps to achieve that vision and to involve TIP participants.
3. A structured discussion in which participants will be invited to engage which could lead to tangible results beyond the TIP meeting itself.

**10:50 am RYERSON/DMZ**
**Moderator**


**Mr. Abdullah Snobar**  
*Executive Director - The DMZ*  
**Ryerson University**

**Panel**


**Ms. Linda Maxwell**  
*Director*  
**Ryerson Biomedical Zone**



**Mr. Terry Stuart**  
*Chief Innovation Officer*  
**Deloitte**



**Mr. Alan Lysne**  
*Managing Director*  
**Ryerson Futures Inc.**



**Mr. Dan Sinai**  
*Senior Executive - Innovation*  
**IBM Canada**

**Pitch :**


**Mr. Alan Lysne**  
*Managing Director*  
**Ryerson Futures Inc.**

**WEDNESDAY, MARCH 9 – TIP MEETING**

Time	Event
12:20 pm	<b>NETWORKING LUNCH</b> <span style="float: right;"><i>Hilton Quebec Kent/Saint-Louis – 1<sup>st</sup> floor</i></span>

1:40 pm **AFTERNOON INTRODUCTION**

1:45 pm **COMMUNITECH**

**Moderator**



**Mr. Iain Klugman**  
*President & CEO*  
**Communitech**

**Panel**



**Ms. Jennifer Moss**  
*Co-Founder*  
**Plasticity Labs**



**Mr. Gerry Remers**  
*President & Chief Operating Officer*  
**Christie Digital**



**Mr. Jeff Martin**  
*Senior Vice President and Chief  
Information Officer, Direct  
Channels - Technology Solutions*  
**TD**

**Pitch**



**Mr. Craig Haney**  
*Head, Corporate Innovation*  
**Communitech**

3:15 pm	<b>NETWORKING BREAK</b> <span style="float: right;"><i>Hilton Quebec Grande Place – 1<sup>st</sup> floor</i></span>
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**WEDNESDAY, MARCH 9 – TIP MEETING****Time      Event**3:30 pm      **OSMO/NOTMAN HOUSE****Moderator**

Mr. **Noah Redler**  
*Campus Director*  
**Notman House**

**Panelists**

Mr. **John Stokes**  
*Partner*  
**Real Ventures / OSMO**



Mr. **Michael Mahon**  
*Director*  
**BDC Capital**



Mr. **Steve Bérard**  
*Senior Director, Strategic  
partnership & Innovation Lab*  
**Québecor Media**



Ms. **Sylvie Pinonnault**  
*Vice President, Investment Funds,  
Business Immigration and Tax Measures*  
**Investissement Québec**

**Pitch**

Mr. **John Stokes**  
*Partner*  
**Real Ventures / OSMO**

5:00 pm      **WRAP UP AND CLOSING REMARKS****END OF THE TECH INNOVATION PLATFORM**

**WEDNESDAY, MARCH 9 – TIP MEETING**

Time	Event	
6:00 pm	<p><b>OPENING COCKTAIL RECEPTION OF THE QUEBEC CITY CONFERENCE</b></p> <p>Keynote address by:</p>	<p><i>Hilton Quebec Villeray/De Tourny Lobby Level</i></p>
	 <p><b>The Honourable Jean Charest</b> Premier of Quebec, 2003-2012; Partner at McCarthy Tétrault LLP; Chairman of the Quebec City Conference</p>	
	 <p><b>Mr. Régis Labeaume</b> Mayor of Quebec City</p>	
	 <p><b>Mr. Christian Racicot</b> <i>President</i> <b>Quebec City Conference</b></p>	
7:30 pm	<b>PRIVATE DINNERS</b>	<p><i>Further information will be given upon your arrival/registration at the Hilton</i></p>



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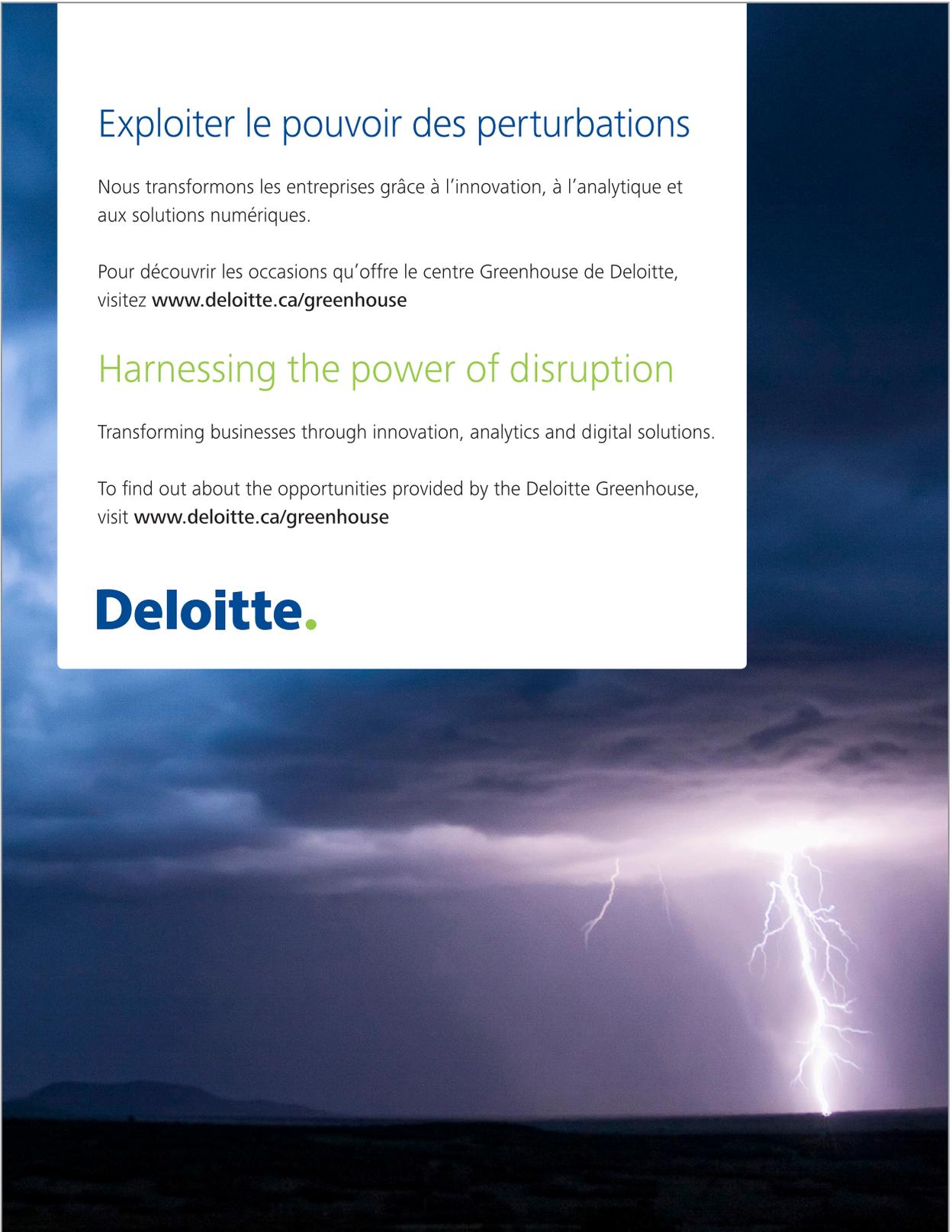
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## Quebec City is

**#1** in North America for low operating costs among cities in its category (*KPMG Competitive Alternatives, 2014*)

**#2** in the «Top Canadian Metros» ranking to establish a business (*Site Selection Magazine, 2012*)

**IN THE TOP 5** of «American Cities of the Future 2013-2014» and «Business Friendliness 2013-2014» (*FDI Magazine, 2013*)

**Welcome to all the participants of the 2016 Quebec City Conference**

[ville.quebec.qc.ca/business](http://ville.quebec.qc.ca/business)

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## Participants



**Albert, Mario**  
CEO  
**Finance Montreal**  
 Canada

Mr. Albert is Chief Executive Officer of Finance Montréal, Québec's financial services cluster. With 23 institutional Governors and 14 Associate Members, Finance Montréal has a mandate to develop and promote Québec's financial services industry. Mr. Albert previously assumed the role of Chief Executive Officer at Investissement Québec, an economic development agency. From 2011 to 2013, he acted as Chief Executive Officer of the Autorité des marchés financiers (AMF), the local financial markets regulator. Mr. Albert also served in various senior roles at the AMF from 2007 to 2011. He began his career at the Department of Finance Canada where he held different positions from 1982 to 1994, including that of Director, Canadian Economic Forecast. He then worked at the ministère des Finances du Québec from 1994 to 2007 where he assumed several functions leading up to his work as Assistant Deputy Minister, Budgetary Policy and Economics.



**Bahan, David**  
Assistant Deputy Minister Corporate Tax Policy, Economic Development and Government  
Corporations  
**Quebec Ministry of Finance**  
 Canada

David Bahan currently holds the position of Assistant Deputy Minister Corporate Tax Policy, Economic Development and Government Corporations at the ministère des Finances du Québec. His responsibilities include the coordination of policies relating to venture capital. M. Bahan has 15 years of experience in the public sector and holds a MA in economics from the University of Montréal.



**Baxter, Charles**  
Vice President, Investment  
**Innovacorp**  
 Canada

Charles Baxter, CA. - Vice President, Investment for Innovacorp where he has worked since 1995. Prior to becoming the leader of Innovacorp's investment team in January 2013, Mr. Baxter was the company's senior financial officer and corporate secretary. He currently serves on boards of six portfolio companies, and previously served on the board of Innovative Properties, a TSX Venture Exchange real estate development company as well as numerous Innovacorp affiliates. Prior to joining Innovacorp, Mr. Baxter was Controller for the Nova Scotia Research Foundation. He is a Chartered Accountant, having articulated with the Nova Scotia Auditor General's office. Mr. Baxter is a part-time lecturer in the Accounting department at St. Mary's University, his alma mater, where he has taught over 50 full credit equivalent courses at both undergraduate and graduate levels. Mr. Baxter supports animal welfare causes and the arts and is a long term volunteer at both Mocean Dance and the Bide Awhile Animal Shelter. He resides in Dartmouth, Nova Scotia.

**Bérard, Steve**

Senior Director, Strategic partnership &amp; Innovation Lab

**Quebecor Media**

Holder of a Master of Business Administration (MBA) from HEC Montreal, Steve Berard is an engineer by trade and has since gained extensive experience in the telecommunications field. Since March 2013, he is Senior Director, Strategic Partnerships and Innovation at Quebecor Digital Media where he is recognized as a leader in the development of major partnerships leading to the growth of the digital environment of the group and its subsidiaries. With a thorough knowledge of the North American market trends and international markets, his interest in business development as well as his motivational leadership skills have earned him a prominent place on the Quebec strategic scene. Believing in the potential of start-up companies and the new generation of technology and digital entrepreneurs, Steve has been involved in this community for many years, including seats on corporate boards of directors promoting their development.

**Bernier, Jacques**

Managing Partner

**Teralys Capital**

Mr. Bernier is Managing Partner and Founder of Teralys Capital, a fund of funds whose limited partners are Québec Gouvernement, Caisse de Dépôt et de Placement and Solidarity Fund QFL. With the Solidarity Fund QFL since 2004, Jacques Bernier has been Senior Vice-President, Information Technologies, Telecommunications and Industrial Innovations until May 31st 2008 and has act as the gatekeeper for the fund of funds activity. An engineering graduate from École polytechnique in 1979, Mr. Bernier is behind the creation of the Industrial Innovation Center of Montréal. He was also co-founder and CEO of BGH Planning, a software developer, and co-founder and Vice-President of OMVPE Technologies, a manufacturer of semi-conductors. Mr. Bernier helped found Téléport de Montréal, a Québec beacon in the telecommunications sector, and served as its President from 1987 to 2002. Before joining the Solidarity Fund QFL, he was President of Mégapoint, a holding company in the high-tech sector, and Chairman of the Board of LxSix Photonics, a leader in new production processes in fibre-optic communications and optical sensors. Over the past 29 years, Mr. Bernier has demonstrated his expertise—both in Canada and the U.S.—in launching businesses, financial engineering, business development, growing investments, scouting for new markets and defining innovative business strategies. Mr. Bernier is also a member of the Board of Director and executive committee of the CVCA.

**Birch, Thomas**

Managing Partner - Quebec Funds

**Caisse de dépôt et placement du Québec**



**Boisjoly, Sebastian**  
Director, Venture Capital and Investment Funds  
**Investissement Québec**  
 Canada

Mr. Sebastian Boisjoly joined the Investissement Québec team in 2003. In addition to holding the position of Director, Venture Capital and Investment Funds, he has also served as Chief Executive Officer of FIER Partners since 2010 and of the Relève Québec Fund since its creation in November 2011. His primary responsibility is managing the team that negotiates and sets up venture capital investments and various investment funds on behalf of Investissement Québec. Since his appointment, Mr. Boisjoly has played an active role in establishing several large investment funds as well as venture capital investments in a variety of industries. Mr. Boisjoly is a lawyer and holds a bachelor's degree in Economics and Financial Management as well as a master's degree in Taxation from HEC Montréal. His past experience includes positions with national public accounting firms and at the Ministère des Finances du Québec.



**Bourgeois, Anne-Marie**  
Vice President, Investments  
**EnerTech Capital**  
 Canada

Anne-Marie has a strong operational background, with 19 years of experience with energy and clean technology companies. Anne-Marie is recognized for her passion in helping companies develop into international leaders and deliver outstanding returns to investors. As Vice President Investments for EnerTech Capital, Anne-Marie Bourgeois serves as a member of the venture deal team and is responsible for sourcing, vetting and managing investments. She is also responsible for enhancing EnerTech Capital's proprietary deal flow, as well as building relationships with corporate strategic partners and investors on a global basis. Anne-Marie maintains an impressive corporate network in the Americas, Europe and Asia. She works fluently in English, French, German, Portuguese and Spanish.



**Chénier, Richard**  
Tech Entrepreneurship and Innovation Director  
**École de technologie supérieure**  
 Canada

Richard Chenier is the Tech Entrepreneurship and Innovation Director at École de technologie supérieure (ÉTS), the largest university in Canada for undergraduate engineering students. Renowned for his passion, Mr. Chenier has the ambitious command to create one of the top 3 ecosystem for tech startups in Canada. Mr. Chenier holds a BA in social psychology and a Master in organizational communication. During his career, Mr. Chenier was shareholder in two businesses, one of which he co-founded. He was also the leader of the largest multidisciplinary team of trainers dedicated to professional development within Quebec industry. He also trained more than 10,000 managers around human management skills. He is still one of the speakers of the Management Leadership Institute in the province of Quebec.



**Côté, Caroline**  
Director - Funds  
**Caisse de dépôt et placement du Québec**  
 Canada



**Cubbon, Paul**  
Leader, Entrepreneurship and Innovation Group  
**Sauder School of Business, University of British Columbia**  
 Canada

University Educator- Entrepreneurship & Innovation Group Leader, Sauder School of Business at the University of British Columbia. Background in industry in corporate innovation centre development. Now focused on applied, collaborative programs to support venture creation and skill development for employees attractive to early stage, high growth companies. Extensive work with science masters, post-docs & PIs in customer discovery/validation and pivots prior to company building, funding and commercialization.



**Delucilla, Umberto**  
Partner, Enterprise Risk and Innovation  
**Deloitte**  
 Canada

Umberto (UB) Delucilla has over 30 years' experience with the Firm. He is the Montreal Innovation Marketplace leader and leads a number of engagements in Enterprise Risk and Innovation. He co-leads the Deloitte "Centre Greenhouse" operations and immersive labs in support of innovation, analytics, and digital projects for our clients, our people, and our communities. He is significantly involved with the innovation ecosystem for Quebec and brings a broad perspective of the Quebec and Canadian innovation and economic development. He is an Executive and member of the board of the Canadian Chamber of Commerce and was involved in developing the "10 Barriers to competition for Canadian Business". He has organized and facilitated innovation and disruption sessions to help key stakeholders (entrepreneurs/startups, VCs, accelerators, incubators, Universities, etc.) of the Quebec ecosystem to work together towards a stronger Quebec environment within a stronger Canadian platform that will allow Canada to be a global leader.



**Denis, Alain**  
Senior Vice President - Innovation  
**Fonds de solidarité FTQ**  
 Canada

Alain Denis joined the Fonds de solidarité FTQ in 2009 as Investment Director of the Information Technologies and Telecommunications sector. An entrepreneur and manager with over 20 years of experience in business and investment, Mr. Denis has held various management positions in leading companies, playing a significant role in their development. Over his career, Alain Denis was, among other things, involved in the launch of a national wireless telecom firm and helped secure financing for and further the development of various companies funded through venture capital in Europe and Asia. More recently, he participated in developing the business of two companies he co-founded, one in health technologies and the other in asset-based lending. A graduate of Université Laval and York University, Mr. Denis holds an MBA and a Bachelor of Business Administration with a Finance concentration. Very involved in the business community, he is a board member of several companies and organizations in Montréal.



**Dolan, Shane**  
Senior Policy Advisor  
**Innovation, Science and Economic Development Canada**  
 Canada

Shane has been with the Government of Canada for nine years, developing policy to promote entrepreneurship, angel investment, and venture capital. Shane has a Masters of Business Administration and a Bachelor of Commerce.



**Drach, Dave**  
Vice President - Partnerships  
**Techstars**  
 USA

Dave has been working with corporations and startups for over a decade. While with Microsoft as Managing Director of the Emerging Business Team (now Microsoft Ventures), Dave created the first BizSpark program while working with startups such as Evernote, Rdio (acquired by Pandora), Yammer (acquired by Microsoft), and DATAlegro (acquired by Microsoft). Dave helped built the first corporate accelerator partnership with Techstars and subsequently the Nike Accelerator, the Disney Accelerator, the Barclays Accelerator and Techstars Mobility (to name a few). Now Dave manages corporate partners for Techstars worldwide. Dave has an MBA from Carnegie Mellon and before that used to build jets at Boeing.



**Dumouchel, Pierre**  
Director General  
**École de technologie supérieure**  
 Canada

Pierre Dumouchel, born in Salaberry-de-Valleyfield, holds a Bachelor's degree in Electrical Engineering from McGill University, as well as a Master's and a Doctorate degree in Telecommunications from the Institut national de la recherche scientifique (INRS). He joined the École de technologie supérieure (ÉTS) as a professor in the Department of Electrical Engineering in 1995, following which he transitioned to the Software and Information Technologies Engineering Department, which he helmed for nearly three years before his appointment as Director-General. He also founded and managed the Master's program in Information Technologies Engineering program from 2005 to 2011. He became ÉTS Director-General in February 2014. Previously, Pierre Dumouchel served as Vice-president, Research and Development, and Vice-President, Scientific Affairs, at the Centre de recherche informatique de Montréal (CRIM); he was also principal researcher of the CRIM's Speech Recognition team, and a scientific columnist on Radio-Canada's Les années lumière. His research interests focus on speech recognition for subtitling applications, speaker verification for electronic eavesdropping applications and emotions detection for health and call centre applications.



**Duruflé, Gilles**  
President  
**QCC Tech Innovation Platform**  
 Canada

Gilles Duruflé is presently Executive Vice President of the Quebec City Conference and President of the Public Policy Forum on Venture Capital and Innovation. He is also an independent consultant advising venture capital and private equity funds, institutional investors and governments. He was until 2004 Senior Partner at CDP Capital Technology Ventures, the venture capital subsidiary of the Caisse de dépôt et placement du Québec, in charge of the Funds of funds portfolio, investing in North American and European VC funds. He was previously Head of strategic studies at the Caisse de dépôt et placement du Québec. From 1979 to 1991, he worked as Senior Partner in strategic consulting firms in the CDC Group (Caisse des dépôts et consignations, Paris) in Europe and North America. He is a Vice President of the Canadian Venture Capital Association (CVCA). M. Duruflé obtained his Masters in Philosophy from the CERP (Paris), his Ph.D. in Mathematics from the Paris VI University and the Diploma of the Centre d'Études des Programmes Économiques (Ministry of Finance, Paris). He is a CFA and has published numerous books and articles on various subjects related to economics and finance.



**Gaudet, Isabelle**  
Economic Policy Advisor  
**Quebec Ministry of Finance**  
 Canada

Isabelle Gaudet completes her MBA degree at Dalian University of Technology in China after obtaining her BAA Degree at HEC Montreal in collaboration with the Helsinki School of Economic and Business Administration in Finland. She was involved in many international projects in the recent years. We could mention her collaboration with Bombardier Aerospace on the Chinese market and many business development projects in France, United Kingdom, Australia and United States in the defence and security sector. She joined the Quebec Ministry of Economy Development, Innovation and Export trade in 2008 as an Economic Policy Advisor. Now working at the Quebec Ministry of Finance, she is mainly involved in the analysis and recommendation to the ministry authorities on different subjects such as venture capital and financing of innovation and technology.



**Gauthier, Jean-François**  
CFO & Head of Business Development  
**Compass**  
 USA

JF Gauthier is an entrepreneur with 20 years of experience leading fast-growth tech companies, both in the U.S. and Europe. He is currently CFO and Head of Business Development for Compass, the leading benchmarking and recommendation solution for leaders of e-commerce and tech businesses, and author of the Startup Genome and Startup Ecosystem report series. JF was previously CFO of ConnectAndSell, a Sales 2.0 company backed by IVP and Floodgate (Mike Maples Jr.); co-founder of Eolica Power, an Italian wind energy developer and now operator; CEO of iScopia, a tech company he turned around from a 5-year decline to a 10X growth in 3 years then financed with Garage and Rho. Mr. Gauthier has a MBA from Harvard Business School and started his career as a banker with CIBC (parent of CIBC World Markets) and manager for Integral, a tech strategy and innovation management consultancy founded by Kim Clark, former Dean of Harvard Business School.

**Gauvreau, Denis**

Director of International Affairs

**GENOPOLE**

Denis is a technology entrepreneur and innovation specialist with over 25 years of achievements in biopharma. Denis' direct involvement in technology transfer dates back to the early 90s, having acted in turn as Founder, President-CEO, Executive Chairman, Chairman, Board Director, Counsel, or Seed Investor in over 20 early-stage companies in Canada and in France - e.g., Nanoledge, Avance Pharma, BioAxone Therapeutics, Evologic, Biobank, Urogene, Cytomics Pharmaceuticals, Planteck Biotechnologies, OncoDiag. His accomplishments include the creation as Chairman and President-CEO of the first Canadian genomics company (Algene Biotechnologies). Denis started his career as research scientist and Professor at the University of Quebec (National Scientific Research Institute - Health) and at the University of Montreal (Department of Pathology and Montreal Interdisciplinary Geriatric Research Institute). Denis is currently Director of International Affairs at GENOPOLE – the first and still largest French biocluster. Prior to Genopole, Denis was one of the original members of the group of some 300 Founders of King Abdullah University of Science and Technology (KAUST, Saudi Arabia) which he joined in spring 2009 before inauguration. At KAUST Economic Development, Denis drove the commercial strategy of KAUST's Research Park (KRP). Denis obtained holds a Ph.D. degree in Pharmacology from the University of Cambridge (UK)(1981) and he completed his undergraduate studies (B.Sc., 1973) as well as his M.Sc. (1975) in Biochemistry at the University of Montreal (Canada).

**Grammer, Jeff**

Partner

**Rho Canada**

Prior to joining Rho Canada in 2006, Jeff has a 30 year background in technology as both entrepreneur and investor. Jeff worked as an entrepreneur at: Intel, Chips and Technologies, Summit Systems, Databook, N\*Able Technologies, and Ember. Jeff worked as an investor at Techfarm and Sigma Partners. He received an MA in International Economics from Boston University. Jeff currently serves on the board of inPowered, Playerize, Karma Gaming, Keaton Row, Plotly and SmartSkin and he is an observer on the board of Accedian and Beyond the Rack.

**Haney, Craig**

Head, Corporate Innovation

**Communitech**

I am currently the Director or Corporate Innovation for Communitech. My role here is to help make our large Enterprise Companies more innovative and productive by connecting them to productive ecosystems. Prior to Communitech, I ran the Canadian Tire Innovations team at the Communitech Hub.



**Hazelden, Mark**

**Ryerson University**

 Canada



**Hellmann, Thomas**

Professor of Entrepreneurship and Innovation, Saïd Business School

**University of Oxford**

 United Kingdom

Dr. Thomas Hellmann is a Professor of Entrepreneurship and Innovation at the Saïd School of Business, University of Oxford, and the Academic Director of its Entrepreneurship Centre. He holds a BA from the London School of Economics and a PhD from Stanford University. He previously was faculty at the Graduate School of Business (Stanford), and at the Sauder School of Business (University of British Columbia). He also held visiting positions at Harvard Business School, Wharton, the Hoover Institution, INSEAD, and the University of New South Wales. He has taught numerous executive, MBA and undergraduate courses, focusing mostly on entrepreneurship and entrepreneurial finance. His research focuses on entrepreneurial finance, entrepreneurship, innovation and public policy. His academic writings have been published in many leading economics, finance and management journals, including the American Economic Review, the Journal of Finance, and Management Science. He has been a consultant to a variety of clients, including the World Economic Forum and the Government of British Columbia. He wrote numerous case studies on entrepreneurial companies and venture financing. He is also the founder of the NBER Entrepreneurship Research Boot Camp.



**Hervé, Xavier-Henri**

Director & Founder

**District 3**

 Canada

Xavier-Henri Hervé is a senior leader and mentor with 25 years track record for transforming B2B strategic plans for innovations into sales and execution on an international scale. Hervé enjoys a worldwide network built in over fifty countries in Europe, Middle-East and Africa (EMEA), the Americas at large, and the Asian markets, with notably great success in China. An engineer, Hervé leverages 20 years of experience in several technology and engineering intensive domains such as aviation, information systems, simulation and greentech, at Mechtronix, Oracle Corporation, CAE Electronics and Bombardier.

**Hill, Neal**

Vice President, Fund of Funds

**BDC (Business Development Bank of Canada)** Canada

Neal Hill joined BDC Venture Capital in 2012 as Vice President, Fund Investments. His main responsibilities are to develop BDC Venture Capital's reputation as an institutional investor of choice in venture-focused private equity funds, expand BDC's industry presence and develop sector knowledge, and identify and develop high-potential general partners (GPs). Mr. Hill has more than 30 years of experience in technology management and marketing, venture capital, and mergers and acquisitions in Canada and the U.S. Before joining BDC, he held senior management and consulting positions in various sectors. Most notably, he was founder and Senior Managing Director of Great Northern Capital, Canada's first attempt to create a growth-stage venture capital fund of substantial size focusing on emerging technology firms. Prior to this, he was Senior Vice President, Corporate Development, for Cognos Incorporated, the Ottawa-based \$1 billion worldwide leader in business intelligence and performance management software, now a unit of IBM. In this role, he was responsible for mergers, acquisitions and strategic alliances, including the IBM alliance that led to its acquisition of Cognos. From 1997 to 2004, he was also Managing Director and Director of Investments at VIMAC Ventures of Boston, an early-stage Information Technology venture fund. Mr. Hill pursued a Bachelor of Arts with a major in Physics and Political Science at Washington University in St. Louis, Missouri.

**Hogan, Brenda**

Senior Investment Manager

**Ontario Capital Growth Corporation** Canada

Brenda M. Hogan is Senior Investment Manager with the Ontario Capital Growth Corporation (OCGC). OCGC manages the interest of the Government of Ontario in the \$205 million Ontario Venture Capital Fund and the Northleaf Venture Catalyst Fund, a \$300 million fund of funds. OCGC manages and operates the Ontario Emerging Technologies Fund (OETF), a portfolio of 20 high-potential Ontario companies. Brenda played a lead role in the development and implementation of the OETF and the NVCF. She is responsible for ongoing development and management of the OETF investment portfolio as well as providing advice on investment strategy and policy. Previously, Brenda was in corporate, business development, finance, and strategic investing with Bell Canada, Ernst & Young, the Business Development Bank of Canada, and a software start-up. Brenda sits on the Board of Women in Capital Markets, is on the executive of Canadian Women in Private Equity (CWPE), and is a founding member of the Royal Ontario Museum Young Patrons Circle (YPC). Brenda holds an MBA with a concentration in finance, is a graduate of the Rotman School of Business SME Board Effectiveness Program, and has received leadership training from the Ivey School of Business.



**Johns, Brad**  
Partner  
**Yaletown Venture Partners**  
 Canada

Brad brings 27 years of operating, business development, private equity and venture capital experience in the Information Technology and Energy sectors to Yaletown. He currently has responsibility for seven Yaletown portfolio companies, serving as a Director at Endurance Wind Power, Chaordix, and Shadow Networks, and as a board observer at Showbie, nFluids, Pretio and LoginRadius. Previously he was Vice President of Business Development for Moneta Energy Services, a private natural gas storage and marketing company, Brad also worked in private equity, as a Partner with Moneta Capital Partners where he managed IT and Oil and Gas Technology investments, and as Vice President with Launchworks where he managed IT investments. Brad's career experience includes manufacturing operations, product management, business development, private equity and venture capital in both the IT and Energy sectors. As the Senior Partner at Moneta Capital Partners, he was responsible for investments in IT and Oil and Gas Technology companies. As Vice President at Launchworks, an IT-focused venture capital firm based in Calgary, he was a key contributor to the investment performance of the fund. Brad's operating experience includes a decade as an engineer and manager with Nortel, and then as an executive with two technology start-ups. Brad has a Bachelor of Science Degree from Queen's University, a Masters in Engineering from McMaster University and an MBA from INSEAD, consistently ranked among the top ten business schools globally.



**Kehoe, Jeff**  
Chairman of the board  
**Ontario Capital Growth Corporation**  
 Canada

Jeff Kehoe is the Chair of the Board of the Ontario Capital Growth Corporation and a member of the Board of the Ontario Place Corporation. He was Managing Partner and General Counsel of Difference Capital Inc. until April 2014. He has over a decade of experience overseeing the Canadian Capital Markets as Director and Vice- President of Enforcement at the Investment Industry Regulatory Organization of Canada (IIROC). Prior to IIROC, he served as a Crown Attorney and Department of Justice Crown Counsel. Mr. Kehoe has a Bachelor of Laws degree from the University of Windsor, a Juris Doctor degree from the University of Detroit Mercy, a Master of Laws degree specializing in securities law from Osgoode Hall Law School, a Certified Regulatory and Compliance Professional certificate from Wharton University of Pennsylvania and has received securities regulation training from Harvard. He currently serves on both private and public boards including charitable non-profit organizations. He recently completed the Rotman Institute Corporate Directors program (ICD. D). In 2012, he received the Queen's Diamond Jubilee Medal for contributions to Canada and was a member of the Justices of the Peace Appointments Advisory Council in Ontario.



**Klugman, Iain**  
President & CEO  
**Communitech**  
 Canada

Iain Klugman is the President and CEO of Communitech -- one of the leading enabling organizations in North America. Iain has overall responsibility for operations of the organizations that cover regional, provincial and national mandates with innovation programs from entrepreneur development and support to big tech company support - including a national focus on digital media and mobile computing. Previously, Iain was the CEO of a Crown Corporation, Executive Director of Communications with the CBC, Director of Global Branding and Advertising for Nortel, and held numerous roles with the Privy Council Office and Industry Canada. Iain began his career as an entrepreneur and has never lost his passion for tech and startups. He sits on numerous local and national boards that include the business, academia and social sectors. Iain holds an MBA from Laurier University, an MPA degree from Dalhousie University, an HBA from Laurentian University, and has completed the Advanced Program in Human Resources at the Rotman School of Management.



**Laferrière, Pierre**  
Managing Director, Entrepreneurship Program  
**École de technologie supérieure**  
 Canada

After a full career in the private sector, Pierre Laferrière is now Visiting Senior Lecturer and Managing Director of the Entrepreneurship Program at École de Technologie Supérieure, the largest engineering school in Canada. Throughout his career, he participated in numerous Boards, from companies of all sizes, ranging from Hydro-Québec to the smallest start-ups. He was Senior Vice-President, Knowledge Network, for Telesystem Ltd, a private equity firm invested in emerging wireless carriers and some 70 other companies in the digital economy, spanning four continents. He chaired the Advisory Committee of Telsoft, a software focussed venture fund, and participated in the Advisory Committee of Boston-based Argo Global, a venture fund dedicated to wireless applications. Prior to this, he was President and Chief Operating Officer of Teleglobe Entreprises, which consisted in a portfolio of non-regulated companies related to international telecommunications. Before joining Teleglobe, Mr. Laferrière was President and CEO of SECOR Inc., a Montreal-based strategic consulting firm. He has been President of the Montréal Board of Trade. Early in his career, he has led World Bank-funded projects on the international scene. He holds a MBA from HEC Montréal, a B.Sc. Political Science and a B.A. from the Université de Montréal.



**Lam, Lily**  
Senior Director - Investment Portfolio  
**Ontario Centres of Excellence**  
 Canada

Lily Lam is the Senior Director, Investment Portfolio, Business Development Operations, at the Ontario Centres of Excellence (OCE). OCE assists technology-based companies in their commercialization of research discoveries; provides investments in entrepreneurship and supports the best opportunities to drive innovation and job creation in Ontario. At OCE, Lily is responsible for all matters related to commercialization, with particular focus on the Market Readiness program, OCE investments in new companies, entrepreneurship, and value added scalable opportunities. She is responsible for all OCE operations, with regards to investments and commercialization, including portfolio management, identification of new opportunities, training and mentoring of Business Development staff, cultivating relationships with stakeholders and advisors, developing and building partnerships within the investment community, overseeing due diligence for OCE investments and optimization of commercial outcomes for OCE projects. Prior to joining OCE, Lily held the position of Vice-President, Investments at Covington Capital Corporation; a private venture capital firm that managed both venture fund assets and government fund assets. At Covington for over 15 years, Lily sat on the Boards of 25 investee companies and provided portfolio management and strategic guidance over the full life cycle of the investment. She managed over \$150 million in assets in a variety of sectors including healthcare and drug development, IT software and services and clean technologies. Lily received her MSc in Immunology from the University of Toronto and her MBA from York University.



**Lee, V. Paul**  
Managing Partner  
**Vanedge Capital**  
 Canada

Paul Lee is the Managing Partner of Vanedge Capital Partners Ltd. Vanedge is a venture capital fund focused on making investments in Cloud Infrastructure software, Cyber Security, Machine Intelligence, Big Data, SaaS and Digital Media. Lee is the former President of Electronic Arts, Inc. (EA), and was responsible for its Worldwide Studios group. In 1996 Lee was awarded the Outstanding Young Alumnus Award from the University of British Columbia (UBC). Lee was awarded the British Columbia Technology Industries Association Person of the Year Award in 2002. In 2005 he was recognized as an Honorary Fellow of the University of British Columbia's Sauder School of Business. Lee currently serves as a member of the Premier's Technology Council and is a member of the Dean's Advisory Council for the Sauder School of Business at UBC. He served as one of three Canadian representatives to Asia Pacific Economic Council's Business Advisory Council and currently serves as a member of the G20's B20 SME Taskforce . Lee also Chairs D-Wave Systems and is a board member or observer on Privacy Analytics, Vendasta, Pacific BioEnergy, Control Mobile and Gamerizon. Lee was also an investor in ALI Technologies (sold to McKesson), Blast Radius (sold to WPP), Bycast (sold to NetApp) and Active State (sold to Sophos). Vanedge Capital was the largest shareholder in Recon Instruments, sold to Intel; Wurdtech, sold to General Electric; Metafor, sold to Splunk; and Mediacore, sold to Workday.



**Legault, Guy**  
Chief Operating Officer  
**Canadian Chamber of Commerce**  
 Canada

Guy Legault joined The Canadian Chamber of Commerce as Chief Operating Officer in August 2015. Previously, he was the Vice-President, Business Development and Services at Engineers Canada. Mr. Legault has also worked at a number of other not-for-profit organizations as well as in the private sector, including President and CEO of the Canadian Payments Association from 2003-2012. As well as being fully bilingual, his academic credentials include a B.Sc. in Industrial Relations from the University of Montreal and an MBA from the University of Sherbrooke. Mr. Legault has a wide knowledge and experience in association management. He holds a Certified Association Executive (CAE) designation from the Canadian Society of Association Executives, where he currently holds office as Chair. He has also served over the years as a volunteer, director and officer in a number of other organizations, including the Ottawa Regional Cancer Foundation, the New Edinburgh Community Alliance, and the Forum for International Trade Training (FITT).



**Leightell, Steve**  
Principal  
**Georgian Partners**  
 Canada

Steve Leightell is a Principal on the Investment Team at Georgian Partners and is responsible for the firm's investment pipeline. Steve has been in software his entire career and has built an operational specialty in channels, partnerships and strategy planning for acquisition through partners. Steve brings 20 years of software experience and has been involved with Georgian since its inception. Prior to Georgian Partners, Steve led a global team at IBM responsible for major systems integrator partnerships. Previous to that he led the channels and alliances team at DWL. There he played an instrumental role in developing DWL's strategic relationship with IBM, which acquired the company in 2005. Steve's extensive sales and channels experience includes progressive roles at AT&T/Allstream, Netcom and PSINet, where he developed strong relationships on the channels and M&A side of the major technology firms, internet companies and information aggregators.



**Lysne, Alan**  
Managing Director  
**Ryerson Futures Inc.**  
 Canada

Alan has been a co-founder, CEO, CTO, and COO of a number of technology businesses, and has been working with startups for well over a decade. Currently, Alan is Managing Director of Ryerson Futures operating a seed fund and accelerator program in Toronto and India. Alan was the CEO of a venture-backed mobile company that was acquired by Grapple Mobile, now Monitise PLC.. After the acquisition, he served as COO and led the Toronto office, with a focus on business development and the technology platform. Prior to that, Alan was co-founder and CTO of Davinci Technologies that was acquired by CSG Systems (now Comverse Technology) where Alan served as an Executive Director and led a global team in the U.S., Canada, France, India and China. Alan has an undergraduate degree in Electrical Engineering from Queen's University.



**Macdonald, Kendra**  
Partner – Innovation Quebec  
**Deloitte**  
 Canada

Kendra MacDonald is a Partner in Deloitte's St. John's office and leads the Atlantic Enterprise Risk practice. Kendra MacDonald is a member of Deloitte's National Innovation Council and Innovation Champion for Quebec and Atlantic, responsible for helping to promote innovation both within Deloitte and her clients. As part of that role, Kendra co-leads the "Centre Greenhouse" in Montreal, an immersive and interactive meeting space. Kendra has also been a judge at Deloitte's first internal hackathon and a coach for Deloitte's Fast Track program, a program designed to help teams build their pitch and sales plans to launch new client solutions. In Kendra's innovation role, she is responsible for Deloitte's innovation ecosystem strategy in Quebec and Kendra leads a number of workshops in the Greenhouse including innovation culture, strategy, ecosystem development and building a robust business plan for accelerated growth. Kendra is a frequent speaker on the topics of innovation and disruption including corporate acceleration, the impact of exponential technologies on industries including financial services, public sector, manufacturing and mining, innovation culture and toolkits to improve an organization's effectiveness within their innovation programs. Kendra is on the advisory board of [www.rubixbyDeloitte.com](http://www.rubixbyDeloitte.com), a Deloitte product designed to help clients build solutions leveraging the power of blockchain. Kendra also pushes the innovation agenda through roles on the St. John's Board of Trade and Newfoundland and Labrador Association Technology Industries board. Kendra has worked in multiple Deloitte offices and countries including Ottawa, Montreal and St. John's as well as internationally in Sydney, Australia, the US Virgin Islands, Hong Kong and Moscow, Russia and understands the importance of a globally competitive Canada with a strong culture of innovation and entrepreneurship.



**Mahon, Michael**  
Director, Venture Capital Strategic Investments and Partnerships, BDC Capital  
**BDC (Business Development Bank of Canada)**  
 Canada

Michael Mahon is Director, Venture Capital Strategic Investments and Partnerships. His current mandate is to develop BDC's strategic initiatives and ecosystem-building activities in the Canadian venture capital industry in four key areas: strategic investments, entrepreneur and angel development, global connectivity, and industry facilitation. Michael began his professional career as a communications officer in the Canadian Forces. After joining BDC in the Financing and Consulting group in 2002, he was appointed Director, Corporate Planning and Strategic Initiatives, and subsequently Director, Corporate Development. In this latter role, he worked with BDC's leadership team in diverse areas, including private equity, risk capital and venture capital, innovation and commercialization, industry specialization, enterprise risk management and knowledge management. He played a leadership role in the Canadian Venture Capital review conducted by BDC in 2010, and worked extensively with the venture capital team in developing its approach and action plan to support the Canadian venture capital ecosystem. Joining the venture capital team in 2011, Michael has been at the forefront of many of the team's strategic activities, particularly in regards to the development and implementation of the team's accelerator and global connectivity strategies, as well as multiple key partnerships. On behalf of BDC, Michael currently manages relationships with Version One Ventures, Extreme Startups, Communitech Hyperdrive, C100, the Department of Foreign Affairs, Trade and Development (DFATD) and the National Angel Capital Organization (NACO). Additionally, he is a member of DFATD's ICT Advisory Board, a member of NACO's Research Steering Committee, and BDC's representative on the BDC-NRC-NSERC Ontario Hub Committee. Michael holds an undergraduate degree in Computer Engineering (Hardware) from the Royal Military College of Canada and an MBA from Queen's University. He has also completed certificates of professional development in various fields, including venture capital at the Venture Capital Institute; SME board effectiveness at University of Toronto - Rotman; entrepreneurship at MIT Sloan School of Management; and strategy at Queen's University.

**Martin, Jeff**

Senior Vice President and Chief Information Officer, Direct Channels - Technology Solutions

**TD** Canada**Maxwell, Linda**

Director, Biomedical Zone

**Ryerson University** Canada

Linda Maxwell, MD, MBA, FRCSC, FACS Founding Biomedical Zone Director and Distinguished Visiting Professor, Ryerson University Dr. Maxwell is the Founding and Managing Director of the Biomedical Zone, a physician-led, hospital-based health technology start up incubator in downtown Toronto. The Biomedical Zone is a partnership between Ryerson University, home of the DMZ, the top business incubator in North America, and St. Michael's Hospital, a tertiary care research hospital and provincial trauma referral centre. Dr. Maxwell is a physician and surgeon who has practiced in a wide range of clinical settings. She holds an undergraduate degree (honors) in biology from Harvard University and a medical doctorate from Yale University. A passion for entrepreneurship and business led to Dr. Maxwell acquiring her MBA at the University of Oxford. Dr. Maxwell has experience in technology transfer and research commercialization at the University of Oxford and the National Health Service (UK), where she worked with inventors, scientists and entrepreneurs. She also served as the strategic partnership leader between the two institutions.

**Méthot, Andrée-Lise**

Founder and Managing Partner

**Cycle Capital Management Inc.** Canada

Andrée-Lise, founder and Managing Partner at Cycle Capital Management, has 20 years of experience in venture capital, management and engineering. She has set up an investment platform specialized in cleantechs totaling more than 230 million dollars and which brings together industrial, institutional and strategic investors. Through her career, she developed a network of top-notch partnerships, from businesses, industrials and environmental backgrounds. In addition to serving on portfolio companies' boards of directors, she is Ecotech Québec's co-founder and Honorary Chairperson, sits on SWITCH, the Alliance for a Green Economy in Québec, Société québécoise des infrastructures, Fonds Capital Culture Québec and Natural Gas Technologies Centre (NGTC)'s Boards' of Directors. She is also a member of the Investment Committee of Sustainable Development Technology Canada (SDTC). She co-chaired a Task Force under the auspices of the United Nations Environment Program (UNEP) and of the Society of Environmental Toxicology and Chemistry (SETAC). In 2011, Andrée-Lise was recognized as one of Canada's Clean16, while in 2013 she was named one of the Top 20 cleantech investors by CleanTechnica and amongst the most influential women in sustainable development and in the cleantech industry by Corporate Knight.



**Morin, Geneviève**  
Chief Investment Officer  
**FondAction CSN**  
 Canada

Geneviève Morin is with Fondaction since the fund's inception, in 1996. Now Fondaction's Chief Investment Officer, she was until 2011 Fondaction's Chief Financial and Corporate Development Officer. In that role, she was responsible for budget preparation and control, asset allocation, investment and equities follow-up and partnership development for the purpose of setting up or investing in specialized funds. As CIO, Ms Morin is in charge of direct venture and private equity investments as well as fund of fund investments. Before joining Fondaction, Ms Morin had worked for roughly twelve years in various federations of the Mouvement Desjardins, as adviser and senior adviser - communications, cooperative development and credit. She holds a bachelor's degree in Economics from Concordia University and an MBA in Finance from the HEC Montréal business school. Between 2010 and 2012, Geneviève was copresident of Réseau Capital, the Quebec Venture Capital and Private Equity Association and she now sits on the board of the Canadian Venture Capital Association (CVCA). Since 2010, she is a member of the board of Investissement Québec, a public corporation whose mission is to contribute to Québec's economic development in accordance with Government of Québec economic policy by stimulating investment and fostering employment in every region.



**Moss, Jennifer**  
Co-Founder  
**Plasticity Labs**  
 Canada

Jennifer Moss is the cofounder and Chief Communications Officer at Plasticity Labs. Named by Canadian Business Magazine as Innovators of the Year, Jennifer and her Cofounders built technology that leverages neuroplasticity and psychological sciences to improve employee sentiment and happiness. They focus on mapping sentiment and happiness to drive the metrics that matter to large enterprises. Jennifer writes for Harvard Business Review, Huffington Post and she was recently signed by Kogan Page to write the book, "Unlocking Happiness at Work". Jennifer is a recipient of The National Public Service Award from the Office of President Obama and was most recently honoured with the Global Female Entrepreneur of the Year Award.



**Nankivell, Nathan**  
Acting Executive Director - Investment Capital Branch  
**BC Ministry of International Trade**  
 Canada

Nathan Nankivell has worked in the public service for more than 15 years. During that time, he's held positions with National Defence, Environment and International Trade. He recently moved to support British Columbia's venture capital program.



**Nault, David**  
Vice President Investments  
**iNovia Capital**  
 Canada

David is a Principal at iNovia Capital, a venture capital fund with \$450M under management with offices in Montreal, Alberta, NYC and San Francisco. Prior to joining iNovia, David was an entrepreneur or senior management in a number of early stage and high growth companies including Pivotal Payments, Callio Technology and VIPswitch.



**Padfield, Chris**  
Director General, Small Business Branch  
**Innovation, Science and Economic Development Canada**  
 Canada

CHRIS PADFIELD Director General, Small Business Branch Innovation, Science and Economic Development Canada Chris Padfield is currently Director General, Small Business Branch in Innovation, Science and Economic Development Canada. His responsibilities include the development of policies and programs addressing the development of small businesses throughout Canada. Between 2011 and 2015, Chris served as Director General, Digital Policy, at Industry Canada. He was responsible for coordinating the development of Canada's digital economy strategy and advancing key files such as the Digital Privacy Act. Between 2007 and 2011, Chris served as Director of the Renewable Energy and Electricity Division at Natural Resources Canada. He was responsible for electricity related policy files and delivering a number of large scale renewable energy programs. Prior to 2007, Mr. Padfield held various positions with Natural Resources Canada and the Privy Council Office.



**Payne, Peter**  
Associate Director of SFU's Venture Connection Incubator  
**Simon Fraser University (SFU)**  
 Canada

Peter has established and run a variety of companies – from the early days of electronic publishing, to medical devices successfully marketed in Canada, the USA, Europe and Asia. He has been involved with government organizations, private and public companies, reverse take-overs, venture capital corporations and not-for-profit groups as well as being an active investor. Peter earned a Ph.D. (Pathology) from the University of British Columbia, and was a Clinical Instructor and Honorary Lecturer at UBC's Faculty of Medicine. He is currently Adjunct Professor, Beedie School of Business. Peter is also a mentor in entrepreneurship programs for Genome and Life Sciences companies, and a mentor for the SFU Beedie School of Business. He has been an invited speaker at international conferences, holds a number of patents and has received several awards for his work. Peter is also the past Director of Programs at the BC Technology Industry Association, and Executive-in-Residence for health technologies. Peter Payne frequently speaks about the parallels between science and entrepreneurship. He explains the benefits of applying the scientific method to business concepts plus the social and economic impact of technology on Canada



**Pentland, Jeff**  
Managing Director  
**Northleaf Capital Partners**  
 Canada

Mr. Pentland is a member of Northleaf's Management Committee and oversees the origination, evaluation and monitoring of the firm's private markets investments, with a focus on North American and Japanese opportunities. Mr. Pentland also leads Northleaf's investor relations and business development activities, working closely with existing and prospective investors and investment consultants to design, develop and monitor their private markets portfolios. Mr. Pentland serves on the advisory boards of several partnerships within Northleaf's portfolio. Prior to joining, Northleaf's predecessor, TD Capital Private Equity Investors, in 2005, Mr. Pentland was a management consultant with McKinsey & Company where he specialized in corporate strategy, finance and organizational behaviour, advising companies in financial services and other sectors. Previously, Mr. Pentland was a corporate/securities lawyer with Stikeman Elliott in Toronto, and Hamada Matsumoto in Tokyo, where he advised clients on private equity, infrastructure, corporate finance and mergers and acquisitions transactions. Mr. Pentland received a B.A. (First Class Honours) from the University of British Columbia, an M.Phil in International Relations from Oxford University and an LL.B. (Dean's Honours List) from the Faculty of Law, University of Toronto.



**Pinsonnault, Sylvie**  
Vice President, Investment Funds, Business Immigration and Tax Measures  
**Investissement Québec**  
 Canada

Sylvie Pinsonnault was appointed Vice-President, Venture Capital, Investment Funds and Tax Measures in March 2015. From 2011 to 2015, she served as Vice-President, Investment Funds, Business Immigration and Mandates at Investissement Québec (this title changed to Vice-President, Investment Funds, Business Immigration and Tax Measures in February 2012). Before then, she had been Vice-President, Subsidiaries since March 2010, following a three-year stint as Director, Corporate Initiatives, Policies and Products in the Credit and Risk Management Division. With an MBA in International Business and Export Management from the City University Business School in London, England, Ms. Pinsonnault was named CEO of FIER Partners LP when the \$180-million investment fund was created in 2005. From 2002 to 2004, she was Senior Portfolio Manager at Investissement Québec. Previously, from 1996 to 2001, she was Manager, Structured Finance at CAE Electronics, where she oversaw project financing, investment and risk management, primarily outside Canada. She has also held other executive positions at Scotiabank, Export Development Canada and Raymond Chabot Grant Thornton.



**Quirion, Rémi**  
Chief Scientist Officer  
**Government of Quebec**  
 Canada

On September 1, 2011, Rémi Quirion, OC, PhD, CQ, FRSC, became Québec's first chief scientist. As such, he chairs the boards of directors of the three Fonds de recherche du Québec and advises the Minister of Education, Higher Education and Research on research and scientific development issues. Until his appointment as chief scientist, Rémi Quirion was the vice-dean for science and strategic initiatives in the faculty of medicine at McGill University and senior university advisor on health sciences research. He was the scientific director of the Douglas Mental Health University Institute Research Centre, a full professor in the department of psychiatry at McGill University and the executive director of the International Collaborative Research Strategy for Alzheimer's Disease of the Canadian Institutes of Health Research. Professor Quirion was the first scientific director of the Institute of Neurosciences, Mental Health and Addiction (INMHA), one of Canada's 13 health research institutes. His work helped to elucidate the roles of the cholinergic system in Alzheimer's disease, of neuropeptide Y in depression and memory and of the calcitonin gene-related peptide (CGRP) in pain and opiate tolerance. Rémi Quirion earned his PhD in pharmacology from Université de Sherbrooke in 1980 and carried out his postdoctoral training at the National Institute of Mental Health in the United States in 1983. He has over 650 publications in prominent scientific journals and is one of the most extensively cited neuroscientists in the world. He has received several awards and honours, including the Ordre national du Québec (Chevalier du Québec, CQ) in 2003, the Prix Wilder-Penfield (Prix du Québec) in 2004 and the Order of Canada (OC) in 2007. Mr. Quirion is also a member of the Royal Society of Canada.



**Reckziegel, Karl**  
Vice-President, Operations - Venture Capital  
**BDC (Business Development Bank of Canada)**  
 Canada

Karl Reckziegel is Vice President, Operations and Strategy, BDC Capital. He leads the team responsible for all aspects of the operational management of BDC's direct and indirect venture capital investment funds. An engineer with over two decades of corporate finance experience, Karl is familiar with all aspects of debt and equity structures. He joined the BDC Capital team in 1992. Prior to assuming his current responsibilities, Karl was Managing Director of BDC's Special Situations team, overseeing turnarounds, workouts and divestitures within BDC's Venture Capital portfolio at the national level. At BDC, he has served as Vice President of the Virtual Banking unit, which included responsibility for managing BDC's strategic alliances. Prior to that, he was Vice President responsible for BDC's lending and consulting practice in Vancouver. Before joining BDC, he held positions in engineering, technical sales and industrial marketing in the oil industry, and later served as a senior executive in an international trading company. Karl holds a Bachelor of Civil Engineering from the University of New Brunswick and an MBA with a major in Finance from Concordia University



**Redler, Noah**  
Campus Director  
**Notman House**  
 Canada

Noah Redler is the Campus Director at Montreal's Notman House. An entrepreneur himself, he is the co-founder of Publikit.ca; Noah has been involved in the startup community for years by volunteering as the MTL Community Manager for StartUp Canada and as a member of the Bureau de Direction of the Regroupement des Jeunes Chambres de Commerce du Quebec. Noah's professional experience includes working as the VP Policy and Communications for Communoloft, Communication coordinator at Canada World Youth, Political Attaché for the borough of Ville-Marie and Logistics & Hospitality Manager for the Just For Laughs comedy festival. Noah is also active in his community having worked on several political campaigns and sitting on the Board of Directors for the Centre NAHA.



**Remers, Gerry**  
President & Chief Operating Officer  
**Christie Digital**  
 Canada

As President and COO of Christie Digital Systems Canada, Inc., Gerry Remers is responsible for leading the company's global engineering, quality and operations. Under his leadership, Christie has raised its manufacturing and engineering facility to world class standards. Gerry has led the development of innovative display technologies and business models, and has elevated the Christie brand globally with leadership in digital cinema and high-performance displays. He is also an active leader in the local community spearheading efforts to put Canada at the forefront of the digital economy. Gerry possesses over 30 years' experience in finance, marketing, planning and product management. He has an MBA from York University and has completed post-graduate work in finance at the University of Cologne, Germany. He holds a Master of Arts degree in Philosophy from the University of Waterloo and a double honors Bachelor of Arts degree (German and Philosophy) from Wilfrid Laurier University. In his spare time, Gerry is an honorary member on many boards, advisory committees and leadership councils including the University of Waterloo, City of Kitchener, Communitech, Perimeter Institute, Shad International, Waterloo Regional Economic Strategy Development and United Way. He is a recipient of the Queen's Diamond Jubilee Medal, as well as of Communitech's Luminary Entrepreneur Award.



**Romoff, Mark**  
Chief Executive Officer  
**Canadian Council for Public-Private Partnerships**  
 Canada

Prior to being appointed CEO of CCPPP in January 2011, Mark led an international consulting practice focused on global trade, investment and innovation strategy. Previously, he was the founding President and CEO of the Ontario Centres of Excellence, driving successful commercialization of new technologies, developing the next generation of entrepreneurs and enabling new company start-ups through seed capital investments across priority sectors. During a long and distinguished career with the government of Canada, Mark served as Executive Director at Industry Canada and in the Department of Foreign Affairs and International Trade as a senior diplomat in Nigeria, Mexico, Malaysia, Japan and the United States with responsibility for Canada's trade, investment, and science and technology relationships. Mark is a committed volunteer who serves as a member of the Board of Career Edge Organization, the Quebec City Conference and the Central Canadian Public Television Association. His education includes a Bachelor of Science from McGill University, a Masters in Applied Science from the University of Waterloo, and he is a graduate of the Harvard University Kennedy School of Government Senior Executives Program and the Directors Education Program of the Institute of Corporate Directors and holds the ICD.D designation.



**Sinai, Dan**  
Senior Executive - Innovation  
**IBM Canada**  
 Canada

Dan Sinai is currently a Senior Executive at IBM Canada where he works with the Canadian start-up community and manages the company's innovation and incubation initiatives. Prior to joining IBM, Dan served as Western University's Associate Vice-President (Research). In this capacity, Dan set the strategic direction for, and led, a team of research administration professionals at one of Canada's leading research-intensive universities. A graduate of the University of Waterloo, Dan has held various key research administration positions with both the Government of Ontario and the Government of Canada. He also has extensive R&D program and policy experience, and has worked for several high technology companies, including Nortel and EK3 Technologies.. Dan and his family have lived in London, Ontario, Canada for more that 15 years, where he has served on various local Boards of Directors.



**Sinclair, Michelle**  
Special Advisor  
**Quebec City Conference**  
 Canada

Dr. Michelle Sinclair has over 15 years experience leading innovation-driven initiatives in both private and public sector research organizations, including SFU and UBC. In the private sector, Michelle has been in senior leadership roles in health and engineering, responsible for leading teams of up to 120 staff. She has led capital raising for technology commercialization, including crafting multi-million dollar proposals for public and private investment, and pitching to the North American investment community at the Canadian Financing Forum. At SFU Michelle was responsible for conceiving and driving INSPIRE a major, \$2M change initiative for the Faculty of Science. Michelle most recently led Venture Connection, SFU's business-incubator and entrepreneur support program, with the mandate of streamlining and innovating the program curriculum and operations, growing the base of major philanthropic support, and deepening connections with internal stakeholders and external community partners. She is also an instructor in SFU's Technology Entrepreneurship program, designing and instructing BUS 406: Startup Accelerator, a 13-week go-to market course for early-stage tech entrepreneurs launching prototypes. Michelle completed her BSc (Hons) at McMaster University, and her PhD (Pharmacology) at Tufts University, Boston.



**Snobar, Abdullah**  
Executive Director - The DMZ  
**Ryerson University**  
 Canada

Abdullah Snobar is the Executive Director of the DMZ at Ryerson University, responsible for the strategic direction and continued growth of the DMZ. Abdullah joined the DMZ in 2014 as Director of Community and Business Development. In that role, he established and led the team responsible for increasing and strengthening connections with industry and corporate leaders, with a dual focus on local and international outreach. This resulted in new partnerships for the DMZ and exceptional business opportunities for DMZ startups. Under Abdullah's direction, the DMZ also grew its Entrepreneur-in-Residence portfolio and enhanced its advisor program to ensure DMZ startups have timely access to first-class experts across every sector and vertical. At the same time, Abdullah fostered closer engagement with students and stakeholders across faculties, resulting in new collaborations, events and initiatives. Prior to joining the DMZ, Abdullah served the Office of the Dean at the Ted Rogers School of Management as the Manager of Undergraduate Student Relations and Development. As a campus leader and widely respected role model, Abdullah amplified the culture and empowered the student community of the business school, through the introduction of new local and international experiential programs for students, leadership training for student executives, and unprecedented opportunities for student involvement. Abdullah co-founded a Toronto-based group-buying platform providing social experiences for users. He also helped build a non-profit foundation in Kenya that strives to improve the quality of living for the Maasai community, with a focus on women and youth. Abdullah's previous experience includes time spent with the Canadian Armed Forces, Marriott Hotels and Resorts, and Fairmont Hotels and Resorts. Abdullah is also a participant in numerous community and cultural boards servicing Ontario and the Toronto area. He holds a Bachelor of Commerce from Ryerson University.



**Stokes, John**  
Partner  
**Real Ventures**  
 Canada

Having spent much of his working life as an entrepreneur in the mobile, internet and media sectors, in markets as South Africa, Japan, Hong Kong, New Zealand and Malaysia, John has gained strong insight into how entrepreneurialism is developed and supported throughout the world. He has more than 15 years of experience, both as a founder and an investor, in start-ups and growth companies. He is a Partner at Real Ventures (which began life as "Montreal Start Up"), a seed stage venture capital firm that invests in internet, software, mobile, digital media, social and casual gaming startups. Prior to Montreal Startup, John founded Piermont Ventures, a Hong Kong based boutique investment and advisory business with a focus on media, technology and financial services. Earlier in his career, John held pivotal roles within the Wireless Industry such as Aethos Systems (acquired by Logica CMG (LSE: LOG)) (India, Taiwan, China, SEA) and Brightpoint Inc. (NASDAQ: CELL) and was Chief Operating Officer for Livedoor Group Inc., Japan's first free Internet Service Provider. John received his BSc. (Hons) from MMU (Manchester, UK) is a citizen of the UK and New Zealand and a Permanent Resident of Quebec, Canada.



**Stuart, Terry**  
Chief Innovation Officer  
**Deloitte**  
 Canada

When some of the world's leading brands need to discuss innovation strategies or figure out how to get ready for disruption, Terry Stuart often gets the call. As Deloitte Canada's Chief Innovation Officer, Terry's job is to be a "constructive disruptor", helping both the firm and clients thrive in a world where exponential change is in the driver's seat and is not obeying the speed limit. A creative thinker with an idea every nanosecond, a meeting with Terry leaves people itching to jump out of the present and bounce into the future. Animated and passionate, Terry speaks to audiences across the country and abroad. Terry is a master connector and finds value in meeting with everyone in the innovation ecosystem—he finds inspiration everywhere. Whether Terry is experimenting with his latest Kickstarter purchase, watching a TED video on his deck with his family or attending Singularity University's Innovation Partnership Program in Silicon Valley, he leaves ready to take action and finds others who will join him on his journey. The word innovation can sometimes be used in a cavalier way, but in Terry's mind it matters. Canada's productivity is on the line and innovation is what will propel the country forward to help future generations be successful.



**Tessier, Todd**  
Principal and CFO  
**Vanedge Capital**  
 Canada

Todd joined Vanedge Capital in September of 2015. His role at the fund is focused on cloud based software for small and medium businesses, digital media and financial technologies. His past position beginning in 2013 was CFO at Recon Instruments where he led Recon's fund raising efforts. During his term at Recon the company went onto raise \$12M in capital from venture, corporate and angel investors. Recon was acquired by Intel Corporation in June of 2015. Prior to Recon, he was Vice President of Investments at BC Renaissance Capital Fund managing a fund of funds investment pool of \$90M. Over the past 20 years, he has developed and implemented venture capital programming like the BC angel tax credit program. Todd earned his Bachelor of Commerce degree from the University of Saskatchewan, and then went on to complete both his professional accounting designations. He enjoys outdoor pursuits that include skiing, surfing, and wake-boarding on Shawnigan Lake.



**Thomas, Pascal**  
Senior Vice-President and Chief Digital Officer  
**Yellow Pages**  
 Canada

Pascal Thomas is Senior Vice-President and Chief Digital Officer at Yellow Pages. Pascal Thomas has 20 years of experience in the technology industry. Prior to joining Yellow Pages, he was CEO, Marketing and Innovation at Mappy, an innovative online route planning and itinerary service based in France. Mr. Thomas was instrumental in rebranding the company and renewing its products, business model and product offering, making it one of the top two travel sites in France. Prior to that, he was Vice President, New Media with PagesJaunes in France. Mr. Thomas also held senior executive positions with France Telecom, Orange and Cosmobilis. In more recent years, as Vice President, Next.com (France Telecom), he was responsible for successfully launching a variety of online photo sharing, music and gaming platforms, including Pikeo, Djinngo, SoundTribes and Whose Game. Pascal Thomas holds a software engineering degree from the École d'ingénierie informatique in France and began his career as a software developer.



**Tremblay, Nicolas**  
Senior Investment Analyst  
**Fonds de solidarité FTQ**  
 Canada

Nicolas Tremblay joined the Fonds de solidarité FTQ in March 2014 as Senior Analyst, Investments. In this capacity, he assesses financial proposals and the related level of risk, writes analysis reports submitted to the Management and Special Board Committees on investment projects, follows up on investments in the portfolio and monitors the venture capital market. He previously was an analyst and then an advisor in transactional analysis for private equity and infrastructure at the Caisse de dépôt et placement du Québec, from 2008 to 2013. Nicolas holds the CFA (Chartered Financial Analyst) and FRM (Financial Risk Manager) designations, as well as a Master of Science degree in Applied Finance, specialized in Portfolio Management, from Université du Québec à Montréal.

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**Viel, Carl**  
President and CEO  
**Québec International**  
 Canada

Originally from Quebec City, Carl Viel received his bachelor's degree in economics and a corporate governance certificate from Laval University. He also completed training programs in entrepreneurship (Massachusetts Institute of Technology), leadership (NTL Institute) and coaching (Niagara Institute). After nearly 20 years in the private sector, he held managerial positions with various economic organizations, including as vice-president of Montreal International and general manager of Montreal InVivo, prior to joining Quebec International as CEO in 2008.

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