

LEVERAGING
THE ECOSYSTEM

ANNUAL REPORT



2021-2022

Message from the Chairman of the Board



Dear fellow members,

AIoT Canada begins its 4th year at a time filled with hope and opportunity for the AIoT ecosystem.

Since its inception, the organization has gathered like-minded individuals that believe strongly in the need of having such an ecosystem.

Only a month ago, on May 5th, we organized a roundtable in the Ottawa area, where we aimed to leverage the combined wisdom and experience of industry, government, and academic leaders to identify the needs and actions to be addressed by a national Canadian AIoT strategy, aiming to elevate Canada's economic growth and competitiveness through AIoT.

Over 30 participants were asked three questions: what are the opportunities for AIoT applications, identify the challenges in achieving those opportunities, and what could be the solutions to said challenges.

It was positively encouraging that so many suggested that it was imperative to develop an **ecosystem** as well as a **shared vision** and a **community framework**.

Of course, several other aspects were raised and while a preliminary report is being prepared, we are forging ahead and take advantage of our B2B portal "CONNECT" platform to support further discussions on national strategy about digital transformation.

Such a strategy planning is sorely needed, particularly in light of the lessons learned during the pandemic. It is expected that recovery will still take some time before the crisis is completely resolved. We must begin, however, to look ahead at the competitive landscape of the global market and reflect on the ways we must adapt to the "New Digital Economy," which requires us to compete using not only Advanced Technology, but Human Capital as well.

Beginning to take steps now will allow us to be prepared for the true competition that is soon and surely to come.

We have, however, reasons to be optimistic. The talent pool amongst our members is immense. I am sometimes in awe when I look at the creativity displayed in the projects where they are involved. It is with much gratitude that I thank them for their vote of confidence and for accompanying us on this journey.

To keep an organization like AIoT Canada going is quite demanding and I would like to extend my sincerest thanks to the board of directors. Their time and their effort, coupled with their combined wisdom and counsel, is really the (not so) secret ingredient for continuing success.

A special thank you to our CEO, Michel Langelier, that is the dynamo in our team engine.

Last but not least (by a mile), I want to acknowledge the vision and leadership of our past president René Breyel. Many thanks.

To you, thanks for being here. Stay connected with us and let's pursue our shared passion together.

Salvatore Cimmino
President AIoT Canada
Vice-President at Claridion Inc.

Message from the CEO



2022 will undoubtedly be a pivotal year for our industry in many ways. A year where after some digital shifts have begun, companies are learning to tame these major transitions and to build the confidence necessary to interweave these changes in a sustainable manner.

In short, exponential growth has been present in all sectors for a decade now, and the strongest growth is generated by consumer adoption of electronic devices. For example, consider the growing adoption of smartwatches, and connected devices in our home.

The public enthusiasm we are seeing indicates IoT is not fleeting and sends a powerful signal to the industry that the IoT is becoming the new "El Dorado".

AIoT Canada is booming as well. Since our last AGM in October, we have:

- Established a new "hybrid governance structure" where staff and volunteers are driving our 3 axes (Government Relations, Industry Support, Market Adoption),
- Created 3 strategic committees involving industry experts to determine the key projects priorities,
- Delivered a new B2B portal where members and global industry players can "connect", "learn" and "interact".

Aside from those 3 priorities, our office has also opened discussion with government officials to launch major initiatives to help Canada achieving a successful digital economy.

In the year ahead, our efforts will be devoted toward:

1. Building a stronger ecosystem across Canada,
2. Providing Industry support.

In terms of our **#1 priority**, this will translate in pledging to the Federal Government on the importance in developing a joint "National Road Map" with the industry, in order to fast track the adoption of AIoT Technologies/Solutions. This should have major repercussions in addressing issues like "Talent gaps", the need to support the industry in implementing AIoT technologies, as well as helping our Canadians small and medium enterprises to commercialize their solutions.

As per of our **#2 priority**, we are on the verge to launch 2 major initiatives. As we attempt to build stronger "value chains" it is important to know who the industry players are and connect them together. Therefore, in the months to come, we will develop a "mapping of the industry" to specific verticals. This project will assist industries to connect with suitable partners thus helping reduce the time-to-market for their solutions.

Finally, efforts will be deployed to launch a "Pan-Canadian" Virtual Innovation Center where we can help incubators and accelerators to mutualize AIoT expertise and resources. To that effect, we are pleased to announce an MOU with 4 Labs as one of the steppingstones.

I would like to extend my appreciation to our volunteers, including our current president, Salvatore Cimmino, who, through their leadership and wisdom, have supported me in this "growing phase". Their energy and efforts have been instrumental over the years to move this organization to a higher level.

We know that the best is still further ahead. We are ready to make AIoT an even greater organization with your support.

Be part of our ecosystem, join our connect.aiotcanada.ca B2B portal. ***Become a member!***

Michel Langelier
AIoT Canada Chief Executive Officer

ACHIEVEMENTS: ACTIVITIES TO PROMOTE THE ORGANIZATION AND PRACTICE OF AIOT IN CANADA

10-2021	How to upskill your team in AI and Data Science	Iulian Vlad Serban	SPEAKER
<p>Does your organization process millions of data points from different devices, locations and customers? Does your organization have a mandate to be data-driven and deliver AI models and tools while staying at the forefront of technology and innovation? Then it may be time to invest in upskilling your team in AI and data science!</p> <p>In this talk, Iulian Vlad Serban, Ph.D., gave the tools and knowledge you need to start upskilling your team in AI and data science. You will learn the best practices to empower your team and deliver real-world AI and data-enabled projects for IoT.</p>			
11 -2021	AIoT Canada : AGA / AGM 2021		ORGANIZATION
<p>We were happy to invite everyone to the public section of our Annual General Meeting (AGM). We presented and introduced our strategic direction, flagship projects and advisory boards, and our latest alliances and strategic partners.</p> <p>We shared our remarks on the new regional directions as well as our priorities and discussed the upcoming events and conferences.</p>			
02-2022	AIoT: Driving Innovation in Quebec with the AIoT	Luc Sirois	SPEAKER
<p>How the convergence of IoT (connected objects) and AI will propel innovation in the next decade. 2022 will undoubtedly mark a major turning point for industries, cities and ministries in search of operational efficiency. Connected objects will play a major role in fueling real-time decision-making. Luc Sirois shared the impact that these enabling technologies will have on the Quebec innovation model. He also discussed with the audience to better understand the realities of the industry.</p>		 <p>Luc Sirois Québec Innovator-in-chief</p>	

03-2022	Signed MOU between AIoT Canada And Smart City Association of South Korea		Partnership
<p>Signing of the MoU between Smart City Association of the Republic of Korea and AIoT Canada.</p> <p>It was followed by a working session to plan collaborative activities to foster business opportunities for our respective members.</p> <p>A collaboration that will foster match-making between industry players and share best practices.</p>		 	
04-2022	Lunch & Chat – Smart Cities	Benoît Balmana	SPEAKER
<p>As part of a panel discussion, we discussed the main challenges and obstacles that median cities encounter when they decide to undertake so-called “connected” projects.</p> <p>We also presented a model comprising 5 main application areas of IoT (Internet of Things) as well as 7 technological elements that make up the architecture of IoT solutions.</p>		 <p>Benoît Balmana CEO of IVÉO (Smart cities)</p>	
05-2022	Roundtable on National AIoT Strategy – Keynote Presentations		Roundtable
<p>This was a half-day exclusive event with industry, government, and academic leaders shaping Canada’s AIoT agenda.</p> <p>The objective was to leverage the combined wisdom and experience of industry, government, and academic leaders to identify the needs and actions to be addressed by a national Canadian AIoT strategy, aiming to elevate Canada’s economic growth and competitiveness through AIoT.</p>			
06-2022	AIoT Interopérabilité : comment réussir ses projets	Christian Francoeur	SPEAKER
<p>Presentation of 2 real life cases in order to demonstrate how projects can be operationalized quickly and simply.</p> <p>Mr. Francoeur used a project with the "Laiterie Coaticook" factory. And a second project with the city of Freligshburg, located in Estrie, which is in the process of deploying new so-called smart technologies.</p>			

WORKGROUPS

AIoT Canada would like to thank all the following members who have agreed to support, either as volunteers or as professional members, the advancement of several strategic files.

3 working groups had been established:

1. Government relations
2. Support our industry
3. Engage our Markets

We want to thank the people below for their contribution to AIoT Canada and the connect.aiotcanada.ca platform

Note: President of the Board of Directors and the CEO are ex-officio members on all committees.

Axis 1 : Government Relations

1. Edona Vila – BLG – Cochair
2. Riccardo Badalone – C2R0 – Co-chair
3. Vincent Sabourin – UQAM/Consortium Innovation
4. Kevin Dobie – CMC System – Government Relation Staff.
5. Sylvain Lemieux: former Chief Innovation & Transformation Leader (Federal Government)

Axis 2 : Support our industry

1. Gordon Harling – CMC Microsystems – Co chairs
2. Frank Rayal – Co-chair (XONA Partners)
3. Cédric Melançon – Uzinakod
4. David Fromont – Carl Data Solutions – Market Place
5. Francois Beaubien – Will Solutions
6. Alain Marchildon – EFICIO
7. Aladin Gaston – Flex Group
8. Louis-Paul Marin – LoK North America
9. Pratik Dhrona – Red Oak Technologies

Axis 3 : Engage our Markets

1. René Breyel – Claridion
2. Benoît Balmana – IVÉO (38 cities – Mobilité urbaine durable)
3. Rémi Duquette – Maya HTT
4. Jason Behrmann – Zetane Systems
5. Nesrine Zemirli – Sciigo

Volunteers

1. Monique Talbot – membership liaison/services catalog
2. Sébastien Paris – UX workshop: AIoT Canada services offers re : Platform/API/
3. Éline Nadeau – Platform Communications/Ads/Profile/Communications tools
4. Francois Beaubien – Strategic Projects proposals/IoT expertise & Industry advisor
5. Tie Wang – IT support

THE BOARD OF DIRECTORS of 2022

Thanks to their continued contribution, AIoT Canada continues to evolve. We would like to thank all the members of the Board of Directors for their time as well as for their sound advice for the good governance of the organization.

Proposed team of officers:

AGA 2022 AGM

BOARD OF DIRECTORS



Salvatore Cimmino
Claridion



Eric Janosz
BlackBerry



Denis Remon
R&D PRO-innovation



René Breyel
Claridion



Edona Vila
Borden Ladner Gervais



Samir Mounir
Desjardins



Walter Knitt
Praxiem



Gordon Harling
CMC Microsystems



Éric Bourbeau
X-Telia



Riccardo Badalone
CZRO



Frank Rayal
Xona Partners



Remi Duquette
Maya HTT



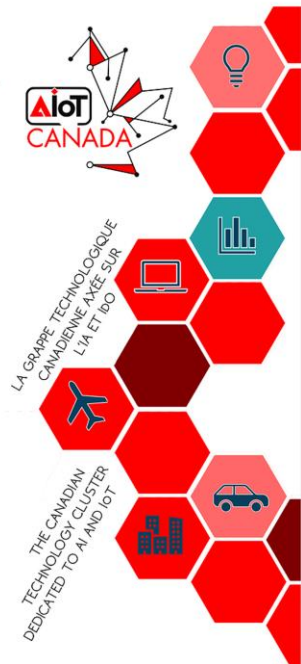
Michael von Hauff
Blackline Safety



Jeffrey de Leeuw
Rogers Communications



Martin Samson
Société Conseil Lambda



We sincerely thank Maya HTT for choosing to be our partner at the AGM.

Maya HTT Better thinking
Better future.

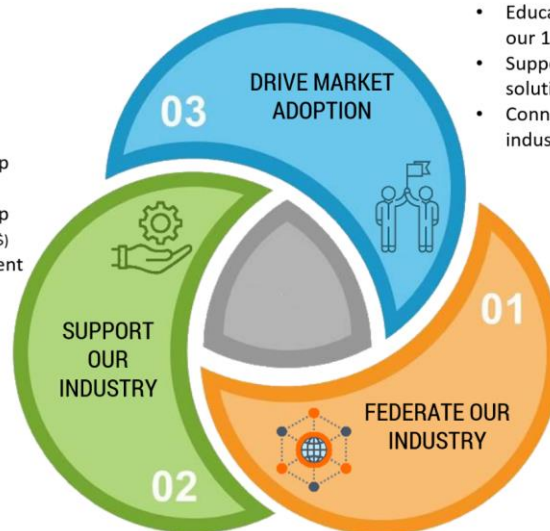
AIoT Canada remercie fièrement Maya HTT de s'être associé en tant que partenaire à notre événement AGA 2022

AIoT Canada proudly thanks Maya HTT for joining us as a partner for the AGM 2022



OUR STRATEGY ACCELERATING THE AIOT ADOPTION

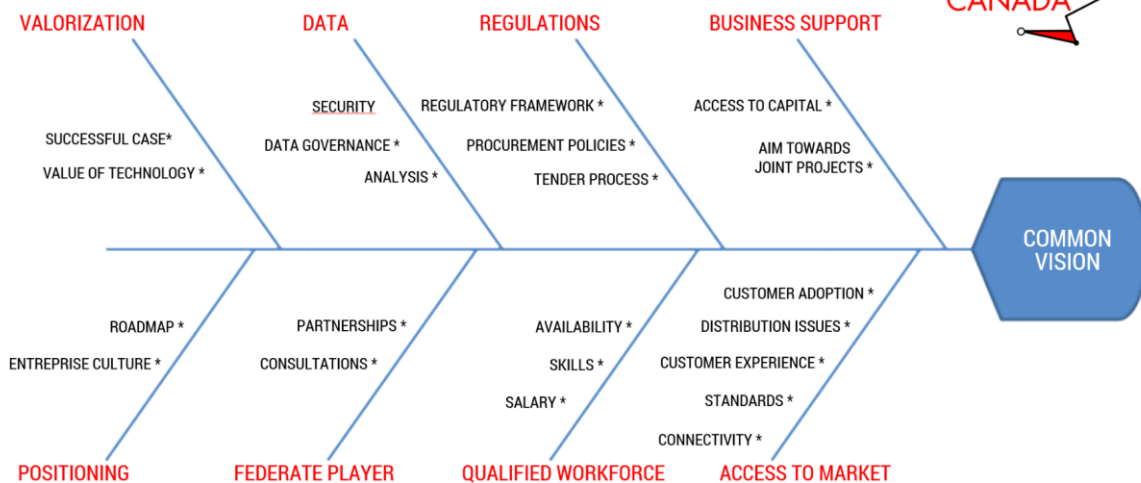
- Help the AloT industry develop better products and solutions
- Help the AloT industry develop its capabilities (partners, talents, \$\$)
- Help AloT industry to implement shared AloT resources and infrastructure



- Educate and promote the benefits of AloT in our 12 markets
- Support the 12 markets to adopt AloT solutions for their Digital Transformation
- Connecting the 12 markets to the AloT industry for implementations and operation

- Become the voice of the AloT industry (territorial focal points)
- Promote the Canadian AloT industry
- Addressing global AloT sustainability challenges
- Influencing AloT policies and best practices

INDUSTRY CHALLENGES : THE NEED FOR A SYSTEMIC VISION



Corporate sponsors



OUR INDUSTRY



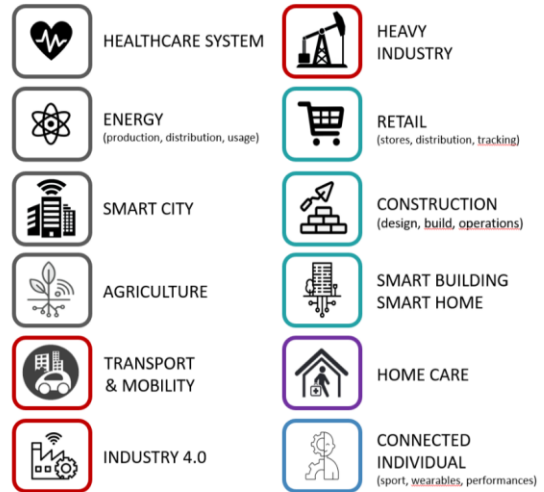
OUR MARKETS

- Developers of IoT or AIoT technologies
- IoT or AIoT service providers and integrators
- Publishers and Operators of IoT and AIoT platforms
- Resellers of IoT and AIoT products and solutions
- Academic partners linked to the IoT or the AIoT
- Research partners related to the IoT or the AIoT
- Financing institutions / Investors in the Innovation sector
- Agencies and Associations / Intermediation partners

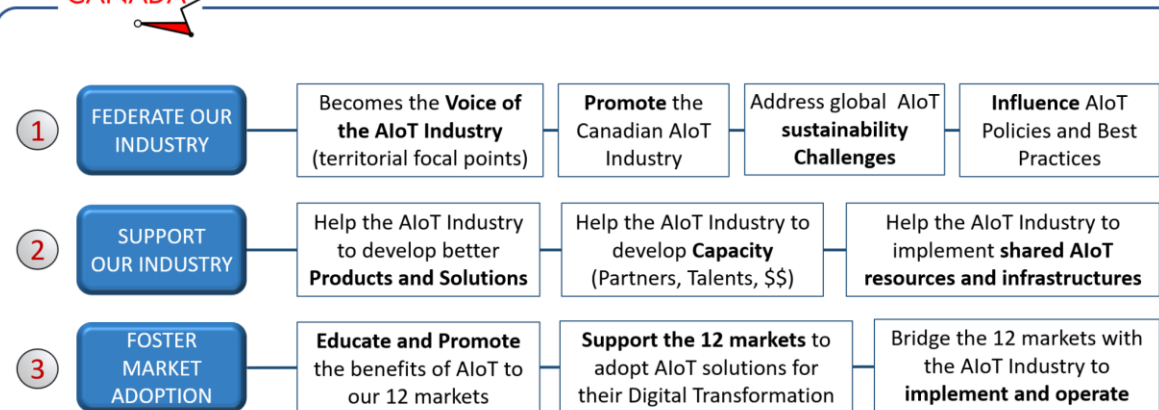
AIOT TECHNOLOGIES



AIOT SERVICES



3 AXIS STRATEGY ACCELERATING AIOT ADOPTION



Within our 3 Territorial contexts : National, Provincial and Regional

CALL FOR ACTION

Do not hesitate to join one of our committees or even to offer help!

Contact info@aiotcanada.ca

UPCOMING EVENTS

06-2022	AIoT Canada: Matchmaking Session – Collision 2022		
<p>In collaboration with the Government of Québec and with the Ministry of Economic Development, Job Creation and Trade from Ontario (MEDJCT); AIoT Canada is pleased to invite you to a match-making session. This activity aims at connecting Quebec and Ontarian companies in the sectors of Artificial Intelligence, Data, Information and Technology.</p>			
07-2022	SIDO PARIS		
<p>Canada's tech sector has been a driver for innovation in many notable industries and large-scale applications. Oil and Gas, Mining, Agriculture, Manufacturing, and others all utilize physical devices and advanced technology, connected to the internet to collect and share data or monitor and measure environments all in real-time: the Internet of Things – IoT. This moniker identifies a wave of technology that impacts almost every industry globally and is growing and expanding at an immeasurable rate.</p>			
09-2022	National Lunch & Learn	Marie Paule Jeanson	SPEAKER
<p>Quebec leaders will share their experience in building the AI ecosystem and will share their vision on how a country will need to team up in order to become internationally more competitive.</p> <p>This Lunch & Learn will give an opportunity to discuss how as a country we can connect some strategic initiative. With the special participation of Marie Paule Jeanson, CEO of the Forum IA".</p>			
09-2022	Webinar	To be announced	SPEAKERS
<p>AIoT Canada will host a webinar to demystify the processes surrounding certification for the industry 4.0.</p>			

- FIND NEW PARTNERS
- MAKE KNOWN YOUR SERVICE OFFER
- STAY UPDATED ON BEST PRACTICES AND USE CASES
- BE PART OF OUR GOVERNMENT RELATIONS

BECOME AN ECOSYSTEM MEMBER

By joining AIoT Canada you are given the opportunity to connect with other individuals and companies that are working in the IoT space.

<https://www.aiotcanada.ca/membership>

Michel Langelier: 514-712-2727



**THE CANADIAN IoT
TECHNOLOGY CLUSTER FOR AI**

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