



NATI News February 2010

News @ NATI

It's hard to believe it's almost March and that spring is just around the corner (if you look past the snow that is!). Spring signifies new growth and new growth means new opportunity. At NATI, new opportunities are arising on a daily basis. From exciting export missions, to partnerships with industry, NATI is set to make 2010 it's most successful year yet.

The next NATI event is our 2010 Solutions Summit (www.solutionssummit.ca), being held March 10th, at the Delta Hotel and Conference Center, St. John's. Dean Macdonald, CEO Tuckamore Capital, is our keynote presenter and we are looking forward to hearing Dean's insights and advice on how to increase the value of your business. Also, we have seven different organizations presenting on different funding programs that can help you grow your business. Finally, our general sessions will give you knowledge on everything from social media as a business tool, to how to attract and retain youth.

In April, NATI will be attending the SEUS//CP conference (details below) and we'd love for you to join us. This conference is packed with valuable match-making opportunities and we want you to be a part of it.

In the meantime, we look forward to seeing you at the Summit and here's hoping for an early spring!

Ron Taylor,
NATI CEO

Announcements from NATI

NATI will be attending the Southeastern United States and Canadian Provinces 2010 conference (SEUS//CP), being held in Biloxi, Mississippi from April 11 - April 13, 2010 (<http://www.seuscp.com>). NATI encourages all of our members to consider attending this valuable event.

The following is a list of companies that the State of Mississippi is targeting to attend the SEUS//CP Biloxi Conference in April. Please review this list and see if there are any companies that may be of interest to you. If we deem certain companies essential to be in attendance and you think there may be interest to have the State of Mississippi offer matchmaking, Carolann Pollett will contact the State of Mississippi immediately.

The following list is comprised of some, but definitely not all, of the companies targeted for recruitment to participate in the SEUS CP 2010 business to business matchmaking. Some of

them have also verbally agreed to serve as anchor companies. The intent of this list is to give organizations in NL an idea of the companies being targeted.

Atmos Energy Mississippi
NASA/Stennis Space Center
*Mississippi Polymers Institute
University of Southern Mississippi Polymer Science Research Center; Visualization Research Center
*Northrup Grumman
Pratt & Whitney
Boeing
*Mississippi Enterprise Technology (MSet) (http://www.mset.org/mset_tenant.html)
*National Oceanic and Atmospheric Administration (NOAA)
National Marine Fisheries Service, Mississippi Laboratories
Gulf States Marine Fisheries Commission
NOAA, Mississippi Laboratories/Stennis Space Center, Mississippi
Nvision Solutions
Eco Systems
Themis Vision Systems
Enterprise for Innovative Geospatial Solutions (<http://eigs.olemiss.edu/about/cluster-companies>)
Mississippi Technology Alliance
*Smart Synch
Howard Industries
VT Halter Marine

*refers to companies that have verbally agreed to serve as an anchor as of this email

If you can identify any other companies in the SEUS area that your organization may wish to meet please contact Carolann and she will send their names forward to the other regions so that they may be recruited.

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Finding Your Competitive Advantage: Upcoming NATI Events

Solutions Summit, Wednesday, March 10, 2010 at the Delta Hotel and Conference Centre, St. John's, NL

Visit www.solutionssummit.ca for all conference details.

NATI's Solutions Summit will give you the tools needed to tackle everyday business concerns like how to access capital, hire and retain youth, expand your business through social media and much more.

Our dynamic presentations will give you practical solutions to be used in your technology business immediately - solutions that will ultimately help grow your business. It's time to *stop* focusing on problems and *start* focusing on solutions!

Member Price: \$149 (+HST)

Non-Member Price: \$199 (+HST)

Keynote Luncheon Address - Individual Ticket: \$50.00 (+HST)

Keynote Luncheon Address - Company Table (8): \$400.00 (+HST)

Call Jennifer at 757-3251 or email jennifer@nati.net to register NOW!

Business Development Opportunities

The Southeastern United States - Canadian Provinces Alliance (SEUS//CP)

The Southeastern United States - Canadian Provinces Alliance (SEUS//CP) is a strategic trade and investment-focused partnership between six southeastern U.S. states (GA, SC, TN, MS, AL) and seven Canadian provinces (NL, NS, PEI, NB, QUE, ON, MA). Delegations, led by State Governors, Provincial Premiers or their designees, comprise business and industry leaders from a wide array of business sectors. The conference is expected to attract approximately 300 Canadian and U.S. business and government leaders to Biloxi in April, presenting a unique opportunity to build linkages with key international leaders.

Business-to-Business Meetings:

A Unique Opportunity to Meet New Business Partners

If you are a distributor, agent/broker, manufacturer, university or government researcher in the advanced manufacturing (i.e. aerospace/defense), energy (R & D, renewable, smart grid technologies) or the geospatial technology sectors, you will have a minimum of 3 guaranteed meetings with leading companies and institutions based throughout the Southeast U.S. and Canada. Matches will be made in advance and on-site with visiting companies attending the conference. You will also have the opportunity to meet with trade and investment contacts at the state/province level. There is no fee for this service but the number of firms that can participate is limited. Matchmaking services should be requested during the registration process.

Register Today!!!!
www.seuscp.com

For more information, please contact Carolann Pollett
Email: carolannpollett@gov.nl.ca
Tel: 709.729.4617

Industry Events

Deloitte's Technology, Media & Telecommunications Predictions 2010

Be among the first to hear the top trends expected to impact the marketplace and your business in 2010. Paul Leroux will unveil the business implications for industry executives including recommendations on how to take advantage of the emerging trends in Technology, Media and Telecommunications (TMT).

Please join us as we reveal the future of TMT at Predictions 2010, a live and interactive session.

When
2:00 pm – 4:00 pm
Wednesday, February 17, 2010

Where
Genesis Centre
2nd floor lecture theatre, Inco Innovation Centre
Memorial University of Newfoundland

RSVP
Please RSVP to Tina Winsor at 737-4527 or tinaw@genesis.mun.ca
Attire - Business Casual

Please feel free to share this invitation with your colleagues. There is no cost to attend; however, seating is limited. Limited parking is available in areas 27, 15 and 16A.

Half-day Workshop on Geospatial Framework Data

Date: Wednesday, February 24, 2010, 1:00 – 5:00 pm
Location: Beatrice Watts Boardroom, Room 2014, IIC Building (Inco Innovation Center), Memorial University of Newfoundland

Parking: N.B. Meter parking (\$2/workshop duration) available on lot 27 (area labeled "Sports Field" on the left of Burton's Pond on the campus map)

Workshop Overview

Business analysts, planners and decision makers across a range of disciplines and business sectors are increasingly experiencing the benefits of visualizing and analyzing their information through a geographic lens. Online applications such as Google Earth and Microsoft Bing Maps have resulted in exponential growth in the use of Internet mapping, but they have data limitations. Sites such as the GeoBase Portal (www.geobase.ca), offer online access to a wealth of freely available, authoritative Canadian geospatial framework data that can in turn be integrated with other data to produce informative maps.

This half-day technical workshop is primarily designed for new users of geospatial information, but professional users of Internet mapping and geospatial information technologies may also find it of value. The workshop is based on the recently completed Framework Data Guide developed through GeoConnections, and is delivered in five modules.

To register or to view workshop agenda, please email Kathleen Young at kyung@hal.ca

Opportunity to meet with U.S. Systems Integrators Seeking Innovative Technologies

Date: Tuesday, March 23 - 25th, 2010
Location: Fredericton, NB and Halifax, NS

Representatives of three large U.S. Systems Integrators will visit Fredericton, NB and Halifax, NS to meet with selected technology companies interested to explore partnering opportunities in **Cyber-security, security, health IT, wireless and seaport technologies.**

These U.S. Systems Integrators specialize in bringing together component subsystems into a whole and ensure that those subsystems function together (system integration). In each location, the program will include an information seminar and networking opportunity, followed by pre-planned one-on-one meetings.

Locations:

March 23rd, 2010
Wu Conference Centre – 6 Duffie Drive (University of NB Campus), Fredericton, NB

March 25th, 2010

World Trade Centre Atlantic Canada - 1800 Argyle Street, Halifax, NS

Please visit www.nati.net to view schedule and application form

Announcements

2010 Newfoundland and Labrador Entrepreneur of the Year Award

The Gardiner Centre is now accepting nominations for the 2010 Newfoundland and Labrador Entrepreneur of the Year Award.

Since 1986, the Gardiner Centre (formerly the PJ Gardiner Institute for Enterprise and Entrepreneurship) and Memorial University's Faculty of Business Administration have recognized entrepreneurs from our province with this prestigious award. The award celebrates the achievement and entrepreneurial spirit of an individual who is strengthening our province's economy and business community as well as serving as a role model for today's youth.

Each year, a selection committee with representatives from the Faculty of Business Administration, the Gardiner Centre and the private sector gather to review nominations and select a winner. The Award is presented at the Faculty of Business Administration's Annual Partners Dinner.

Please take a moment to circulate this notice to any colleagues or clients, whom you may feel would be interested in nominating someone for the award. Alternatively, you, on behalf of your organization / association may be interested in nominating someone for the award. Full award details, a listing of past recipients and nomination forms are available at www.mun.ca/gardinercentre

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