

ASK THE EXPERT / INVESTOR PROFILES

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#OntarioAIS

INVICTUS GAMES TORONTO 2017	HOST PROVINCE PROVINCE HÔTE ONTARIO 15010
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ABOUT

As a value-added benefit to Accessibility Innovation Showcase exhibitors, the Ask the Expert/ Investor Program provides companies the opportunity to connect with experts on a broad range of topics to further business development.

Experts and investors will be available daily between 10:30 a.m. – 4:30 p.m. to provide insight and advice in the areas of investing, entrepreneurship, marketing, support for innovation, and international trade.

Companies may book **20 minute**, one-on-one meetings with experts and investors on-site by visiting the Ask the Expert registration table located outside of the Kent room. Meetings may take place at exhibitor booths or at a designated meeting space inside the Kent room.

In addition to the one-on-one Ask the Expert meetings, there will be a Guided Investor Tour each day of the Showcase. Dr. Mickey Milner will lead groups of Investors on a tour of the exhibit floor, giving exhibitors a brief opportunity to introduce themselves and present their company's elevator pitch. The Guided Investor Tours will take place:

- Monday September 25th from 3:00 – 5:00 p.m.
- Tuesday September 26th from 9:00 – 11:00 a.m.

We encourage companies to take advantage of these unique networking opportunities and leverage the invaluable knowledge of the experts and investors.

For questions regarding the Ask the Expert/Investor Program, please contact:



MARTIN DESOUZA

Project Coordinator,
416-262-4113 | Martin.DeSouza@ontario.ca

EXPERTS



ADAM SPENCER

Head of Accessibility Services,
Accessibil-IT Inc.

Adam is a serial entrepreneur and the co-founder of Accessibil-IT, the global leader in PDF accessibility services. Adam is also an active member of the International Association of Accessibility Professionals.



JIM HINTON

Intellectual Property Lawyer,
Bereskin & Parr

Jim is an intellectual property lawyer, and patent & trademark agent with Bereskin & Parr, LLP. He works with innovators to strategically protect their intellectual property rights in a wide range of technologies. Jim has expertise in intellectual property, commercialization, innovation, inventions, patents, trademarks, copyright and trade secrets.



SERGEY PEREPELITSA

Director, International
Business Development,
Business Development Bank
of Canada

Sergey works to enhance the competitiveness of Canada's private companies by offering impactful international expansion management consulting solutions, helping SMEs expand into foreign markets through BDC's International Growth Program. Solutions are mainly focused around foreign market selection and/or market entry plan development.



SHANE LEE

Development Banker-
Technology Sector,
Business Development Bank
of Canada

In his role with BDC, Shane provides non-dilutive debt financing options and advisory services to entrepreneurs. The technology group has supported hundreds of projects with technology companies, particularly in the areas of software development, data management, hardware and digital media.



EXPERTS



DIEGO CASCO

Owner & Creative Director,
CASCO Agency

Diego brings over 22 years of creative and strategic expertise to client projects to ensure effective results. Diego's professional and business experience has helped him develop a client roster that includes private sector businesses in the financial, legal and technology sectors as well as government agencies. Key areas of expertise include strategy, branding, creative direction, website design and development.



DOUGLAS KENNEDY

RBC Managing Director,
Centre for Global Enterprise

Douglas is an expert in setting and re-setting strategic direction of public and private sector organizations. He has a wealth of experience in market entry strategy and planning for international markets. Douglas is effective at connecting Canadian businesses to available public, private, and academic resources for international business.



LALIT GUGLANI

Project Coordinator,
Centennial College - Centre
for Entrepreneurship

Lalit is an expert in business model design, validation, customer development and business strategy innovation. Other key areas of expertise include marketing and growth strategies.



MARIA-CLARA RODRIGUEZ

Advisor, Strategic Growth Team,
Communitech

Maria-Clara is responsible for developing and nurturing long-term relationships with a portfolio of 150+ member accounts from startup to scale-up companies. Maria-Clara is an expert at understanding company needs, helping them start, grow and succeed. Ask Maria-Clara how Communitech can help you grow your business.





TIFFANY DASILVA

Founder,
DaSilva Consulting Ltd.

Tiffany is a growth marketing consultant whose goal is to help companies attract more engaged customers by focusing on the entire marketing/sales funnel. Her background is in search engine optimization (SEO), search engine marketing (SEM), and conversion rate optimization (CRO). Tiffany uses this knowledge and expertise to choose the right digital marketing tactics for the right target audience.



KENZA MEKKAOUI

Credit Insurance Underwriter,
Export Development Canada

Kenza is a Credit Insurance Underwriter whose main focus is to help Canadian companies grow and succeed on an international stage. Kenza provides Canadian companies with relevant knowledge and innovative solutions helping them realize and maximize their export potential all while mitigating their risks.



KEVIN SULLIVAN

Regional Manager –
Food Sector Lead,
Export Development Canada

Kevin currently contributes as a Regional Manager & Food Sector Lead where he works closely with high-growth SMEs with a focus on financial and risk mitigation strategies to assist in export expansion. Kevin is passionate about helping Canadian companies on export market penetration strategies and supply chain best practices.



SONIA HUKIL

Global Affairs Canada –
Trade Commissioner,
Regional Office of the Trade
Commissioner Service

The TCS has more than 120 years of experience helping Canadian companies succeed in foreign markets, globally. They provide Canadian businesses with on-the-ground intelligence, qualified contacts, partnership opportunities and practical advice on foreign markets to help you make better, more timely and cost-effective decisions in order to achieve your goals abroad.



EXPERTS



DAVID BEST

Senior Associate,
Inclusive Media and Design

David has over thirty years of experience in project management, software design, and development. David lost all eyesight at age twenty. Despite this setback, David's work experience includes software engineering with Air Canada, subject matter expert on accessibility business solutions at IBM, and advisor to the Ontario provincial government on accessibility.



ROB HARVIE

Director,
Inclusive Media and Design

At the University of Toronto for 10+ years, Rob lectured on human-computer interaction and emerging technologies, including augmented/virtual reality and multi-sensory interfaces. He also directed IT for the Faculty of Information.



JEFF CHESEBROUGH

CEO,
Innovate Niagara

Experience in early stage companies, funding, not-for-profits, co-ops, governance and board of directors related matters. Known for his ability to build relationships and foster collaboration amongst stakeholders, Jeff has led the evolution of Innovate Niagara, a one-stop resource for entrepreneurs in high growth sectors that includes a network of business incubators and service providers.



GIUSEPPINA D'AGOSTINO

Founder and Director,
IP Osgoode Innovation Clinic,
IP Osgoode, Osgoode Hall
Law School

Giuseppina D'Agostino, the founding director of IP Osgoode and the IP Osgoode Innovation Clinic, is a highly sought public speaker and consultant. She is Associate Professor at Osgoode Hall Law School, where she researches and lectures on intellectual property law, innovation and commercialization. She is currently completing 2 SSHRC-funded research projects on triggering and fostering innovation in Canada.





MICHELLE LI

Clinic Supervisor, IP Osgoode Innovation Clinic, IP Osgoode, Osgoode Hall Law School

Michelle Li is the Assistant Director of IP Osgoode and the Clinic Supervisor for the IP Osgoode Innovation Clinic. She is responsible for providing leadership, direction, and coordination for general clinic operations and related outreach. She is a lawyer in good standing with the Law Society of Upper Canada and is a registered Canadian trademark agent.



BOB WATERWORTH

Partner - Tax Incentives Practice, KPMG LLP

Bob has over 10 years of R&D experience and 20 years with KPMG including extensive experience in implementing complex tax planning and tax savings strategies for large KPMG clients. He has extensive experience in filing and defending small to large R&D claims for a variety of industries including large and complex organizations.



JENNIFER URBANSKI

Government Lead, Canada - LinkedIn Market Solutions, LinkedIn

Jennifer has been with LinkedIn since 2015 after several years of experience working in the field of digital media. Jennifer is an expert at promoting businesses on LinkedIn.



JASON MACFARLANE

Head of Advanced Manufacturing, Venture Services, MaRS Discovery District

Jason has expertise in product design and manufacturing in a wide range of industries including automotive, industrial automation and machine, consumer, medical, transportation and advanced technology.



EXPERTS



BEN ROGERS

Director, Technology Transfer,
MaRS Innovation

Ben has over a decade of experience in academic-industry research partnerships (research sponsorships and collaborative grants). He has experience in startup company creation to commercialized academic IP. Ask Ben about technology licensing from academic institutions as well as IP protection (patents, copyright) as tools for business and commercialization.

MaRS Innovation



MARIE ANG

Senior Associate,
MaRS SVX

Marie has an expert understanding of the North American impact investing ecosystem. Marie works with impact ventures to raise capital (pre-seed to Series A) by preparing strong deal rooms and readying for due diligence.



DAVID WILLS

Senior Vice President,
Media Profile

David brings an astute, creative approach to public relations, honed through more than 20 years in journalism, public policy and media relations. He is a sought-after media trainer with clients across Canada. He is a trusted ally and advisor to his corporate and government clients.



GINGER SHEWELL

Account Director,
Media Profile

Ginger is a public relations expert. She knows what it takes to effectively tell her client's stories. She has extensive experience conducting national and local media relations campaigns for numerous clients including MEDG, Cancer Care Ontario, and Jack.org. Her work includes awareness campaigns, events, and media relations.



MEDIAPROFILE



MEDIAPROFILE



ROBERT BUREN

CEO and Founder,
NBT Mentors

Robert has been a paraplegic for 8 years. He was the first Canadian paraplegic to qualify for, and race at the Ironman World Championships. Rob is the Founder of NBT Mentors (launching October 2017), the co-founder of SecTor (Security Education Conference Toronto), and a manager at Microsoft. Rob is also a Board Director with Spinal Chord Injury Ontario. Read more about Rob at: www.RockTheChair.com.



ANDRE THERIAULT, M.E.SC., P.ENG.

Of Counsel, Patent Agent,
Norton Rose Fulbright
Canada, LLP

Andre is a registered Patent Agent (Mechanical Engineering) and an expert in the preparation and prosecution of patent applications relating to aerospace, software and computer-related devices, packaging, medical devices, sporting equipment, manufacturing processes and mechanical systems.



BRIAN CHAU

Associate,
Norton Rose Fulbright Canada, LLP

Brian Chau is a J.D. from the Osgoode Hall Law School. He is an intellectual property expert who focuses primarily on technology agreements, patent prosecution, strategy, and portfolio management. Prior to law school, Brian graduated with a BSc in Electrical Engineering at the University of Toronto and worked at IBM Canada as a software engineer and at PwC LLP as a management consultant.



DAVID NG

IP Lawyer, Patent Agent,
Trademark Agent,
Norton Rose Fulbright Canada, LLP

David focuses on creating and protecting intellectual property assets in Canada, the United States and around the world. He drafts, prosecutes and provides strategic advice for patents in various innovative fields, including electrical, mechanical, medical device and computer-related technologies. David also has experience as a wireless device developer, and a medical physics laboratory researcher.



EXPERTS



HENRY BIAN

Associate & Patent Agent,
Norton Rose Fulbright
Canada, LLP

Henry represents clients in the acquisition, protection, and commercial exploitation of intellectual property rights. His practice focuses on providing clients with strategic IP portfolio advice and helping clients acquire intellectual property assets. He also advises clients in corporate transactions where IP is a major consideration.



MAYA MEDEIROS

Partner, Lawyer, Patent Agent,
Trade-mark Agent,
Norton Rose Fulbright Canada, LLP

Maya is a lawyer, patent agent (Canada, U.S.) and trademark agent (Canada, U.S.) and has a degree in Mathematics and Computer Science. She develops tailored IP policies and maps clients innovation to patent, trademark, copyright, industrial design and confidential information strategies.



BRENDA HOGAN

Senior Investment Manager,
Ontario Capital Growth Corporation

Brenda oversees OCGC's venture capital initiatives including investment portfolio management, monitoring limited partnership agreements and developing/managing investor relationships. Brenda has expertise in assessing and arranging venture capital investments in technology companies. She has in-depth knowledge of venture capital funds in Canada and the type of companies in which they invest.



JENNIFER MOLES

Innovation Procurement
Manager,
Ontario Centres of Excellence

Jennifer brings 15+ years of program management experience, providing strategic and operational leadership to deliver on outcomes. These outcomes include supporting efforts in building capacity in the area of Innovation Procurement. She was intimately involved in the development/evolution of the Health Technology Exchange, to support efforts in the area Medical & Assistive Technologies in Ontario.





LOUIE DI PALMA

Director of SME Programs & Global Growth Fund Contact, Ontario Chamber of Commerce (OCC)

As Director of SME Programs Louie has been active in promoting the business cases for hiring, helping Canadian businesses access talent, and create awareness of the employment standard. Recently he helped create and launch a coalition of 9 business associations: the Discover Ability Network. The Network links companies directly with persons with disabilities seeking employment.



MAUREEN ANGUS

Area Director, Europe, Ontario Ministry of International Trade

Maureen focuses on identifying business opportunities for Ontario companies and assist them to develop business in Europe. Her main expertise pertains to the aerospace, defence and cleantech sectors for the Export Services Branch of the Ontario Ministry of International Trade.



PATRICK BARRY

Area Director - Europe, Ontario Ministry of International Trade

Patrick is an Area Director for the European team of the Ontario Ministry of International Trade. He focuses primarily on the Life Sciences and Automotive/Transportation sectors.



PATRICK DEVINE

Regional Export Advisor, Ontario Ministry of International Trade

Patrick has worked with entrepreneurs for over 30 years, and leverages of his knowledge and experience to assist owners grow their sales and evolve their companies into better more productive businesses. A big believer in the “Made in Canada” brand, Patrick is eager to discuss your global mindset and global readiness with you.



EXPERTS



CHRISTINA LEE

IP Professional,
PCK IP

Christina is an IP professional at PCK IP with a focus on patent drafting and prosecution. She advises startups on IP matters as part of PCK's Startup Program, assisting new companies at the most critical stage of growth. She's excited to bring that expertise to entrepreneurs at the Accessibility Innovation Showcase.



DAMIAN ROLFE

IP Lawyer,
PCK IP

Damian advises clients on how to obtain, enforce, and leverage intellectual property. He is particularly experienced in patents and trademarks, and the process of planning an intellectual property strategy for a global marketplace.



KELLY SAMUEL

Managing Director /
Social Media Director,
Qode Media

Kelly is the Social Media Director of Qode Social, Managing Director of Qode Media, and a proud member of the Forbes Agency Council. Kelly has contributed a dozen articles to Forbes.com about social media marketing, digital trends, and digital marketing tips. Notably, she has also been featured by Global News about social media ethics, and has delivered seminars on digital marketing internationally.



BELLA YORO

MBA Candidate,
Schulich School of Business

Bella is a well-rounded healthcare strategist with several years of experience managing international projects in the field of global clinical research. She is the current President of the Healthcare and Biotechnology Forum, and Co-Vice President of the International Schulich Business Association.





DR. MINERVA CERNEA

Assistant Director Internships and Corporate Services, IMBA, Schulich School of Business

Dr. Cernea has a wealth of experience in working with companies in Canada and abroad, supporting with talent (interns), strategic consulting, and research projects. She is knowledgeable on how Schulich/York University can support Canadian business in their domestic markets and internationally.



GEORGE KHALIFE

Associate Sales - US Equity Capital Markets, TMX Group Toronto Stock Exchange

In his role with TMX Group, George helps private companies raise public capital. George also advises entrepreneurs and companies on topics such as branding, growth/scale strategies, pitching and presentations, capital markets, sales, and professional development.



JOSEPH P. LANE

Director, Center for Assistive Technology, University at Buffalo (SUNY), USA

Joseph is an expert in assistive technology prototype assessment, technology transfer partnerships and commercial brokering. He studies and practices in the related processes of knowledge translation, technology transfer, and commercial transactions. His focus is on assistive technology for persons with disabilities and the elderly with functional limitations.



INVESTORS



CARL FURTADO

Investor,
Frog Pond Ventures

Carl is a life long entrepreneur and business mentor. He co-founded of the Golden Angel Triangle Network and is an expert in financial management/capital formation, business succession and information industry relations in the startup ecosystem.



COLIN MCKILLOP

Executive Director,
WECAN: Windsor Essex
Capital Angel Network

Colin is an angel investor and the Executive Director at Windsor Essex Capital Angel Network. Colin reviews startup companies across 30 Industry Sectors with monthly investor meetings hosting up to 5 companies. Colin has a track record of value creation and a reputation for leadership in global business.



DAN WASSERMAN

Founder & CEO,
Mammoth Health Innovation Inc.

With a business development background in marketing, augmented by sales, Dan has sold concepts and products to both industry and government. Mammoth's focus is listing health information technologies on the GSA Schedule to sell to the US government. Mammoth is also building a fund to support these technologies in partnership with Launch NY.



DENNIS ENSING

CEO,
Southwestern Ontario
Angel Group

Denis is an experienced c-suite executive with an unparalleled combination of hands-on operations, strategy, transaction and investor relations experience with emerging high-growth companies. As CEO of Southwestern Ontario Angel Group, he is primarily interested in unique impactful investment opportunities in health tech and sciences (but not therapeutics), medical devices, and advanced manufacturing.





IAN BANDEEN

Chairman,
National Angel
Capital Organization

Ian is a serial capital markets entrepreneur who has created, built and run successful for profit and non-profit markets, companies and organizations. The Canadian Securitization markets, the Canadian Securities Exchange and the National Angel Capital Organization serve as good examples. He also has numerous private investments.



ITALO VOSO

Portfolio Manager,
CIBC Wood Gundy

Italo's clients are primarily made up of an exclusive group of entrepreneurs (unicorns), and senior executives. Italo specializes in helping these entrepreneurs with exit and monetization strategies. Generally, Italo's clients take risks in their business ventures and look to Italo to help them preserve and grow their wealth.



JEFF CHAPLEAU

CEO,
Due Good Deeds

Jeff is a successful founder, investor and business leader with a focus on leveraging technology and online channels in technology, health care, sports and other various vertical markets. Jeff has a particular focus in helping grow early stage organizations through support in general management, technology, strategy, business development, marketing and operations/scaling.



JEREMY LAURIN

President and CEO,
ventureLAB

Jeremy has been active in the technology sector as both an investor and entrepreneur in Ontario for 18+ years. Prior to joining ventureLAB Jeremy held leadership roles with both the Ontario Centres of Excellence and the Investment Accelerator Fund where he was instrumental in helping to support a portfolio of 35 start-up companies. Jeremy was directly responsible for the ICT and digital media sector for the fund.



INVESTORS



JOHN ALBRIGHT

Partner,
Relay Ventures

John is Co-Founder and Managing Partner of Relay Ventures, an early stage venture capital firm focused exclusively on investing in passionate entrepreneurs disrupting and creating mobile software, services, content and technology. Today, 1 in 2 smartphones in the world run software from a Relay portfolio company.



KATHRYN WORTSMAN

Fund Manager,
MaRS Catalyst Fund

Kathryn is an impact investor who is passionate about moving private capital to make a positive social impact. In her role with the MaRS Catalyst Fund she primarily focuses on the education & employment, cleantech, and health technology sectors.



LUCIANO LU

Associate,
Espresso Capital

Luciano represents Espresso Capital, a leading venture debt firm focused on the Canadian technology sector. Since 2009, Espresso has funded more than 200 early and growth stage companies across Canada. Luciano is an expert in venture debt, scientific research & experimental development financing, recurring revenue financing, purchase order financing, and accounts receivable financing.



MARK KUESS

Founder,
KAISIMA Inc.

Mark is the founder of KAISIMA Inc. which connects innovation with proven experience and accredited commercialization practices to enable global market success. Mark and his team have a wealth of experience in managing and developing successful partnerships, operations and customers in several regions including Canada, USA, Asia Pacific and Europe.





MARK LAWRENCE

Managing Director,
NorthCrest Partners Inc.

Mark is a CFA, MBA, P.Eng, and President of NorthCrest Partners Inc, an exempt market dealer in Ontario. Now concentrating on business advisory/M&A/corporate finance services, working as coach to CEO/board on financial and operational restructuring. Mark is familiar with all facets of Canadian capital markets. He acts as an advisor to US and global companies seeking to tap the Canadian capital markets.



MARY LONG-IRWIN

Executive Director,
Northern Ontario Angels

Mary is the Executive Director of one of the top angel groups in Canada. She has spent 20 years teaching, supporting, advising, and mentoring many entrepreneurs. She also spends time ensuring that entrepreneurs have a perfect pitch, and assists in seeking government funding (if available). Mary provides in-depth review and advice on entrepreneurs' business plans.



OZAN ISINAK

President,
Keiretsu Forum Central Canada

Ozan is a serial entrepreneur, investor and alternative investment expert with over 25 years of international experience within the angel investment, venture capital and private equity sectors. He is currently the President of Keiretsu Forum's Central Canada region, the world's largest angel investment network with over 3,500 global members who invested \$73 million USD into 168 companies in 2016 alone.



RACHEL BARTHOLOMEW

Managing Partner,
CyberNorth Ventures

Rachel helps develop a high level investment strategy for the CyberNorth investment fund focused on bringing formation, seed, pre-RTO and pre-IPO funding to companies within the Toronto-Waterloo corridor. Rachel is an expert in software development, virtual reality, augmented reality, healthcare, and SaaS.



INVESTORS



ROB DOUGLAS

President,
Golden Triangle Angel Network

Rob is a founder and President of the Golden Triangle Angel Network (GTAN), one of Canada's largest and most active angel investor networks. As an owner and partner in several successful private businesses, Rob has extensive experience in launching, funding and managing early-stage ventures.



SAMER AL ASHHAB

Chief Executive Officer,
Savvorien Capital

Samer is the CEO of Savvorien Capital, a Canadian investment bank that provides world-class structured finance and M&A advisory services. During his 14-year career in corporate and investment banking, Samer executed multi-billion dollar financings across a variety of sectors, and is a trusted advisor with a solid network of global relationships.



SNITA BALSARA

Investment Manager,
MaRS - Investment
Accelerator Fund

Snita is an Investment Manager with the Investment Accelerator Fund (IAF) at MaRS Discovery District. She has over a decade of global experience in the tech industry in operations, business development and venture investing. Prior to joining the IAF, she managed the investment portfolio for a Shark on Shark Tank. IAF is a leading seed stage investor in Ontario, investing in IT, health and cleantech companies.



SURAJ GUPTA

Chief Investment Officer,
The Gupta Group & The
Easton's Group

Suraj is the Chief Investment Officer of The Easton's Group and the Gupta Group, Canada's largest private hotel developer and residential condominium builder. Suraj has extensive experience in real estate, finance, and business strategy/structure, with an MBA from Columbia in entrepreneurship and start-up investing.





WAYNE WELTER

Managing Director,
Commercium Group Ltd.

Wayne is the Managing Director of Commercium Group Ltd., a private merchant bank advising and consulting SME clients who are committed to organically growing their Canadian business operations, and expanding globally. Wayne has particular focus and expertise in the Middle East, North Africa South Asia, India and China markets (MENSA).



YVONNE PILON

President & CEO,
WEtech Alliance

Yvonne is a young professional who is passionate about technology, innovation, entrepreneurship and putting Windsor-Essex on the map. At the age of 24, she founded her first tech company, AD2IT and by the age of 29, she became the youngest female to lead a Regional Innovation Centre. Yvonne is an expert in marketing, investor relations, public relations, entrepreneurship and community/partnership development.

