



Canada: Interoperable Communications Seminar

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Summary

Note: The U.S. and Canadian dollar are currently at par. U.S. and Canadian dollar figures used in this report are equal.

Canadian officials recognize that in this post 9/11 world, it is imperative to ensure that all communications between first-responder agencies and other public safety providers are interoperable not just within Canada but between Canada and its' closest neighbor and ally, the United States. The Government of Canada (GOC), the provincial governments and the municipal governments are in the process of upgrading their communications technologies and in a market heavily reliant on imported equipment and technology, are looking to the U.S. for solutions. Therefore, the U.S. Commercial Service in Ottawa is developing a special business seminar that will provide U.S. firms with an opportunity to formally introduce their communications interoperability solutions for the defense, security and emergency responder markets to key Canadian decision makers. The Interoperable Communications Seminar will take place in Ottawa, Canada on January 15, 2009.

Market Overview

The interoperability of data and voice communications is of extreme importance to security agencies in North America. First responders and emergency management services throughout Canada have consistently identified the lack of interoperability as the main obstacle in the performance of their duties. To ensure the security and well-being of Canadians, emergency professionals must be able to communicate with each other to accomplish critical objectives. Consequently government agencies at the municipal, provincial, and federal levels are seeking ways to overcome existing interoperability barriers.

At the Federal level, Public Safety Canada has identified improved interoperability as one of its priorities to ensure the security and well being of Canadians. In addition to its' investment in the procurement of interoperable technologies in 2007, the GOC allotted an additional \$10 million to support the [Canadian Police Research Centre's](#) (CPRC) work in policing and public safety science and technology. A large portion of this allotment is expected to be dedicated to interoperable research and technologies. Provincial and municipal governments are also dedicating resources towards these technologies. It is estimated that projects to improve interoperable communications in Alberta alone will total \$150 million dollars and tens of millions will be spent for this purpose in British Columbia in the coming year.

The primary focus in Canada is on systems that allow a variety of devices (cell phones, radios, pagers, etc.) to tie in with already established communication systems including computers. In order to meet these needs under demanding and unpredictable circumstances, interoperability solutions must be flexible, durable, mobile and sufficiently ranged to allow responders to communicate immediately and effectively.

Interoperable solutions for communications represent a new, untapped market in Canada that offers excellent business prospects to U.S. exporters. While data sharing between Canadian agencies is typically more developed than in the United States, Canadian voice communications interoperability between first responders lags behind the United States. U.S. producers can capitalize on their previous experience and proven techniques to position themselves in the Canadian market. Now is the time for U.S. businesses to enter the market and secure both short and long term contracts in Canada at all levels of government.

Event Overview

The U.S. Commercial Service will host an Interoperability Communications Seminar on January 15, 2009 in Ottawa, Canada. This event will bring together a limited number of U.S. vendors offering solutions to the voice and data interoperability needs of first responders, public health and safety officials, and representatives from municipal, provincial, and federal agencies and organizations.

The event will kick-off with a keynote presentation on the importance of interoperable communication. Participants will then be given a 30 minute time slot to make a presentation on their interoperability solution to target consumer groups of Government of Canada emergency service and first responder professionals. Each participant will display their promotional materials and products in table top format. An evening networking reception will offer an opportunity to further interact with Canadian professionals to develop key contacts with representatives from various organizations.

For More Information

The U.S. Commercial Service in Ottawa, Canada can be contacted via e-mail at: Tracey.Ford@mail.doc.gov; Phone: 1-613-688-5406; Fax: 1-613-238-5999; or visit our website: www.buyusa.gov/Canada.

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