



FEB. 5-9

2024 FLORIDA TRADE MISSION

HEALTH TECH, DIGITAL/TELE HEALTH



CHAMBRE DE COMMERCE
CANADAFLORIDA
CHAMBER OF COMMERCE

Welcome Remarks



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Louis O. Guay
CFCC President, Florida
Chapter



Glenn Cooper,
Board Chair Member,
Florida Chapter



Karine Martinez
CFCC Executive Director



Darren Hay,
Board Chair Member,
Florida Chapter



Ken Pierce
Board Chair Member,
Florida Chapter

Dear Trade Mission Delegates,

We are excited to welcome you to Florida for the Canada Florida Chamber of Commerce's inaugural trade mission of 2024. For the occasion, we have put together a robust program of conferences, panels, presentations, visits, and networking sessions which will allow you to learn more about doing business in the Sunshine State.

Your timing could not be better. The State of Florida is currently experiencing a tremendous boom making it one of the most exciting places in the world to live and do business. In addition to its role as the gateway to the Americas, Florida is seeing a remarkable economic growth with more and more financial institutions and tech companies establishing a presence under the sun. Florida is the number three state in the USA in terms of population.

As business leaders and entrepreneurs, you will not want to miss this wave of opportunities. We hope that your participation in the Canada Florida Chamber of Commerce's trade mission will be an important step towards your business success in Florida, the USA and the Americas.

We thank you for your participation and we would also like to thank our many Florida sponsors, hosts, organizers, supporters, government leaders, community, leaders, and presenters for their participation, and for helping to make this trade mission a success.

Have a great trade mission!

Louis O. Guay, Glenn Cooper, Darren Hay, Ken Pierce and Karine Martinez

Trade Mission Participants

- **IDENTOS Inc.**
- **Health care Foundation**
- **EXEO Attorneys**
- **ZoftSolutions**
- **SEAFAIR CAPITAL**
- **Medioh (Hypertec Group)**
- **KNOWMEDIQ**
- **AIRD & BERLIS**
- **Aetonix**
- **NASCI Biologie Médicale**
- **Cooper Legal Consulting, P.A.**
- **Select Florida**
- **Corpay Cross Border**
- **NL Health Services**
- **Mobia Health Innovations**
- **Quebec Government Office in Miami**
- **Ontario Government**
- **Consulate General of Canada in Miami**

IDENTOS Inc.

IDENTOS

Our Mission

IDENTOS enables healthcare and public sector organizations to deliver superior connected digital experiences for patients, providers and other end-users while reducing identity and access-based cyber risk. We deliver and manage open standard based solutions that address modern Identity, Access, Authorization and Consent needs in healthcare.

→ Main Sector Activity

- Healthcare and Public Sector (Provincial/State/Municipal)

→ Office(s)


- Toronto, Ontario (Headquarters)
- Victoria, BC
- New York, NY
- Munich, Germany

→ Trade Mission Objectives

- Develop relationships in the Florida healthcare ecosystem.
- Secure new long-term customers in Florida.
- Establish new partnerships within the state.
- Transition successful POC initiatives to real-world applications.
- Address trust and access needs in healthcare organizations across Florida.

Contact Us

 www.identos.com

 joe.mayer@identos.ca

 (416) 894-0155

Representative :

Joe Mayer, *Chief Revenue Officer*



HEALTH CARE FOUNDATION



Our Mission

The Health Care Foundation is the primary fundraising partner with NL Health Services. We raise capital for equipment and technological advances in healthcare, innovative patient programs and services.

→ Main Sector Activity

- Philanthropy in support of medical technology and innovation.




→ Office(s)

- St. John's, NL, Canada

→ Trade Mission Objectives

- Identify advanced technology and programming in the delivery of healthcare, while creating philanthropic partnerships.

Contact Us

-  www.healthcarefoundation.ca
-  paul.snow@healthcarefoundation.ca
-  (709) 682-2919



Representative :

Paul Snow, *President & CEO*

EXEO ATTORNEYS



Our Mission

Exeo is a prominent law firm specialized in business immigration law. We are based in Montreal and Quebec City, Canada, as well as Mexico City. Our lawyers are licenced to practice law in Canada, the United States, Mexico and Europe.

Exeo offers a wide range of legal services for individuals planning to relocate abroad, whether for educational purposes, career development, tourism, investment, or the establishment of a new residence.

→ Main Sector Activity

Corporate immigration in Canada and the USA involves programs such as :

- Temporary Foreign Worker Program
- International Mobility Program
- L-1, E-1, E-2, O, and TN visas
- Start Up Visa Program
- EB-5 Program.

These enable the entry and mobility of foreign workers, entrepreneurs, and investors, bolstering economic growth and cross-border business activities.

→ Office(s)

- Montreal, QC
- Quebec City, QC
- Mexico City, Mexico
- Paris, France

→ Trade Mission Objectives

- Forge new connections and network to build industry connections and partnerships.
- Explore potential synergies with other businesses for mutual growth.

Contact Us

 www.exeo.ca

 info@exeo.ca

 (514) 657-2325

Representatives :

Marc-André Séguin, *Co-Founder*

Florence Beaulieu-Lavoie, *Business Development Director*



ZoftSolutions



Our Mission

ZoftSolutions is an international IT consulting firm providing outcome-focused technology solutions to enterprise organizations. We began developing technology for web & desktop applications and now have built out our capability and experience in digital transformation services, data and advanced analytics, IT cloud solutions, robotic process automation, ERP and CRM solutions, quality assurance and engineering.

→ Main Sector Activity

- Digital Transformation

→ Office(s)

- Kochi, India
- Toronto, Ontario
- New Delhi, India
- Dubai, UAE

→ Trade Mission Objectives

- Information exchange
- Networking
- Business development

Contact Us

 www.zoftsolutions.com

 paul.williams@zoftsolutions.com

 (647) 964-6253



Representative :

Paul Williams, CEO

SEAFAIR CAPITAL



SEAFAIR
CAPITAL

Our Mission

Seafair Capital is a strategic leadership and community investment company founded in Newfoundland and Labrador. As one of Canada's Best Managed Companies, Seafair leverages over 25 years of experience to drive innovation and excellence in healthcare, community care and community development.

→ Main Sector Activity

- Healthcare and Community Care

→ Office(s)

- Newfoundland and Labrador, Canada
- Bonitas Springs, Florida


→ Trade Mission Objectives

- Broadening our relationships in the US healthcare ecosystem
- Building a deeper understanding of healthcare economics and dynamics in Florida and in the US
- Exploring the commercial applicability of our solutions in the US marketplace
- Learning about innovation practices in the Florida's healthcare system

Contact Us

 <https://www.sefaircapital.com>

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 (709) 682-2738

Representative :

Ayon Shaled, *VP Innovation & Business Development*



Medioh (Hypertec Group)

medioh

Internet of Health Solutions

Our Mission

Medioh champions its role as a leading provider of digital health services and operational support. We provide digital health solutions that empower health organizations to deploy telehealth and remote patient monitoring solutions at a transformative scale.

→ Main Sector Activity

- Bridging service scalability gaps for healthcare institutions adopting new care models.
- Providing turnkey logistics, asset management, and operational support.
- Supporting large and successful Remote Patient Monitoring (RPM) programs in North America.

→ Office(s)

- Montreal, QC
- Toronto, ON
- Phoenix, AZ
- INdianapolis, IN

→ Trade Mission Objectives

- Acquire new clients for business expansion;
- Engage in networking activities to establish industry connections and partnerships.

Contact Us

 www.medioh.com

 darren.hay@medioh.com

Representative :

Darren Hay, *Vice President,
Business Development*



KNOWMEDIQ



Our Mission

KnowMediQ is an innovative and secure online marketplace connecting individuals with health and wellness providers for both home and online services. Leveraging technology and committed to individualized care, the platform empowers users to manage their healthcare journey effectively. By integrating social determinants and centralizing data, KnowMediQ transforms the traditional health pathway, offering a personalized and convenient experience.

→ Main Sector Activity

- Healthcare (Home care services & Digital healthcare)

→ Office(s)

- Montreal South Shore, QC

→ Trade Mission Objectives


- Build a network and understand the healthcare market (needs, challenges, health culture/habits)



Contact Us

 www.knowmediq.ca

 margarettha.pierre@knowmediq.ca

 (514) 518-2552

Representative :

Margarettha Pierre, *Founder & CEO*

AIRD & BERLIS

AIRD BERLIS

Our Mission

Aird & Berlis is a prominent Canadian law firm with a well-established local, national and international reputation. Our team of more than 200 lawyers, patent agents and business advisors provides strategic legal and business advice in all principal areas of business law. We are also the gateway to Canada for our international clients and have supported hundreds of companies in their expansions into Canada.

→ Main Sector Activity

- Legal Services

→ Office(s)

- Toronto, ON
- Vancouver, BC

→ Trade Mission Objectives

- Illustrate the ease of international business expansion into Canada;
- Highlight Aird & Berlis' extensive legal expertise in assisting businesses entering the Canadian market.

Contact Us

 www.airdberlis.com

 fbrown@airdberlis.com

 (416)863-1500



Representative :

Fiona Brown, *Lawyer*

Aetonix



Our Mission

Aetonix is a remote patient management ("RPM") application, logistics and support services company, digitally connecting patients using customizable care pathways for acute, complex and chronic care programs. Aetonix is highly integrated with its parent company Trudell Medical Ltd., which is a global portfolio of fourteen medical device and healthcare services businesses, and health care venture investments.

→ Main Sector Activity

- Healthcare (remote patient management)

→ Office(s)

- Ottawa, Ontario
- London, Ontario

→ Trade Mission Objectives

- Meet Florida-based healthcare systems (payers and providers)
- Demonstrate how Aetonix's RPM reduces healthcare costs, improves patient and provider experiences, and drives better patient outcomes.

Contact Us

 www.healthcarefoundation.ca

 calvin.wilson@aetonix.com

 (709) 682-2919



Representatives :

Michel Paquet, CEO & Founder

Calvin Wilson, President



NASCI Biologie Médicale



Our Mission

Nasci Biologie Médicale Inc. is a private medical laboratory and a research laboratory. Nasci specializes in sperm cell biology, clinical biochemistry and flow cytometry. The company is a micro business that hires professional scientists to develop new medical tests concerning male fertility and to offer medical analysis services to men who have fertility or contraceptive challenges.

→ Main Sector Activity

- Healthcare (remote patient management)

→ Office(s)

- Longueuil, Montreal South Shore, QC

→ Trade Mission Objectives

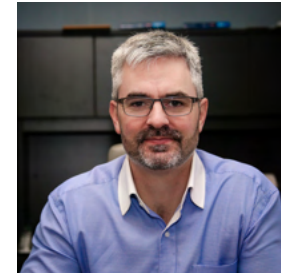
- Acquire new clients for business expansion.
- Engage in networking activities to establish industry connections and partnerships.

Contact Us

 www.nascibiomed.com

 nasci@nascibiomed.com

 (514) 316-1518



Representatives :

Mathieu Boilard, Co-Founder & CEO

Lyne Massicotte, Co-Founder

Cooper Legal Consulting, P.A.

Our Mission

Glenn's practice focuses on assisting foreign companies and investors with the legal aspects of establishing and maintaining business and investment in the U.S., particularly in the state of Florida. His practice also includes corporate, business and contract law whereby he oftentimes becomes general counsel to his international business clients.

→ Main Sector Activity

- Assisting international clients with U.S. immigration laws.
- Helping secure various visas: L-1, E-1, E-2, H-1B, and O-1.
- Aiding in obtaining U.S. permanent residence
- Assisting with EB-1 visas for extraordinary ability individuals and multinational executives/managers.
- Providing services in government relations and advocacy.

→ Office(s)

- South Florida

→ Trade Mission Objectives

- Acquire new clients for business expansion;
- Engage in networking activities to establish new connections and partnerships.

Contact Us

✉ gcooper@coopersolution.com

☎ (954) 294-5602

Representative :

Glenn M. Cooper, *President and Attorney at Law*



Select Florida



Our Mission

Our goal is advancing the forefront of economic development in Florida. As a public-private partnership of business and government leaders, our goal is to promote Florida as a premier business destination and expand the state's economy through private-sector job creation. In pursuit of this mission, Select Florida works closely with a statewide network of economic development partners.

→ Main Sector Activity

- Aviation/Aerospace/Space
- Financial and Professional Services
- Life Sciences (Biotech, Medical Devices, Pharma, Healthcare)
- Manufacturing
- Information Technology (IT Products & Services, Telecommunications, etc.)
- Defense & Homeland Security
- Cleantech
- Logistics & Distribution

→ Office(s)

- Coral Gables, Florida
- Orlando, Florida

→ Trade Mission Objectives

- Acquire new clients for business expansion.
- Engage in networking activities to establish industry connections and partnerships.

Contact Us

 www.select-florida.com

 hesam.houryaband@selectflorida.ca

 paulo.magalhaes@selectflorida.ca

Representatives :

Hesam Houryaband, *Director*
(Canada Office)

Paulo Magalhaes, *Deputy Director*
(Canada Office)



Corpay Cross Border

Corpay[^]

Our Mission

Corpay is one of the world's largest non-bank providers of foreign exchange and international payment solutions. We help businesses, big and small, transition from older payment methods to smarter ones to track, manage and pay their expenses.

Our products eliminate manual and disjointed processes, and deliver digital payments with speed and controls that minimize risk.

→ Main Sector Activity

- Accounts Payable automation.
- Handling cross-border transactions.
- Providing commercial expense cards.
- Facilitating online bill payments.

→ Office(s)

- All across the world

→ Trade Mission Objectives

- Acquire new clients for business expansion.
- Engage in networking activities to establish industry connections and partnerships.

Contact Us



www.corpay.com



allen.raines@corpay.com

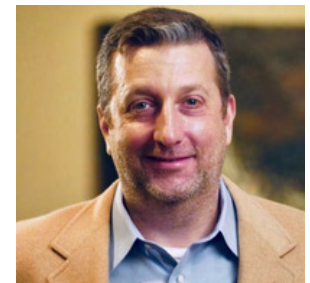


(212) 594-2200

Representatives :

Andrew Howlett, *Director, Strategic Partnerships*

Allen Raines, *National Account Manager*



NL Health Services



NL Health Services

Our Mission

Newfoundland and Labrador Health Services is the province's health authority, transitioning from five former organizations and delivering health and community services to over 510,000 people.

The mission of NL Health Services is working together to improve health outcomes through an innovative, integrated and sustainable health system.

→ Main Sector Activity

- Health Care

→ Office(s)

- St. John's, Newfoundland and Labrador

→ Trade Mission Objectives

- Navigate the commercial landscape in the United States.
- Understand legal and regulatory frameworks.
- Master cultural nuances for successful business operations.



Contact Us



nlhealthservices.ca



ron.johnson@nlhealthservices.ca



(709) 777-1301

Representative :

Ronald Johnson,
Chief Operating Officer, Eastern Urban Zone

VP, Innovation & Research



Mobia Health Innovations



Our Mission

Mobia Health is a software as a service (SaaS) product company at the intersection of innovative ideas from front line clinicians, developed and implemented by technology experts.

Our products improve healthcare for patients and clinicians by streamlining processes through automation and data analytics. Our focus is on improving patients outcomes while reducing clinical workloads.

→ Main Sector Activity

- Developing healthcare technology solutions.
- Specializing in Software as a Service (SaaS) for healthcare.
- Focused on improving healthcare processes and outcomes.
- Aiming to bridge the gap in healthcare technology and enhance care delivery.

→ Office(s)

- Dartmouth, Nova Scotia

→ Trade Mission Objectives

- Acquire new clients and partnerships for business expansion.
- Engage in networking activities to establish industry connections.

Contact Us

 www.mobiahealth.io

 Nevin.Pick@mobia.io

 +1 855-646-6242



Representative :

Nevin Pick, *President*

Quebec Government Office in Miami



Our Mission

The mandate of the Québec Government Office in Miami is to promote Québec's expertise in strategic sectors and support the exports of Québec businesses. It also aims to identify business and partnership opportunities for Québec companies, institutions and organizations, while working to strengthen Québec's political and institutional ties with Florida.

Representatives :






Isabelle Dessureault,
Delegate of Quebec Southeastern USA



Miriam Alvarez,
Trade Attaché

Contact Us

-  <https://www.quebec.ca>
-  qc.miami@mri.gouv.qc.ca
-  (305) 358-3397



Ontario Government



Our Mission




The Ontario Trade & Investment Office in Dallas, opened in 2020, is part of a network of International Trade and Investment Offices run by the Province of Ontario in Canada. The office is co-located within the Consulate General of Canada in Dallas. Our office's mandate is to help build relationships and economic opportunities between the Province and the U.S. states of Alabama, Arkansas, Florida, Louisiana, Mississippi, Oklahoma, Tennessee, and Texas.

Representative :



Jag Badwal,
*Agent General, Consulate General of
Canada in Dallas*

Contact Us

-  www.international.gc.ca
-  ccs.scc@international.gc.ca
-  (214) 922-9806



Consulate General of Canada in Miami



Our Mission

The Consulate General of Canada in Miami serves to promote Canadian interests in Florida, Puerto Rico, and the U.S. Virgin Islands, focusing on facilitating trade and investment, providing consular services to Canadians, and engaging in cultural diplomacy. It plays a key role in strengthening bilateral relations and assisting Canadian citizens in the region.

Representatives :



Sylvia Cesaratto,
Consul General



Jean-Pierre Hamel,
Senior Trade Commissioner,



Ximena Pauvif-Machado,
Trade Commissioner

Contact Us



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(305) 579-1600



Speakers



Olivier Gariépy,
Senior Director - International Tax



A Member of Trinity Health

Mark Doyle,
CEO



Darren Hay,
VP Business development



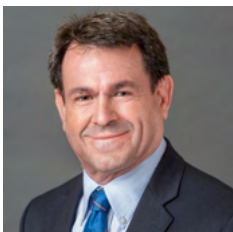
Mike Garcia
CIO



Marc-André Séguin,
Co-founder & Partner



David Klebonis,
COO



Jackson Streeter MD
Director UF Innovate Ventures



Sid Stoltz,
Executive Vice President & Chief
Brands Officer

Speakers



Jason Weida,
Secretary of the Florida Agency
for Health Care Administration



Stacey Correcha-Price,
Executive Vice President of Sales



Liz Miller,
SVP, Clinical Operations



Ryan Lilly,
Global Venture Program Manager



Maria Dreyfus-Ulvert
Assistant Director Economic
Development Miami Dade County



William Manzie,
Administrative Director -
Telehealth Strategy



Vanessa Martinez
Assistant Director, International
Community Relations



Gregory Synanidis,
International Tax - Senior
Manager, Transfer Pricing,
RSM Canada

Speakers



KAUFMAN | ROSSIN
cpa + advisors

Louis-Olivier Guay
Secretary of the Florida Agency
for Health Care Administration



Cooper Legal consulting P.A.

Glenn M. Cooper
President



**SELECT
FLORIDA**
THE AMERICAS' BUSINESS ADDRESS

Hesam Houryaband
Director
Canada Office



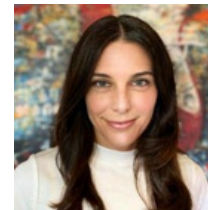
 **ALAN B. LEVAN | NSU BROWARD
CENTER OF INNOVATION**

John Wensveen
Chief innovation officer
NSU Levan Center



KAUFMAN | ROSSIN
cpa + advisors

Carlos A. Somoza
Principal Kaufman Rossin



Stacey Correcha-Price
Executive VP Sales



 **MIAMI-DADE
BEACON COUNCIL**

Mario J. Sacasa
Senior Vice President



 **MIAMI-DADE
BEACON COUNCIL**

Greg Horowitz
Vice President Economic Development
Life Sciences & Healthcare

Speakers



SHUMAKER

Andrew L. McIntosh
Partner



SHUMAKER

Grant Dearborn,
Partner & Healthcare Attorney



Vein911
WE'LL HELP YOU FEEL GREAT AGAIN!

Dr. Christopher Pittman,
Founder & Executive Chairman



David Eric Johns,
CEO



Derek Ephrem,
Director, Economic Development



TAVISTOCK[®]
— GROUP —

Rasesh Thakkar,
Senior Managing Director



Corpay[^]

Andrew Howlett,
Director, Strategic Partnerships

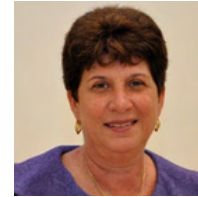


Elizabeth Jackson,
International Tax, Transfer
Pricing, RSM USA

Speakers



Dr Alwyn Leiba
Dean School of Health Sciences



Dr. Deborah Papa
Director, Simulation Hospital



Shayan Vyas
Former Medical officer Teladoc &
associate professor



Thomas C. McThenia
Jr Intellectual Property Attorney &
Gainesville Managing Shareholder



Habeel Gazi
Healtech & Medtech Consultant,
Co-Chair Central Florida Chapter



Carlos Echeverry,
Director Treasury & Payment Solutions,



Marty McAndrew
Managing Director & Market
Executive Commercial Banking



Dr Kiki Caruson
Associate Professor & Ass. VP
Research Innovation & Global Affairs

Speakers



Dr. Richard Munassi
Accelerator Managing Director



Paul Ayres
Director of Sales & Marketing
Business Development CAMLS



Sandy Murman
Shumaker Advisors and former
Hillsborough County
Commissioner



Linda Olson
CEO



Dee Garcia
Director Development & Strategic
Partnerships



TJ Johnston
Chief Operations Officer USF
Institute of Applied Engineering



David Jolly
Former Member of Congress,
Political Analyst and Executive Vice
President, Shumaker Advisors



John Astrab
Managing Director



Juan Santos
SVP Innovation & Brand Experience

THANK YOU TO OUR SPONSORS & HOSTS



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— GROUP —



SOURCE1
SOLUTIONS

Dignitaries



Mayor Dean Trantalis
City of Fort Lauderdale



Isabelle Dessureault
Delegate of Quebec province



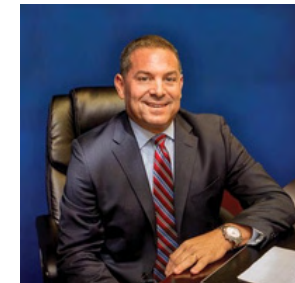
Mayor Josh Levy
City of Hollywood



Councilman Guido Maniscalco,
Tampa City Council



Jag Badwal
Ontario Agent General



Michael Udine
Broward County Commissioner



Harry Cohen
Hillsborough County
Commissioner



Mayor Jane Castor
City of Tampa



Sylvia Cesaratto
Consul General of Canada
Honourable

Trade mission organizers

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Executive Director

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Darren Hay

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Deborah Wilkinson

Founder & President Wilkinson Global Connections

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CHAMBRE DE COMMERCE
CANADAFLOIDA
CHAMBER OF COMMERCE