

JPOM CANADA

Advisors to Leading Technology Innovators

**Ottawa, Toronto, Vancouver, Edmonton, Montreal, Halifax, St. John's,
Ankara, Cape Town, Gibraltar**



Corporate Checklist

Who Are We?



JPOM is an independent technical, lobby, and business consultancy with broad expertise in the Aerospace, Defence, Cybersecurity, Alternate Energy, & Environmental sectors.

What We Do:

- ✓ Secure sponsors and early adopters while translating leading edge technological innovation into phenomenal returns.
- ✓ Think and work strategically on a regional, national and international scale.
- ✓ Build high-performance teams capable of consistent execution.
- ✓ Engage leadership as “the independent sanity check” to help you to make a better decision when it really counts.
- ✓ Design and deliver focused campaigns anchored in problem solving.
- ✓ Operate seamlessly at all levels of government including Regional Development Agencies. JPOM is affiliated with OMX which provides comprehensive services in the areas of Industrial and Technological Benefit Tracking & Reporting. (ITBs)
- ✓ Delivery Options
 - Development of a Strategic and Tactical Business Plan;
 - Regional, National & International representation;
 - Proposal planning and authoring;
 - Selecting and building of partnerships;
 - Expertise on Industrial and Technological Benefits (ITBs) / Industrial and Regional Benefits (IRBs) and Value Propositions (VPs);
 - Navigation of public funding channels including: SIF; SDTC; ISC; IDEaS; IRAP; FedNor; FedDev; WED; Provincial Programs.
 - Securing investors.
 - Serving the strategic needs of a Tier 1 multi-national and support needs of a start-up seeking venture capital
- ✓ Pro-active as National & Regional Association Members:
 - CADSI (Canadian Association of Defence and Security Industries)
 - AIAC (Aerospace Industries Association of Canada)
 - AIAC Pacific
 - OAC (Ontario Aerospace Council)
 - ACADA (Atlantic Canada Aerospace & Defence Association)
 - AUSA (Army United States of America)

Presence, Markets & Growth:

- ✓ JPOM has a physical presence across Canada (Halifax, Montreal, Ottawa, Toronto and Vancouver), and internationally. With a complete spectrum of experienced talent, we have built trusted business relationships with Industry, Academia and Governments.
- ✓ We understand the science and timing driving technological innovation and in completing our assignments, we build effective bridges with your teams, ensuring that our knowledge is transferred to your organization for ongoing benefit.
- ✓ JPOM International Presence

Canada	USA
Germany	Italy
Spain	Turkey
Norway	Greece
Sweden	Portugal
Denmark	UAE
Israel	Jordan
Oman	Qatar
Malaysia	Thailand
South Africa	Philippines
Indonesia	Brazil

We look forward to the privilege of working with your firm in the future. www.jpom.ca/team

Corporate Success Checklist



Domestic BD

- Strategy
 - ❖ Strategic Plan Development
 - ❖ Investment Requirements
 - ❖ Business/Capture Plans
- ITB/VP
 - ❖ Plan Development
 - ❖ Strategy/Leveraging
 - ❖ Authoring
- Advocacy
 - ❖ Key Gov't Officials
 - ❖ Meeting/Lobbying Plan
- Communications
 - ❖ 'Elevator Speech'
 - ❖ Comms Plan/Gov't Relations

Funding Support

- Programs
 - ❖ ISC, IDEaS, SIF, SDTC, IRAP
 - ❖ Grants, Loans
 - ❖ R&D, Growth, Infrastructure
- Proposals
 - ❖ Statements of Interest
 - ❖ Full Proposal
- Navigating Government
 - ❖ Matching Req'ts to Programs
 - ❖ Understanding Gov't Priorities
- Advocacy & Comms
 - ❖ Key Messages
 - ❖ Liaison

International BD

- Market Access
 - ❖ Strategy & Tactics
 - ❖ Business & Capture Plans
 - ❖ Representation
- Exports & Export Dev
 - ❖ Education & Training
 - ❖ Government Resources
- Funding Support
 - ❖ Export Development Plans
 - ❖ Drafting Proposals
- BD Support & JV's
 - ❖ Contacts/Connections
 - ❖ JV Partner Identification/Selection

Strategic Support Options / Solutions

