

JPOM CANADA INC.

Advisors to Leading Technology Innovators
Ottawa, Toronto, Vancouver, Edmonton, Montreal, Halifax,
St. John's, Ankara, Cape Town



Why JPOM?

How Can We Help?

Who Are We?



We are an independent technical, lobby, and business consultancy with broad expertise in the Aerospace, Defence, Environmental, Alternate Energy, & CyberSecurity sectors.

Things We Do:

- ✓ Strategic thinking and planning. Selecting and building winning teams. Securing sponsors and early adopters. Translating leading edge technologies into top and bottom-line outcomes. Providing that expert, independent sanity-check.
- ✓ As an independent consultancy, JPOM focuses on specific targeted campaigns (including international) for our clients operating seamlessly at all levels of government – as well as the Regional Development Agencies. JPOM is affiliated with OMX which provides comprehensive services in the areas of ITB Tracking & Reporting.
- ✓ We assist in:
 - ❖ Developing Strategic and Tactical Business Plans;
 - ❖ National & International Business Development representation;
 - ❖ Proposal planning and authoring;
 - ❖ Selecting and building partnerships;
 - ❖ Industrial Technological Benefits (ITBs) and Value Propositions (VPs);
 - ❖ Advocacy and Government relations;
 - ❖ Navigating public funding channels including: SIF; SDTC; ISC; IDEaS; IRAP; RDA Programs: Aerospace Regional Recovery Initiative (ARRI), Jobs & Growth, Business Scale-up & Productivity (BSP), & Provincial Programs, including: innovation, environment, advanced manufacturing.
 - ❖ Securing investors.
- ✓ JPOM is a full-spectrum consultancy, spanning from the strategic needs of a Tier 1 multi-national, to that of a start-up seeking venture capital.
- ✓ We are pro-active in pertinent industry associations including:
 - ❖ CADSI (Canadian Association of Defence and Security Industries)
 - ❖ AIAC (Aerospace Industries Association of Canada)
 - ❖ OAC (Ontario Aerospace Council)
 - ❖ ADIANS (Aerospace & Defence Industry Association of Nova Scotia)
 - ❖ AUSA (Army United States of America)

Presence & Markets:

- ✓ JPOM has the presence, across Canada (Halifax, Montreal, Ottawa, Toronto and Vancouver), and internationally, coupled with a complete spectrum of talents. Most importantly we know how to establish and manage these resources in an optimal manner, to maximize client outcomes. In completing our assignments, we build effective bridges with your team, ensuring that our expertise is transferred for your future benefit.
- ✓ JPOM internationally – our worldwide network of our clients, affiliates and their customers includes:

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.

How Can We Help?



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, RDAs, Provincial
 - ❖ 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

A Broad Array of Strategic Support Options / Solutions