



## EXHIBIT IN THE ONTARIO PAVILION FOR ONLY C\$1,800

Vancouver, BC – March 2-4, 2016

The International Trade Branch of the Ontario Government is organizing an Ontario Pavilion at the 14<sup>th</sup> Globe 2016 International Conference & Expo (<http://2016.globeseries.com>) – North America's largest international environment business summit. The event brings together more than 8,000 conference delegates representing 3,000 organizations from 50 countries and 200 exhibitors. To date, delegates and buyers looking for cleantech solutions are confirmed from more than 30 countries, including: Austria, Bangladesh, Belgium, Brunei, Cameroon, Chile, China, Costa Rica, Denmark, France, Gambia, Guyana, Hungary, India, Ireland, Indonesia, Japan, Kenya, Korea, Latvia, Mexico, Netherlands, Philippines, Poland, Portugal, Singapore, Spain, Switzerland, Taiwan, Thailand, Tunisia, the United Kingdom and the USA.

### ONTARIO PAVILION

The Ontario Pavilion is located in Booth #800, near the front entrance of the exhibit area and beside the registration area. It is a turnkey 1,000 square feet island that will feature ten Ontario's renewable energy, environmental and water/waste water clean technologies as well as academia, government and industry partners.

Exhibit kiosks for companies will be located around the outer periphery of the Pavilion facing one of the four aisles. For C\$1,800 you will receive an exhibit kiosk that will be equipped with:

- A storage cabinet with counter
- A back panel with the option of either adding graphics or a flat screen Smart TV (additional cost of \$600 applies for the TV)
- Electrical outlet
- Company name or logo
- One stool
- Two exhibitor passes
- A listing in the on-site Expo Directory
- A profile and listing on the GLOBE 2016 website
- Access to the B2B match-making program starting December 1, 2015.

The Pavilion will feature a central area where you can conduct more private meetings and exhibit counters for industry partners and academia.

## **B2B MATCHMAKING PROGRAM**

As an exhibitor in the Ontario Pavilion you will benefit from the event's B2B Matchmaking Software - *GLOBE Max* - which will allow you to develop a detailed profile and marketing pitch for your company; view and search the profiles of other suppliers, funders, investors, and buyers attending the event; make new business connections, send direct messages to others in *GLOBE Max* and schedule 1:1 meetings. Once your profile is in the system, you may also get meeting requests from others. You will also be able to participate in technical discussions and challenge-pitches and discover which contacts from Facebook, Twitter and LinkedIn are also online.

## **OTHER SERVICES DURING GLOBE 2016**

- Explore investment and joint funding opportunities with a diverse range of organizations including angel and venture capitalists, economic development agencies, funding organizations such as SDTC, MaRS, IRAP, CCEMC, and many others from around the world.
- Participate in the Challenge-Pitch Program. [Check out the industry challenges](#) in the B2B networking software, *GLOBE Max*, and decide whether to pitch your product or service solution. Industry challenges include:
  - Waste Heat Recovery Challenge
  - Heat Recovery Challenge
  - Vancouver Renewable Energy Challenge
  - Micro-Grid Challenge
- Export Café and Lounge - Network and hold meetings in the designated area on the Expo floor.
- Market Intelligence - The Innovation Expo will offer market updates on China, India, and ASEAN countries, focusing on potential business and export opportunities.

## **REGISTRATION FEES**

C\$1,800 (taxes included)

Optional: C\$600 for a 42" LED/LCD Flat Panel Display Monitor (Smart TV).

## **APPLICATION FORM**

To reserve your exhibit space, submit the attached Application Form. Once it has been reviewed, you may be contacted for a consultation to further determine your company's suitability in the mission. A visit to your company may also be requested. Ontario Pavilion exhibitors will be selected on a first-come, first-served basis.

If you have any question, contact Rita Patlan, International Trade Branch, MCIIT  
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