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# FDI & MEDTE

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Prepared for: Ontario East Municipal Conference

September 12<sup>th</sup> 2013

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**ONTARIO**  
CANADA



# Overview



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- Who we are (really!)
- Our Approach to FDI
- Priority Sectors for Investment Attraction
- Relationships and Collaboration
- Client Focused Approach





## We are All Your One Window to Government

Lead  
Generation

- IBDR
- IMC
- Toronto based support

Transaction  
Teams

- Manufacturing Investment
- Science, Tech & Services

Advisory  
Services

- Business Advisors
- Financial Programs



# MEDTE's Services



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We are a winning, dedicated and experienced team that offers an aggressive, private-sector sales team approach and international investment opportunity servicing that includes :

- The **latest information** on our economy, business climate and business establishment;
- **Information** on project inputs cost and availability;
- Comprehensive **profiles of Ontario municipalities**, including information on labour rates, availability, education levels and research institutions;
- Province-wide **site searches** of available industrial land and buildings and coordination of site selection and community visits throughout the province;
- **Facilitated contacts** with federal, provincial and municipal officials, as well as utilities, transportation firms and business facilitators, as well as advice on Business Immigration; and
- Facilitated access to (modest) **funding programs**

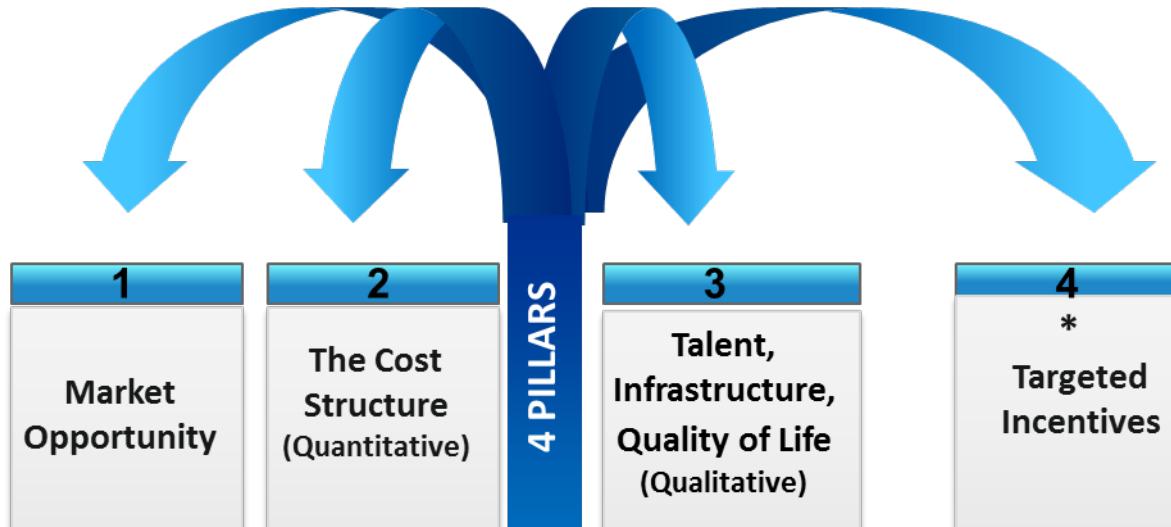






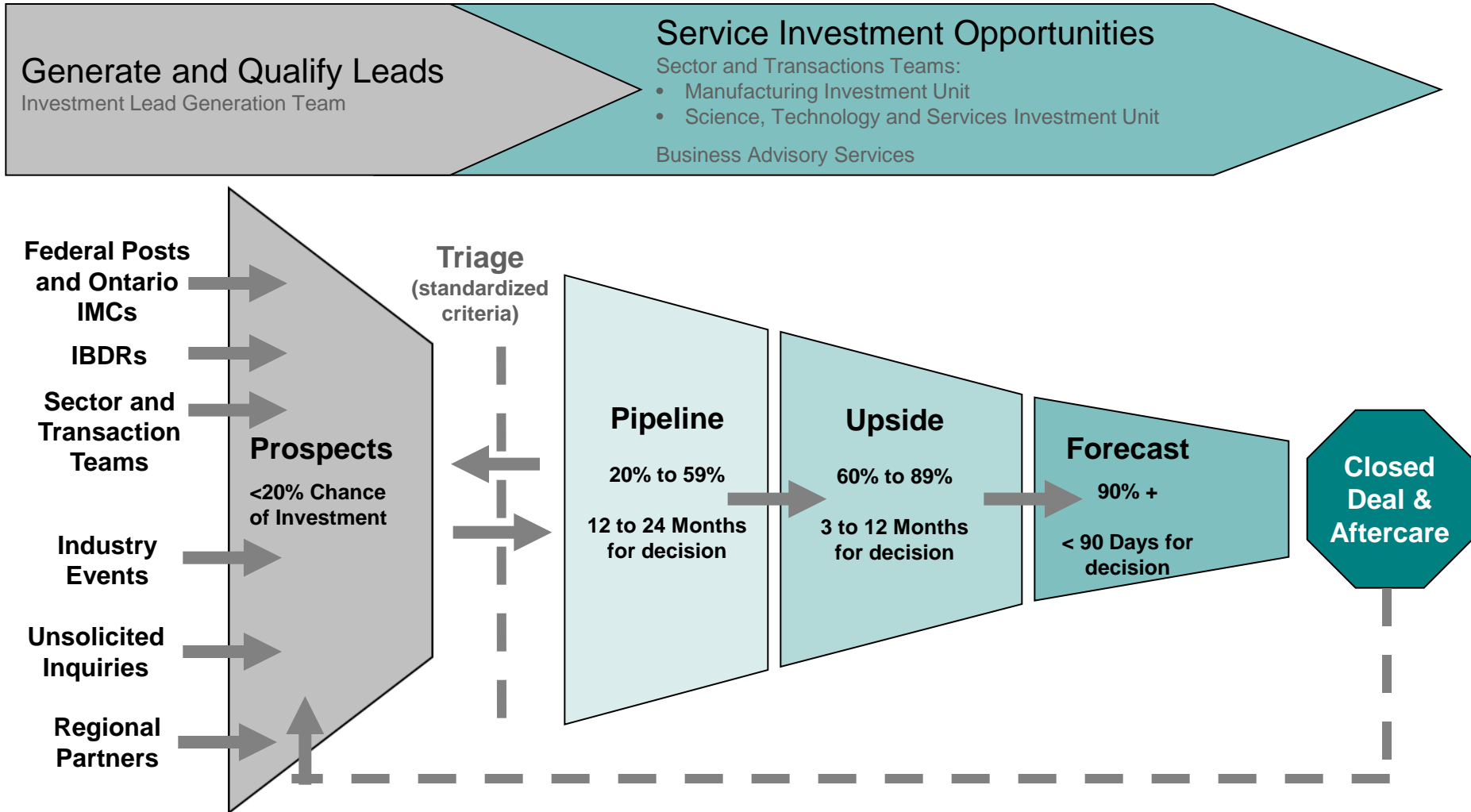
## Four Pillars:

1. A viable market opportunity must exist;
2. The business costs structure needs to make sense;
3. Qualitative aspects need to fit the project plan and company objectives (talent, infrastructure, quality of life);
4. \*If 1-3 don't win the investment, only then are direct support levers considered.





## Sales Funnel



# Key Relationships and Coordination



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## Abroad:

- Canada's Department of Foreign Affairs & International Trade
- Canadian High Commissions, Embassies and Consulates abroad

## Domestic:

- Coordinated approach with federal government and Regional Economic Development Organizations
- Local Trade & Investment Contacts
- Foreign missions in Ontario/Canada
- Trade commissions
- Chambers of Commerce
- Associations





## *Proactive Collaboration:*

- Understanding investment advantages
- Key Ontario messages
- Major events
- Outgoing missions/visits
- Key account nurturing



## *Reactive Collaboration:*

- Business cases
- Deal development partnership
- Leverage international networks



# Priority Sectors and Sub-sectors



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- **Advanced Manufacturing**  
Chemicals and Materials, Bioeconomy, Aerospace and Defence, Industrial Robotics, Process Automation Equipment, Mining Equipment and Services and Automotive.
- **Clean Technology**  
Water and Waste Water Technologies and Services, Energy Efficiency Technologies, Green Build Products and Services, Renewable Energy.
- **Life Sciences**  
Biopharma, Advanced Medical Technology, Contract Services.
- **ICT/Digital Media**  
Application Development, Professional Services, Operations Services, Devices and Components, Communication Equipment.
- **Business Services**  
Business Process Outsourcing and Financial Services.





*I might have a lead!!  
Now what!*

## Community / Municipaly led

- Funding and technical support services available
- Local intelligence / provincial data
- Sourcing / business linkages
- Business Case (building)

## Supporting Business Venture

- Advisors coach business leaders on accessing funding
- Provide « BRE-A » (Business Retention, Expansion and yes! Attraction)



## Municipalities / NGO

- **Planning** (RED, CiT, EODP, etc.)
- **Implementation** (RED, EODF, Trillium, etc.)
- **HR Planning & Project Mngt** (MTCU, RED, Trillium, etc.)
- **Sector Initiatives** (RED, EODF, EODP, FedDev, etc.)

## Business & Industry

- **Planning** (IRAP, CME, GF2, etc.)
- **Hiring & Training** (IRAP, YLF, MTCU, EODP, OCE, etc.)
- **Investment** (EODF, FedDev, CME, GF2, BDC, CFDC, OPA, etc.)
- **R&D** (NRC, NSERC, RIC/OCE, MITACS, SDTC, etc)
- **Exports** (EMA, EDC, BDC, etc.)





# How can we help you?

- Rapide response team
- Sourcing Funding opportunities
- Competitive Advantage info
- CED Tools
- One on One Business Support
- Due Deligence
- In market representation





# Ontario.ca

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